

Supplementary material for 'Facing expectations: Those that we prefer to fulfil and those that we disregard', by Heintz, C., Celse, J., Giardini, F. and Max, S.

## Instruction and decision sheets

This document includes the following sheets:

[Expectation Condition: Instruction and decision sheets in French](#)

[Expectation Condition: Instruction and decision sheets in English](#)

[Irrelevant Information Condition: Instruction and decision sheets in English](#)

### **Expectation Condition: Instruction and decision sheets in French**

## **Instructions**

L'expérience à laquelle vous allez participer est destinée à l'étude de la prise de décision. Nous vous demandons de bien vouloir lire intégralement les instructions. Lorsque l'ensemble des participants aura pris connaissance des instructions, un expérimentateur procédera à une relecture à voix haute. Ce n'est qu'ensuite que l'expérience débutera.

Vos gains vont dépendre de vos décisions ou des décisions des autres participants à l'expérience. Toutes vos réponses seront traitées de façon anonyme. Vous indiquerez vos choix sur les feuilles de décision qui vous seront données par les moniteurs au cours de l'expérience. La somme totale d'argent gagnée pendant l'expérience vous sera versée en liquide à la fin de celle-ci. Il n'existe pas de bonne ou de mauvaise réponse.

A partir de maintenant et jusqu'à la fin de l'expérience, nous vous demandons de ne plus communiquer entre vous. Si vous avez des questions, levez la main et un moniteur viendra vous répondre en privé.

### **Cadre général de l'expérience**

On distingue deux rôles dans l'expérience : le rôle A et le rôle B. Les rôles sont tirés au sort au début de l'expérience et attribués à chaque participant. Par la suite, on appelle participant A un participant qui reçoit le rôle A et participant B un participant qui reçoit le rôle B. Il y a autant de participants A que de participants B dans l'expérience.

Des paires, constituées d'un participant A et d'un participant B, sont formées de manière aléatoire et anonyme : vous ne pourrez connaître l'identité de la personne qui compose votre paire. La composition

d'une paire reste identique pendant l'intégralité de l'expérience. Les différences entre les participants A et B sont détaillées dans la suite des instructions

Vous serez informé de votre rôle au début de l'expérience. Chaque participant conserve son rôle jusqu'à la fin de l'expérience.

### **Description de l'expérience**

Chaque participant A reçoit une somme de €10.

Chaque participant A peut décider d'envoyer ou non une partie de cette somme de €10 au participant B qui compose sa paire. La somme que le participant A envoie au participant B doit être un nombre entier : €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 ou €10.

Le participant A doit indiquer quelle partie de la somme de €10 il désire envoyer au participant B en fonction de chaque somme attendue possible par le participant B. En d'autres termes, chaque participant A doit indiquer combien il désire envoyer au participant B qui compose sa paire si ce dernier attend une somme de €0; chaque participant A doit également indiquer combien il désire envoyer au participant B qui compose sa paire si ce dernier attend une somme de €1; chaque participant A doit également indiquer combien il désire envoyer au participant B qui compose sa paire si ce dernier attend une somme de €2; et ainsi de suite jusqu'à €10.

Pendant que les participants A prennent leurs décisions, chaque participant B doit indiquer quelle somme il s'attend à recevoir de la part du participant A qui compose sa paire. Cette somme doit être un nombre entier: €0, €1, €2, €3, €4, €5, €6, €7, €8, €9, €10.

### **Calcul des gains**

Une fois que tous les participants A et B auront pris leurs décisions, les moniteurs récupéreront les feuilles de décision et procéderont au calcul des gains de chaque participant. Pour cela, les moniteurs prendront en compte la somme attendue par le participant B et associeront la décision prise par le participant A en fonction de la somme attendue par le participant B. Le participant B recevra la somme envoyée par le participant A. Il sera payé en conséquence.

L'expérience n'est pas répétée.

A la fin de l'expérience, chaque participant sera informé de:

- La somme envoyée par le participant A
- La somme attendue par le participant B
- Le gain individuel

## **Déroulement de l'expérience**

L'expérience consiste en une succession de 5 étapes :

- Etape 1 : Attribution aléatoire des rôles.
- Etape 2 : Formation aléatoire des paires.
- Etape 3 : Les participants sont informés de leur rôle.
- Etape 4 : Les participants A et B remplissent leurs feuilles de décision respectives.
- Etape 5 : Les participants A et B apprennent leur gain final.

# Feuille de décision

Ne rien inscrire dans ce cadre

Vous êtes un participant A.

Vous disposez d'une somme de €10.

Vous devez indiquer, sur cette feuille, la partie de cette somme que vous désirez envoyer ou non au participant B qui compose votre paire en fonction des possibles sommes attendues par ce dernier.

Vous pouvez envoyer n'importe quel montant entier compris entre 0€ et 10€ (c'est-à-dire €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 et €10).

