S1. Pronouns task passage from Experiment 1.

"We/They go to the city often. Our/Their anticipation fills us/them as they see the skyscrapers come into view. We/They allow ourselves/theirselves to explore every corner, never letting an attraction escape us/them. Our/Their voices fill the air and street. We/They see all the sights, we/they window shop, and everywhere we/they go we/they see our/their reflections looking back at us/them in the glass of a hundred windows. At nightfall we/they linger, our/their time in the city almost over. When finally we/they must leave, we/they do so knowing that we/they will soon return. The city belongs to us/them."

S2. Instructions for the coordination game in Experiment 1.

Page 1, (we/they):

> **Please read carefully!**
>
> This study consists of a short card game you will play for <u>real money</u>.
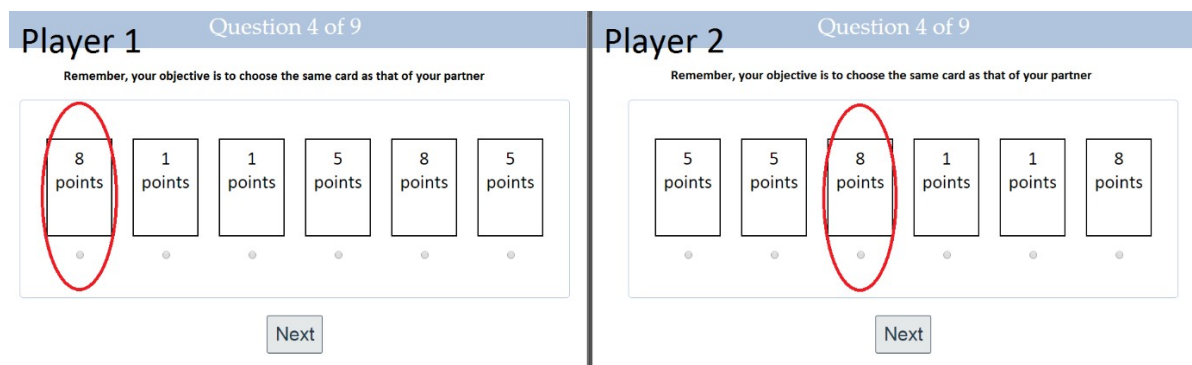>
> **The game**
>
> You must make some choices between cards. You have been randomly matched with another person taking part in this experiment. Your objective is the same for each question: to choose the same card as that of your unknown partner. Your partner/The other person is trying to do the same thing.
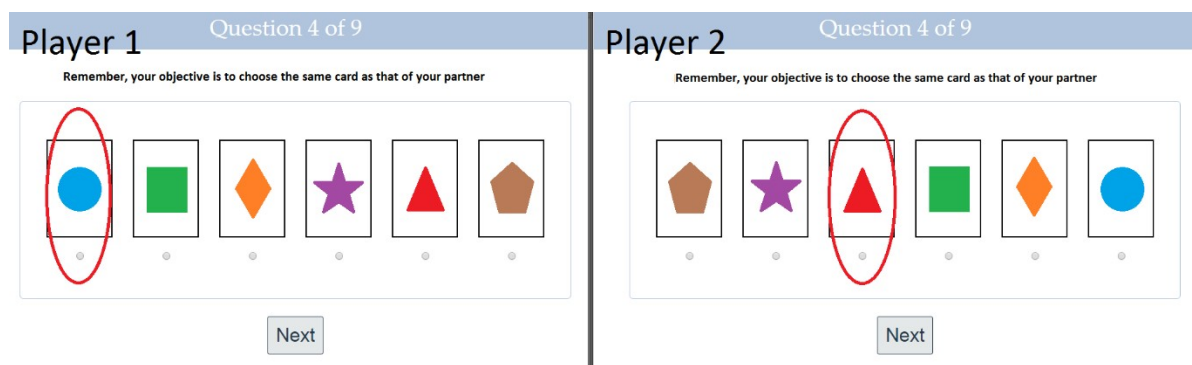>
> **The cards**
>
> On each question, you will see six cards, face-up. The face of the card will tell you how many points the card is worth. If you and your partner/the other person both pick the same card, you will both win that card's points, and points are worth real money! If you do not pick the same card as your partner/the other person, you both get nothing.
>
> Sometimes, there are multiple cards worth the same number of points, but these cards are all different! Every card has a pattern on the back, which is used to identify that card. The cards are always face-up, so you cannot see the patterns, but the computer can. In order to win, you and your partner/the other person must pick *exactly* the same card, not just one worth the same number of points.
>
> Your partner/The other person will always see the same six cards as you, but the order in which these are displayed from left to right has been randomized, so the cards may appear in different places for each person.

