

Experiment Logbook

①	男	25	✓	傅
②	女	25	✓	阮
③	女	24	✓	康
④	女	23	✓	米
⑤	女	20	✓	王
⑥	男			
⑦	男			
⑧	男			
⑨	男			



Question to ask:

- ① do you feel any differences when you make decision either affecting oneself only or other group members
- ② if you have observed a negative balance, do you think to change your approach decision making? Either being aggressive to turn it positive, or more cautious about subsequent decision to avoid worsening? Would it affect your decision in the next round?
- ③ do you count down days?
- ④ how do you estimate grey area
- ⑤ do you have any mental benchmark regarding gain & loss
- ⑥ why ask for help.

Respondents:

- ② No difference; more cautious & reject more
- ③ people tend not to request help unless their net balance is below 0
Predict grey with outstanding proportion of loss and reward (learn from bad result and adjust strategy) => more rejects
When blue is greater than 50%, respondent tend to hesitate
Subject tend to focus on losses and gains as well as associated probabilities, ignoring the differences between individual and group decision scenarios
When negative, more cautious, try once aggressive decisions
Counting down
- ④ More cautious about group decision given the sense of responsibility
Low balance to earn it back as aggressive action and when it is recovered then cautious again
Will count on days
Equally distribute grey area unless either blue or orange appeared as a tiny probability
- ⑤ No difference between individual & group
No countdown
More focus on other areas unless grey $\geq 50\%$, worthiness of taking risks
Balance comparison between 5-day updates
Increase individual RPS, given donated a lot before
- ⑥ No difference at beginning
Countdown \checkmark
Loss > 50 , all grey = blue
Loss < 50 , grey = blue : orange
Calculate expected return
 > 0 to survive
Last decision,

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Things to do
→ Survey to conduct
measuring loss/pain
aversion.

流程

- ① show (流程)
 - ② 解释颜色
 - ③ Trial first
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流程

① 个人

② 团队

③-⑤ know Balance