Si le participant B qui compose ma paire s'attend à recevoir €0, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €1, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €2, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €3, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €4, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €5, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €6, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €7, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €8, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €9, je lui envoie

Si le participant B qui compose ma paire s'attend à recevoir €10, je lui envoie

Une fois que vous avez indiqué vos décisions, veuillez patienter silencieusement jusqu'à ce qu'un moniteur vienne prendre votre feuille de décision.

# Feuille de décision

Ne rien inscrire dans ce cadre

Vous êtes un joueur B.

Veillez indiquer quel montant vous souhaiteriez que le joueur A avec lequel vous êtes en interaction vous envoie ?

Vous pouvez indiquer n'importe quel montant entier compris entre 0€ et 10€ (c'est-à-dire 0,1,2,3,4,5,6,7,8,9 et 10).

**Je souhaite que le joueur A avec lequel je suis en interaction m'envoie**

€

Veillez répondre aux questions suivantes :

Quel est selon vous le but de cette expérience ?

D'après vous, combien d'euros le joueur A avec lequel vous êtes en interaction va-t-il vous envoyer et pourquoi cette somme ?

## **Expectation Condition: Instruction and decision sheets in English**

# **Instructions**

This experiment is about decision-making. Please read carefully the whole instructions. The instructions will help you to understand correctly the experiment. Once all the participants to the experiment had read the instructions, a monitor will read them aloud and the experiment will begin.

Your payoff in this experiment will depend upon your decisions or upon the decisions made by other participants in the experiment. All your decisions will be anonymous. You will indicate your decisions on a decision sheet that will be given by a monitor during the experiment. The total amount of money earned during the experiment will be paid to you in cash at the end of the experiment. Please note that there is neither good nor bad answer.

From now on and until the end of the experiment, we ask you to remain silent. If you have any questions, raise your hands and a monitor will come to answer your questions privately.

### **General framework of the experiment**

In this experiment, we distinguish two roles: role of player A and role of player B. From now on when speaking about a participant who received the role A, we will refer to player A and to player B for a participant who received the role B. Roles are randomly attributed. There are as many players A as there are players B.

Pairs, consisting of one player A and one player B, are randomly formed. You cannot know who is paired to whom. The composition of the pairs is fixed during the whole experiment. The difference between players A and B will be developed below.

You will be informed about your role at the beginning of the experiment. Roles are fixed during the whole experiment.

### **Description of the experiment**

Each player A receives an endowment of €10.

Each player A can decide to send, or not, an amount from this endowment to the player B he is paired with. The amount a player A can send must be an integer ranging from €0 to €10 (i.e. €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 or €10).

Each player A must indicate the amount he wants to send to the player B, according to each possible amount player B expects to receive from player A. In other words, each player A must indicate how much he wants to send to the player B he is paired with if the latter expects to receive an amount of €0, each player A must indicate how much he wants to send to the player B he is paired with if the latter expects to receive an amount of €1, then each player A must indicate how much he wants to send to the player B he is paired with if the latter expects to receive an amount of €2 and so forth for each possible amount up to €10.

While players A are making their decisions, each player B has to indicate what amount they expect to receive from the player A they are paired with. This amount must be an integer ranging from €0 to €10 (i.e. €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 or €10).

### **Payoff structure**

Once all players (A and B) have made their decisions, the monitor will take all the decision sheets and will compute the payoffs for each player. To fulfil that purpose, the monitor will take into account the amount each player B expects to receive from the player A they are paired with. Then the monitor will match the decision of the player A according to the amount the player B expects to receive.

For instance, if player B states that he expects to receive € 5 from player A and that player A indicates that he sends €3 if player B expects to receive € 5 from him, then player A's final payoff would be €7 ( $=10 - 3$ ) and player B's final payoff will be €3.

The experiment is not repeated.

At the end of the experiment, each player will be informed of:

- The amount sent by the player A
- The amount player B expected to receive
- The personal payoff

### **Summary of the experiment**

The experiment consists in a succession of 5 steps:

- Step 1. Roles are randomly attributed to each player
- Step 2. Pairs are randomly formed
- Step 3. Each participant is informed about his role
- Step 4. Players A and B make their decisions
- Step 5. Players A and B learn their final payoff

# Decision sheet

Do not write in the box

You are a player A.

You receive an endowment of €10.

Please indicate, on that paper, the amount you want to send or not to the player B you are paired with according to each possible amount player B expects to receive.

You can send any integer amount ranging from €0 to €10 (i.e. €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 or €10).

**If the player B I am paired with expects to receive €0, I send**

**If the player B I am paired with expects to receive €1, I send**

**If the player B I am paired with expects to receive €2, I send**

**If the player B I am paired with expects to receive €3, I send**

**If the player B I am paired with expects to receive €4, I send**

**If the player B I am paired with expects to receive €5, I send**

**If the player B I am paired with expects to receive €6, I send**

**If the player B I am paired with expects to receive €7, I send**

**If the player B I am paired with expects to receive €8, I send**

**If the player B I am paired with expects to receive €9, I send**

**If the player B I am paired with expects to receive €10, I send**

Once completing the sheet, wait the monitor to take the decision sheet.