Remember, your objective is to choose the same card as that of your partner

| 8 points | 1 points | 1 points | 5 points | 8 points | 5 points |

Remember, your objective is to choose the same card as that of your partner

| 5 points | 5 points | 8 points | 1 points | 1 points | 8 points |

Next

Next

Above is an example of what you and your partner/the other person might see. In this example, both partners have chosen a card worth 8 points. However, the computer can see the back of the cards (see below), and knows that the two partners have *not* chosen the same card. Both partners therefore get no money from this question.

Player 1   Question 4 of 9   Player 2   Question 4 of 9

Remember, your objective is to choose the same card as that of your partner

Remember, your objective is to choose the same card as that of your partner

Next

Next

Notice: while both partners see exactly the same cards, they are not in the same place on the screen for both partners.

You will not know who your partner/the other person is, either during or after the task, and will receive no feedback as to their choices. At the end of the experiment, your points will be exchanged for real money, so choose carefully! Each point is worth 5 pence (approximately 6-7 US cents).

Page 2, information only shown in *we* condition shown in square brackets:

Your partner

Your partner is selected from the participants in this study.

[Like you, your partner is a student, aged under 30, and is British.

Additionally, your partner has the same preference for the next US President as you do. Your partner would prefer for Bernie Sanders to win, just like you.]

Page 3, *we* condition:

A lottery

You and your partner will be entered into a lottery together. The result of this lottery applies to both you and your partner. You will either win or lose, together.

Once you have completed the task, the experimenter will roll a die. If he rolls a 6, you and your partner will both win, and both your winnings from the task will be trebled. If he rolls 1-5, you will both lose, and both your winnings will be unchanged.

Dice rolls are better at providing true randomness than many computerised alternatives. Because an experimenter has to physically roll a die, you will not find out the result of the die roll immediately. There is no deception in this study. An experimenter really will roll a die to determine whether you and your partner win the lottery.

Page 3, *they* condition:

A lottery

You will be entered into a lottery. The result of this lottery applies to you alone, irrespective of how any other player does in his/her lottery.

Once you have completed the task, the experimenter will roll a die. If he rolls a 6, you will win, and your winnings from the task will be trebled. If he rolls 1-5, you will both lose, and your winnings will be unchanged.

Dice rolls are better at providing true randomness than many computerised alternatives. Because an experimenter has to physically roll a die, you will not find out the result of the die roll immediately. There is no deception in this study. An experimenter really will roll a die to determine whether you win the lottery.

Please check before you begin!

- You and an unknown partner must choose between six cards

- [Your partner is a student, like you, is of the same nationality and age group as you, and shares some political persuasions with you.]

- If you pick the same card, you both win the number of points printed on that card

- Points are worth money! You get 5p for every point you win

- If you pick different cards, you win nothing

- You can only see the front of the card, so you cannot use the shapes on the back to make your choice

- Your partner will see the same cards as you, but they won't always be in the same place on the screen, so you cannot use position to make your choice

- You and your partner will be entered into a lottery together. You will both either win or lose together. If you both win, both your winnings in this task will be trebled.

S3. Background questions in Experiment 1.

About your choices

1. Which of the following options best describes the way you made your choices in the task?

○ I picked the cards associated with the *most* points.
○ I picked the cards associated with the *fewest* points.
○ I picked the cards that stood out from the others, in terms of points.
○ I picked the cards that stood out from the others, in terms of screen location.
○ I picked randomly.

2. Which did you think more about, picking the same card as the other player ('winning') or picking a high-points card in case you both picked the same ('points')?

○	○	○	○	○
Only winning	Mostly winning	Both evenly	Mostly points	Only points

Next

About the task

1. How confident are you that you understood the task?

○	○	○	○	○
Really not confident	Not confident	Not sure	Confident	Really confident

2. Did you understand that you needed to choose the same card as the other player?

○ No.
○ Yes, but I had no idea how to do that.
○ Yes, and I think I had an idea of how to do that.

[Next]

1. Based on the information you have been given, how similar do you believe the other player is likely to be to you?

○   ○   ○   ○   ○

Very dissimilar   Dissimilar   Equally similar and dissimilar   Similar   Very similar

2. Please examine the diagram below. For each number (1-7), a pair of circles describes the relationship between you and the other player. Please use the radiobuttons below to select the pair of circles that best describes your relationship with the other player.

○   ○   ○   ○   ○   ○   ○
1   2   3   4   5   6   7
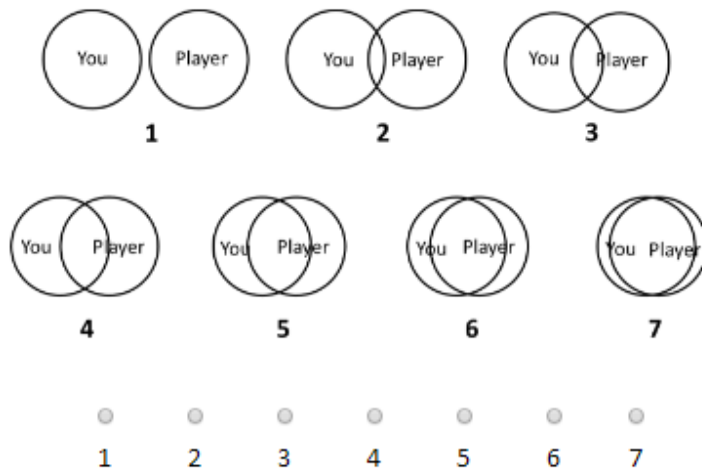
3. How confident are you that the other player understood the task?

○   ○   ○   ○   ○

Really not confident   Not confident   Not sure   Confident   Really confident

Next

S4. Coordination task – Choices by Condition.

| | | condition | | |
		we	they	Total
Q1 Payoff Chosen	9	142	140	282
	10	183	164	347
Total		325	304	629

| | | condition | | |
		we	they	Total
Q2 Payoff Chosen	6	128	135	263
	9	38	38	76
	10	159	131	290
Total		325	304	629

| | | condition | | |
		we	they	Total
Q3 Payoff Chosen	9	127	123	250
	10	198	181	379
Total		325	304	629

| | | condition | | |
		we	they	Total
Q4 Payoff Chosen	10	325	304	629
Total		325	304	629

| | | condition | | |
		we	they	Total
Q5 Payoff Chosen	9	78	73	151
	10	247	231	478
Total		325	304	629

		condition		
		we	they	Total
Q6 Payoff Chosen	1	128	126	254
	10	197	178	375
Total		325	304	629

		condition		
		we	they	Total
Q7 Payoff Chosen	7	63	68	131
	8	21	21	42
	9	86	85	171
	10	155	130	285
Total		325	304	629

		condition		
		we	they	Total
Q8 Payoff Chosen	8	145	147	292
	9	19	22	41
	10	161	135	296
Total		325	304	629

		condition		
		we	they	Total
Q9 Payoff Chosen	8	36	39	75
	9	131	130	261
	10	158	135	293
Total		325	304	629

		condition		
		we	they	Total
Q10 Payoff Chosen	3	123	122	245
	9	40	30	70
	10	162	152	314
Total		325	304	629

S5. Coordination task – Choices by Reported Strategy in respondents reporting *Pick High* or *Payoff Label*.

		Reported Strategy		
		Pick high	Payoff label	Total
Q1 Payoff Chosen	9	14	237	251
	10	189	61	250
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q2 Payoff Chosen	6	6	215	221
	9	10	35	45
	10	187	48	235
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q3 Payoff Chosen	9	14	191	205
	10	189	107	296
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q4 Payoff Chosen			298	501
	10	203		
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q5 Payoff Chosen	9	12	80	92
	10	191	218	409
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q6 Payoff Chosen	1	5	207	212
	10	198	91	289
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q7 Payoff Chosen	7	3	95	98
	8	1	22	23
	9	10	148	158
	10	189	33	222
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q8 Payoff Chosen	8	11	242	253
	9	3	14	17
	10	189	42	231
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q9 Payoff Chosen	8	7	23	30
	9	10	230	240
	10	186	45	231
Total		203	298	501

		Reported Strategy		
		Pick high	Payoff label	Total
Q10 Payoff Chosen	3	2	200	202
	9	8	44	52
	10	193	54	247
Total		203	298	501

S6. Instructions for the coordination game in Experiment 2.

<u>**Page 1**</u>:

Please read carefully!

This study consists of a short card game you will play for <u>real money</u>. You will play this game with the partner you were assigned at the start of this study.
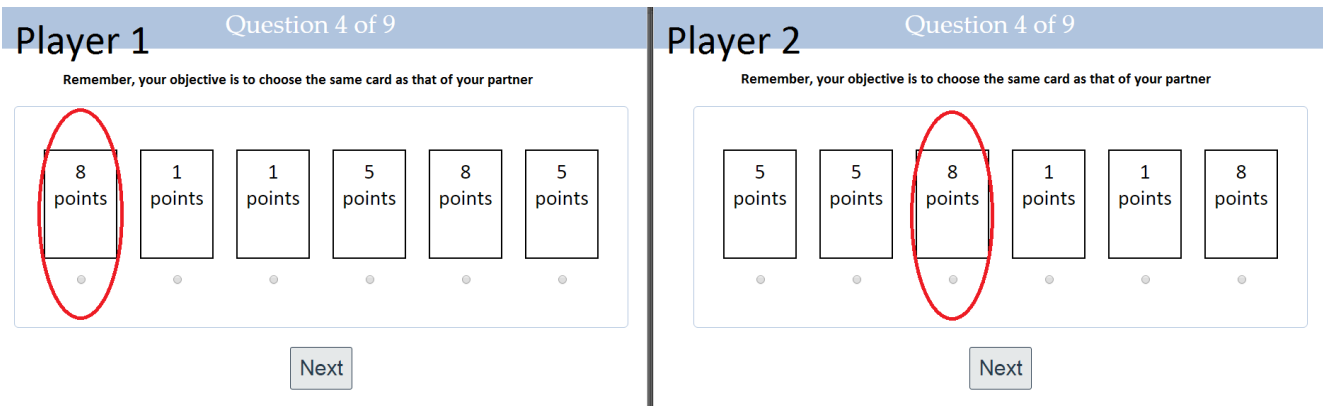
The game