# Decision sheet

Do not write in the box

You are a player B.

You have to indicate, on that paper, the amount you expect to receive from the player A you are paired with.

You can indicate any integer amount ranging from €0 to €10 (i.e. €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 or €10).

I expect to receive an amount of  € from the player A I am paired with.

Please answer the following questions:

What is, according to you, the goal of this experiment?

How many Euros do you think your paired participants will transfer to you and why ?

## **Irrelevant Information Condition: Instruction and decision sheets in English**

# **Instructions**

This experiment is about decision-making. Please read carefully the whole instructions. The instructions will help you to understand correctly the experiment. Once all the participants to the experiment had read the instructions, a monitor will read them aloud and the experiment will begin.

Your payoff in this experiment will depend upon your decisions or upon the decisions made by other participants in the experiment. All your decisions will be anonymous. You will indicate your decisions on a decision sheet that will be given by a monitor during the experiment. The total amount of money earned during the experiment will be paid to you in cash at the end of the experiment. Please note that there is neither good nor bad answer.

From now on and until the end of the experiment, we ask you to remain silent. If you have any questions, raise your hands and a monitor will come to answer your questions privately.

### **General framework of the experiment**

In this experiment, we distinguish two roles: role of player A and role of player B. From now on when speaking about a participant who received the role A, we will refer to player A and to player B for a participant who received the role B. Roles are randomly attributed. There are as many players A as there are players B.

Pairs, consisting of one player A and one player B, are randomly formed. You cannot know who is paired to whom. The composition of the pairs is fixed during the whole experiment. The difference between players A and B will be developed below.

You will be informed about your role at the beginning of the experiment. Roles are fixed during the whole experiment.

### **Description of the experiment**

Each player A receives an endowment of €10.

Each player A can decide to send, or not, an amount from this endowment to the player B he is paired with. The amount a player A can send must be an integer ranging from €0 to €10 (i.e. €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 or €10).

Each player A must indicate the amount he wants to send to the player B, in view of the last numerical digit of player B's ID card number. In other words, each player A must indicate how much he wants to send to the player B he is paired with, if the latter's ID card number ends with 0; how much if the ID card number ends with 1; how much if the ID card number ends with 2 and so forth for each possible number up to 9.

While players A are making their decisions, each player B has to indicate what is the last numerical digit of his ID card number. (This numerical digit is 0, 1, 2, 3, 4, 5, 6, 7, 8, or 9.)

## Payoff structure

Once all players (A and B) have made their decisions, the monitor will take all the decision sheets and will compute the payoffs for each player. To fulfil that purpose, the monitor will take into account the stated last numerical digit of players B ID card number. Then the monitor will implement the decision that the player A made and that correspond to the actual ID card number.

For instance, if player B states that his ID card number ends with 5 and player A indicates that he sends €3 if player B stated his ID card number ends with 5 then player A's final payoff would be €7 (=10 - 3) and player B's final payoff will be €3.

The experiment is not repeated.

At the end of the experiment, each player will be informed of:

- The amount sent by the player A
- The amount player B expected to receive
- The personal payoff

## Summary of the experiment

The experiment consists in a succession of 5 steps:

1. Roles are randomly attributed to each player
2. Pairs are randomly formed
3. Each participant is informed about his role
4. Players A and B fill in the decision sheets
5. Players A and B learn their final payoff

# Decision sheet

Do not write in the box

You are a player A.

You receive an endowment of €10.

Please indicate, on that paper, the amount you want to send or not to the player B you are paired with according to each possible amount player B expects to receive.

You can send any integer amount ranging from €0 to €10 (i.e. €0, €1, €2, €3, €4, €5, €6, €7, €8, €9 or €10).

If the player B I am paired with states his ID card number ends with 0, I send

If the player B I am paired with states his ID card number ends with 1, I send

If the player B I am paired with states his ID card number ends with 2, I send

If the player B I am paired with states his ID card number ends with 3, I send

If the player B I am paired with states his ID card number ends with 4, I send

If the player B I am paired with states his ID card number ends with 5, I send

If the player B I am paired with states his ID card number ends with 6, I send

If the player B I am paired with states his ID card number ends with 7, I send

If the player B I am paired with states his ID card number ends with 8, I send

If the player B I am paired with states his ID card number ends with 9, I send

Once completing the sheet, wait the monitor to take the decision sheet.

# Decision sheet

Do not write in the box

You are a player B.

You have to indicate, on that paper, the last numerical digit of your ID card number.

This numerical digit must be 0, 1, 2, 3, 4, 5, 6, 7, 8, or 9.

**The last numerical digit of my ID card number is**