You must make some choices between cards. Your objective is the same for each question: to choose the same card as that of your partner. Your partner is trying to do the same thing.
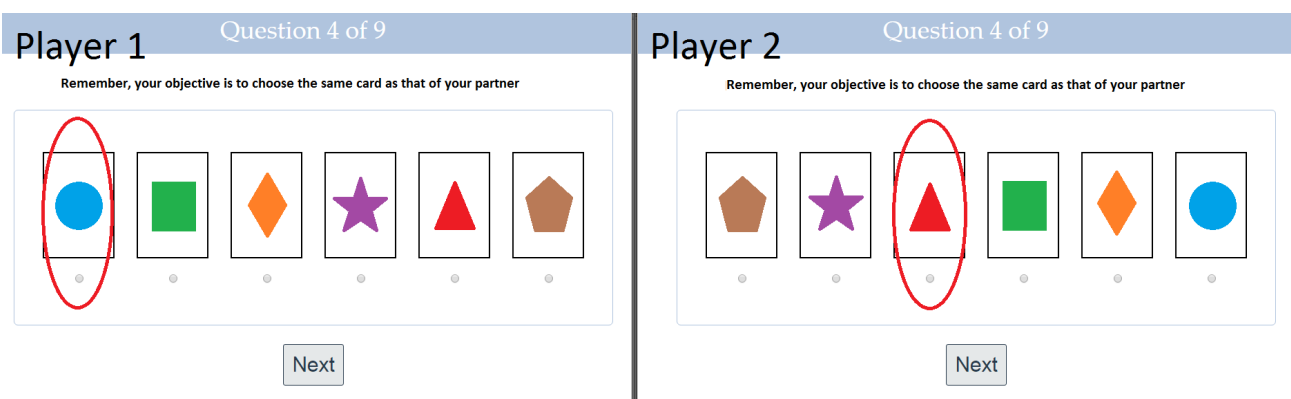
The cards

On each question, you will see six cards, face-up. The face of the card will tell you how many points the card is worth. If you and your partner both pick the same card, you will both win that card's points, and points are worth real money! If you do not pick the same card as your partner, you both get nothing.

Sometimes, there are multiple cards worth the same number of points, but these cards are all different! Every card has a pattern on the back, which is used to identify that card. The cards are always face-up, so you cannot see the patterns, but the computer can. In order to win, you and your partner must pick exactly the same card, not just one worth the same number of points.

Your partner will always see the same six cards as you, but the order in which these are displayed from left to right has been randomized, so the cards may appear in different places for each person.

Player 1 — Question 4 of 9

Remember, your objective is to choose the same card as that of your partner

8 points	1 points	1 points	5 points	8 points	5 points

Next

Player 2 — Question 4 of 9

Remember, your objective is to choose the same card as that of your partner

5 points	5 points	8 points	1 points	1 points	8 points

Next

Above is an example of what you and your partner might see. In this example, both players have chosen a card worth 8 points. However, the computer can see the back of the cards (see below), and knows that the two players have not chosen the same card. Both players therefore get <u>no money</u> from this question.

Player 1 — Question 4 of 9

Remember, your objective is to choose the same card as that of your partner

Next

Player 2 — Question 4 of 9

Remember, your objective is to choose the same card as that of your partner

Next

Notice: while both partners see exactly the same cards, they are not in the same place on the screen for both partners.

You will not be told what your partner has chosen during the task. At the end of the experiment, your points will be exchanged for real money, so choose carefully! <u>Each point is worth 10p</u>.

Page 2:

Please check before you begin!

You and your partner must choose between six cards

If you both pick the same card, you win the number of points printed on that card

Points are worth money! You get 10p for every point you win

If you pick different cards, you win nothing

You can only see the front of the card, so you cannot use the shapes on the back to make your choice

Your partner will see the same cards as you, but they won't always be in the same place on the screen, so you cannot use position to make your choice

S7. Distribution of Team Reasoning Scores and IOS, by condition, in Experiment 2.
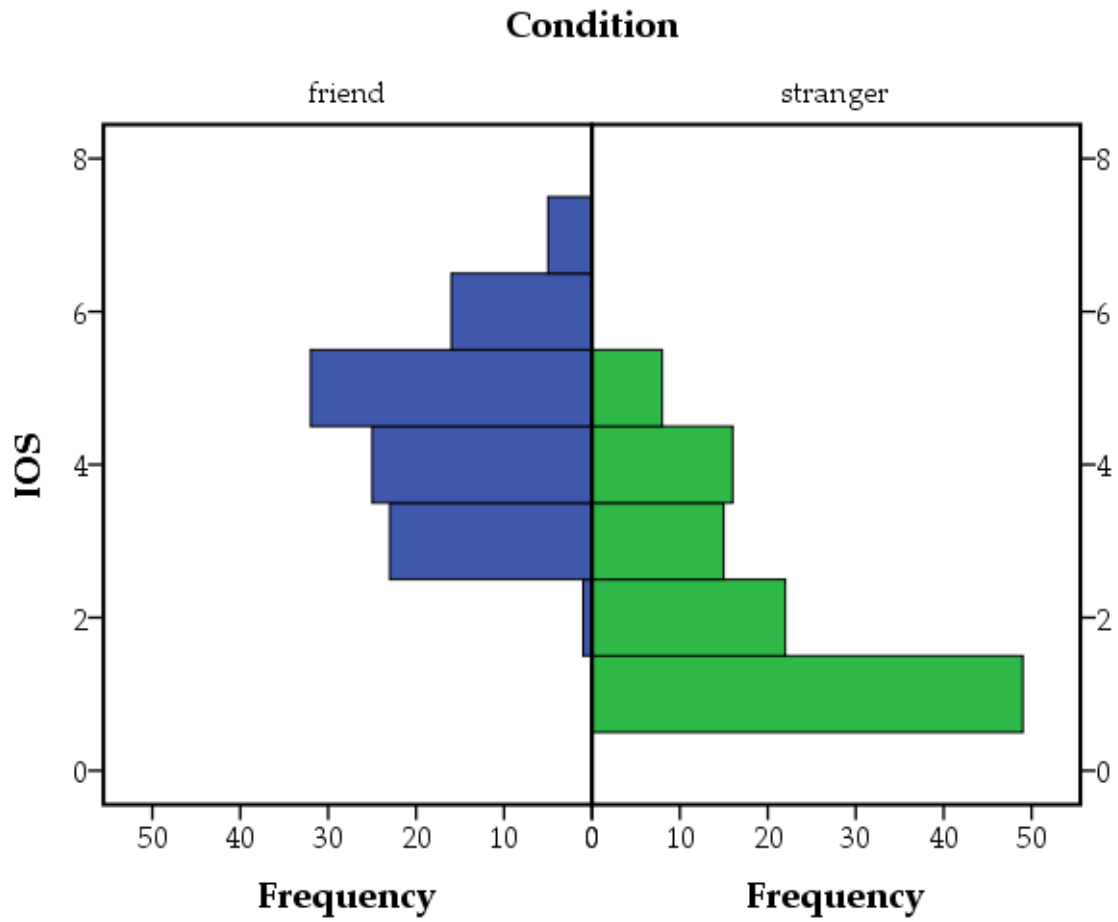
SI 7 Figure 1. Distribution of IOS estimates in Experiment 2, split by condition.
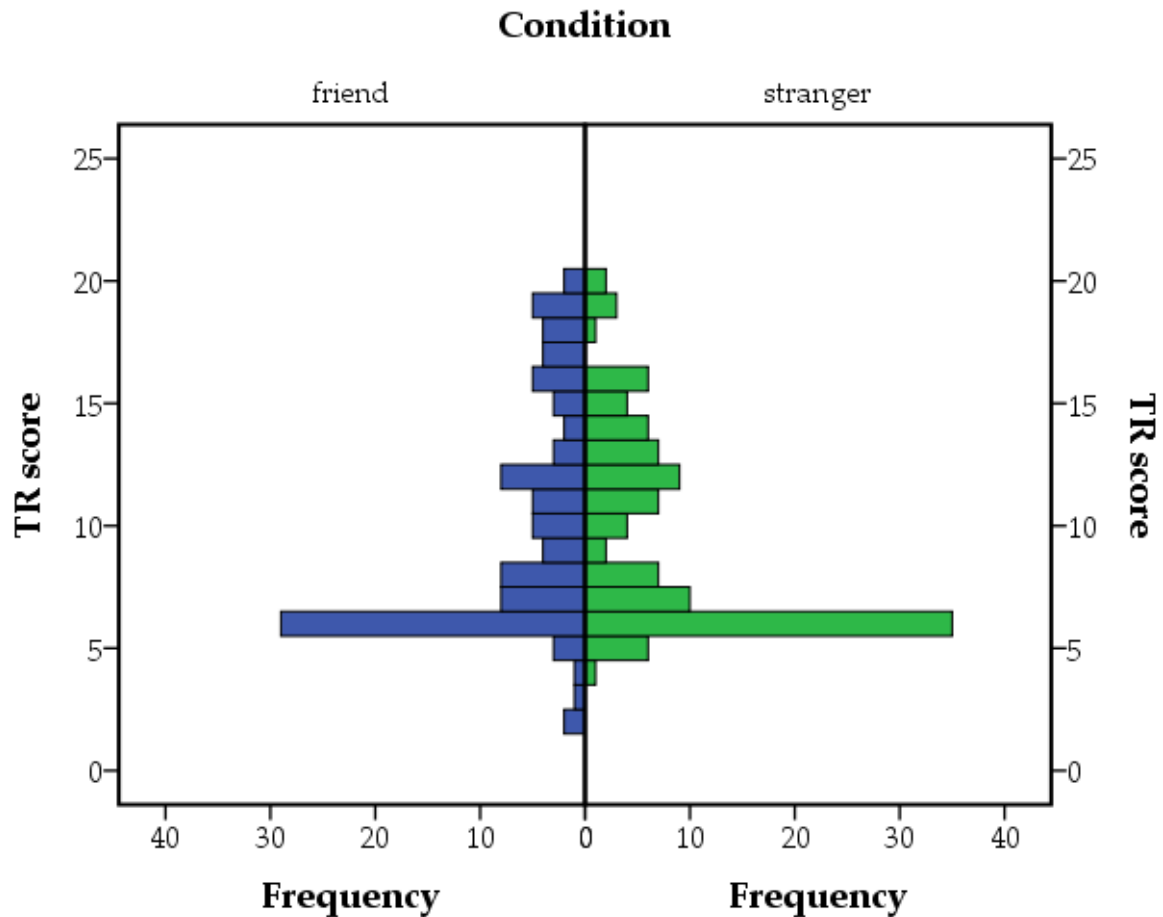
SI 7 Figure 2. Distributions of Team Reasoning scores in Experiment 2, split by condition. The modal number of team reasoning-compatible choices is six, because there were six questions in which the two most common strategies (*Payoff Label* and *Pick High*) favoured the same option. These questions were: 4, 5, 13, 15, 18, 19.

S8. Payoff choice frequencies by condition in Experiment 2.

		condition		Total
		friend	stranger	
Q1 Payoff Chosen	9	32	42	74
	10	70	68	138
Total		102	110	212

		condition		Total
		friend	stranger	
Q2 Payoff Chosen	8	12	7	19
	9	37	46	83
	10	53	57	110
Total		102	110	212

		condition		Total
		friend	stranger	
Q3 Payoff Chosen	7	43	47	90
	9	6	6	12
	10	53	57	110
Total		102	110	212

		condition		Total
		friend	stranger	
Q4 Payoff Chosen	1	9	10	19
	12	93	100	193
Total		102	110	212

		condition		Total
		friend	stranger	
Q5 Payoff Chosen	1	6	7	13
	2	1	3	4
	3	19	23	42
	12	76	77	153
Total		102	110	212

		condition		Total
		friend	stranger	
Q6 Payoff Chosen	10	4	10	14
	11	52	51	103
	12	46	49	95
Total		102	110	212

		condition		Total
		friend	stranger	
Q7 Payoff Chosen	3	5	5	10
	4	4	1	5
	5	32	33	65
	10	61	71	132
Total		102	110	212

		condition		Total
		friend	stranger	
Q8 Payoff Chosen	9	35	28	63
	10	67	82	149
Total		102	110	212

		condition		Total
		friend	stranger	
Q9 Payoff Chosen	10	47	51	98
	11	4	3	7
	12	51	56	107
Total		102	110	212

		condition		Total
		friend	stranger	
Q10 Payoff Chosen	11	48	54	102
	12	54	56	110
Total		102	110	212

		condition		Total
		friend	stranger	
Q11 Payoff Chosen	1	19	25	44
	9	20	14	34
	10	63	71	134
Total		102	110	212

		condition		Total
		friend	stranger	
Q12 Payoff Chosen	7	5	3	8
	8	4	4	8
	9	43	46	89
	10	50	57	107
Total		102	110	212

		condition		Total
		friend	stranger	
Q13 Payoff Chosen	1	20	26	46
	12	82	84	166
Total		102	110	212

		condition		Total
		friend	stranger	
Q14 Payoff Chosen	11	39	33	72
	12	63	77	140
Total		102	110	212

		condition		Total
		friend	stranger	
Q15 Payoff Chosen	1	5	7	12
	2	4	0	4
	3	18	27	45
	10	75	76	151
Total		102	110	212

		condition		Total
		friend	stranger	
Q16 Payoff Chosen	1	17	19	36
	11	27	15	42
	12	58	76	134
Total		102	110	212

		condition		Total
		friend	stranger	
Q17 Payoff Chosen	9	8	3	11
	10	1	3	4
	11	45	46	91
	12	48	58	106
Total		102	110	212

		condition		Total
		friend	stranger	
Q18 Payoff Chosen	1	22	25	47
	10	80	85	165
Total		102	110	212

		condition		Total
		friend	stranger	
Q19 Payoff Chosen	1	17	13	30
	10	85	97	182
Total		102	110	212

|		condition		Total
		friend	stranger	
Q20 Payoff Chosen	3	6	5	11
	4	4	1	5
	5	33	34	67
	12	59	70	129
Total		102	110	212

S9. Distribution of reported strategy by condition, in Experiment 2.

Condition
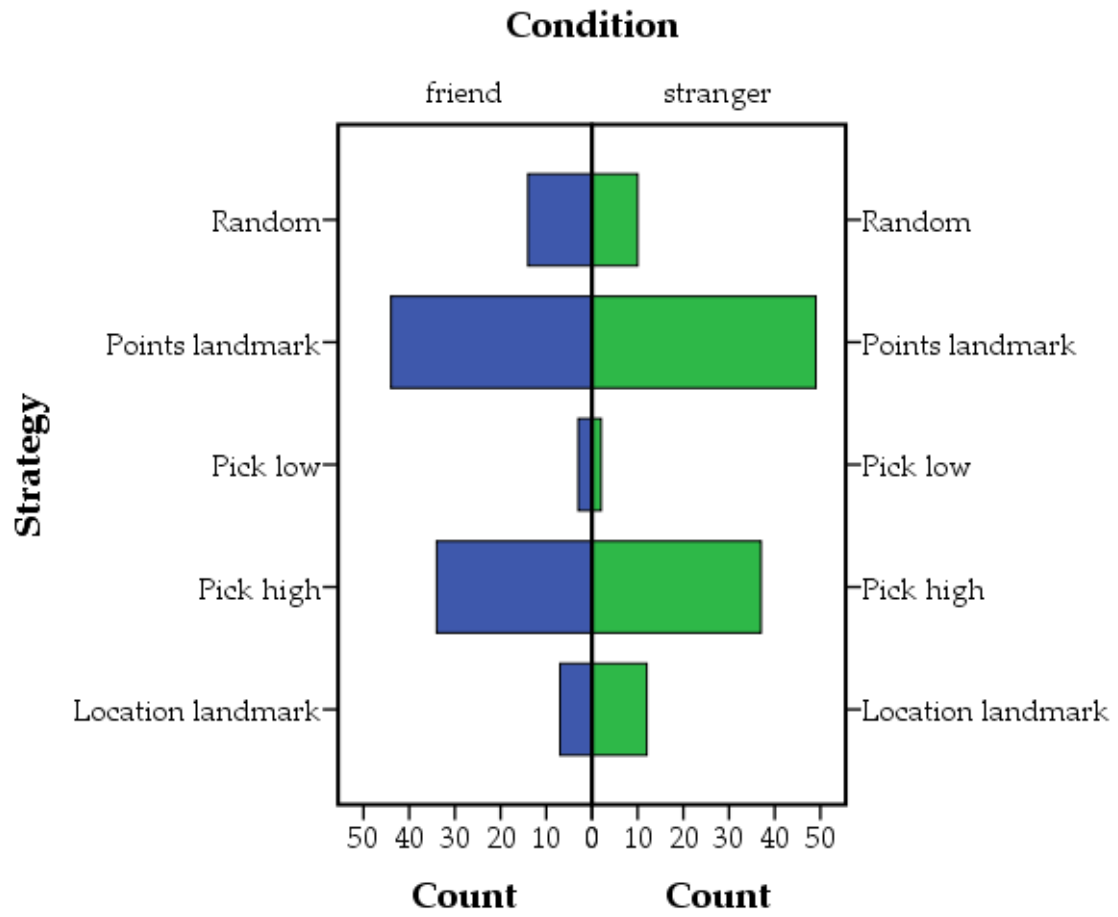
S10. Strategy types generated from hierarchical clustering technique for Experiment 2 - Friend treatment; the y-axis reports the mean value of the payoff chosen by the participants of a cluster for each game
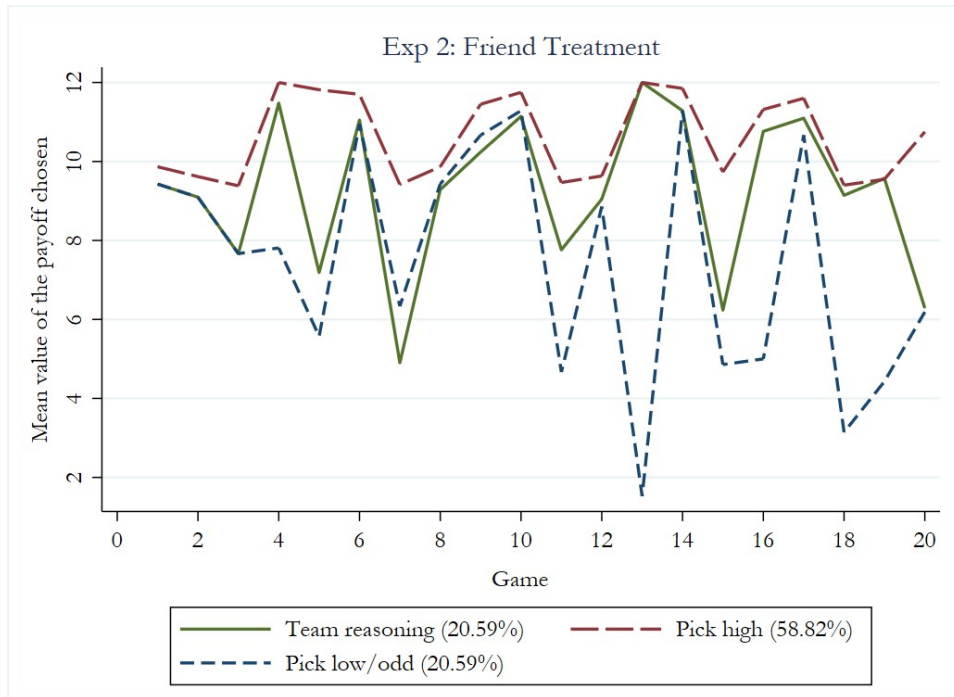
S11. Strategy types generated from hierarchical clustering technique for Experiment 2 – Stranger treatment; the y-axis reports the mean value of the payoff chosen by the participants of a cluster for each game
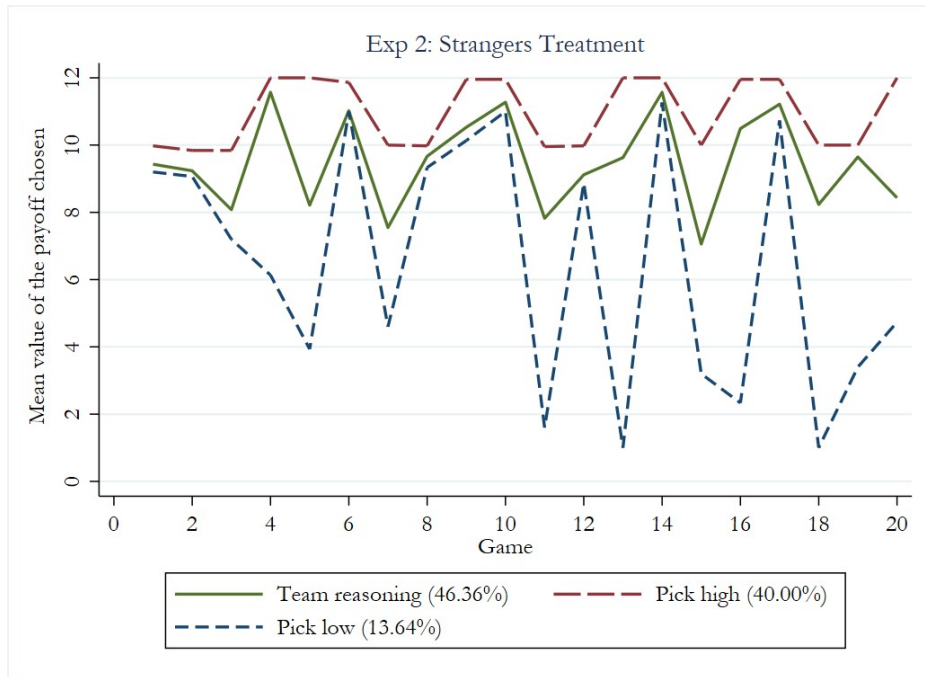
S12. Strategy types generated from hierarchical clustering technique for Experiment 1 – All sample; the y-axis reports the mean value of the payoff chosen by the participants of a cluster for each game