**CONTROL [NEXT THREE PAGES]**

***[Participant Instructions for Control]***

Thank you for participating in this activity.

You are now participating in a decision-making activity. In addition to your $2 show-up payment, you will earn additional money during the activity based on your and your partner’s decisions. At the end of the experiment, you will be privately paid in cash based on your and your partner’s decisions. Please read the instructions carefully so you understand clearly how your payoff is determined. Please do not talk to other participants. If you have any questions, raise your hand and the facilitator will answer them privately.

You have been randomly matched with other people in the next room. None of you will ever know the identity of the others. This activity consists of **only** one round where you will make a decision in a **two-person scenario**. You have been assigned one of two possible roles in this scenario: **first** or **second person**. Your role has been determined randomly. There is a room for First Persons and another one for Second Persons.

First Person

A

B

Second Person

A

A

B

B

1,1

7,2

2,7

4,4

Second Person

**Figure 1**

You will see a graph like Figure 1 during the activity. The graph will help you to see the possible outcomes of the two-person scenario based on your and the other participant’s decision.

If you are **First Person,** then you have two options **A** or **B** located at the top of the figure. Once you make a decision on the record sheet you cannot change your mind. Second Person will not know your choice when they are making their decision.

When you choose **A**, then the following can happen:

1. If Second Person chooses A, then both of you will be paid $1 dollar each,
2. If Second Person chooses B, then you will be paid $7 dollars and Second Person will be paid $2 dollars.

On the other hand, when you choose **B**, then the following can happen:

1. If Second Person chooses A, then you will be paid $2 dollars and Second Person will be paid $7 dollars,
2. If Second Person chooses B, then both of you will be paid $4 dollars each.

Meanwhile, if you are **Second Person** then you have two options **A** or **B** located at the bottom of the figure. Once you make a decision on the record sheet you cannot change your mind. First Person will not know your choice when they are making their decision.

If First Person chooses A, then the following can happen:

1. If you choose A, then both of you will be paid $1 dollar each,
2. If you choose B, then you will be paid $2 dollars and First Person will be paid $7 dollars.

Meanwhile, if First Person chooses B, then the following can happen:

1. If you choose A, then you will be paid $7 dollars and First Person will be paid $2 dollars,
2. If you choose B, then both of you will be paid $4 dollars each.

We will now answer any questions you may have and after that do one or two practice rounds, and you will answer a quiz to make sure you understand the setup.

**QUIZ**

#1 - Suppose that you are First Person, and that you select B, what would be your payout if Second Person also chooses B?

#2 - Suppose that you are Second Person, you select B, what would be your payout if the First Person chooses A?

***[Decision Booklet for First Person]***

|  |
| --- |
| **Your Role:** First Person  Observe the figure below:  First Person  A  B  Second Person  A  A  B  B  1,1  7,2  2,7  4,4  Second Person    1) You must choose A or B; Second Person will not know your actual decision before making theirs and you cannot know their decision either. You will only know what your payoff is after both of you have made your decisions.  What is your decision?  A  B  Your payment is: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

***[Decision Booklet for Second Person]***

|  |
| --- |
| **Your Role:** Second Person  Observe the figure below:  First Person  A  B  Second Person  A  A  B  B  1,1  7,2  2,7  4,4  Second Person    1) You must make a decision whether to choose A or B. You will not know First Person’s actual decision, and First Person will not know your decision either. You will only know what your payoff is after both of you have made your decisions.  What is your decision?  A  B  Your payment is: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

**TREATMENT ONE [NEXT FIVE PAGES]**

***[Participant Instructions for Treatment One]***

Thank you for participating in this activity.

You are now participating in a decision-making activity. In addition to your $2 show-up payment, you will earn additional money during the experiment based on your and your partner’s decisions. At the end of the activity, you will be privately paid in cash based on your and your partner’s decisions. Please read the instructions carefully so you understand clearly how your payoff is determined. Please do not talk to other participants. If you have any questions, raise your hand and the facilitator will answer them privately.

You have been randomly matched with other people in the next room. None of you will ever know the identity of the others. This activity consists of **only** one round where you will make a decision in a **two-person scenario**. You have been assigned one of two possible roles in this scenario: **first** or **second person**. Your role has been determined randomly. There is a room for First Persons and another one for Second Persons.

First Person

A

B

Second Person

A

A

B

B

1,1

7,2

2,7

4,4

Second Person

**Figure 1**

You will see a graph like Figure 1 during the activity. The graph will help you to see the possible outcomes of the two-person scenario based on your and other participant’s decision. You and the other participant randomly matched with you can send messages to each other before making your decisions. These messages can only have the following form: “**I choose A**” or “**I choose B**,”and this applies to all participants.

If you are **First Person,** then you move first and you have two options **A** or **B**. You will send a message in the form of “I choose A” or “I choose B” to the Second Person matched with you in the other room. After the Second Person receives your message they must send you their message again of the form “I choose A” or “I choose B.” This message exchange will only take place once. After knowing Second Person’s message you can change your final decision, and Second Person also can change theirs. Second Person will also be told this, but neither of you will know the other’s final decision.

When you choose **A**, then the following can happen:

1. If Second Person chooses A, then both of you will be paid $1 dollar each,
2. If Second Person chooses B, then you will be paid $7 dollars and Second Person will be paid $2 dollars.

On the other hand, when you choose **B**, then the following can happen:

1. If Second Person chooses A, then you will be paid $2 dollars and Second Person will be paid $7 dollars,
2. If Second Person chooses B, then both of you will be paid $4 dollars each.

If you are **Second Person**, then you must wait for First Person’s message before you send your own message. Once you have sent your message to First Person, then you should make your final decision.

If First Person chooses A, then the following can happen:

1. If you choose A, then both of you will be paid $1 dollar each,
2. If you choose B, then you will be paid $2 dollars and First Person will be paid $7 dollars.

If First Person chooses B, then the following can happen:

1. If you choose A, then you will be paid $7 dollars and First Person will be paid $2 dollars,
2. If you choose B, then both of you will be paid $4 dollars each.

We will now answer any questions you may have and after that do one or two practice rounds, and you will answer a quiz to make sure you understand the setup.

**QUIZ**

#1 - Suppose that you are First Person, and that you select B, what would be your payout if Second Person also chooses B?

#2 - Suppose that you are Second Person, you select B, what would be your payout if the First Person chooses A?

*[Decision Booklet for First Person – Treatment One]*

|  |
| --- |
| **Your Role:** First Person  Observe the figure below:  First Person  A  B  Second Person  A  A  B  B  1,1  7,2  2,7  4,4  Second Person    1) Your first task is to send a message to Second Person, please select one of the options below:  I choose A  I choose B  This message will be sent to Second Person and you will receive their message in the same fashion.  2) Now you must choose A or B, this decision may not be what you said in your message. Second Person will not know your actual decision before making theirs and you will not know their decision. Second Person will also be told this and you cannot change your decision once it is made. You will only know what your payoff is after both of you have made your decisions.  What is your decision?  A  B  Your payment is: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

*[Decision Booklet for Second Person – Treatment One]*

|  |
| --- |
| **Your Role:** Second Person  Observe the figure below:  First Person  A  B  Second Person  A  A  B  B  1,1  7,2  2,7  4,4  Second Person    1) After you receive the message from First Person, your first task is to send a message to First Person, please select one of the options below:  I choose A  I choose B  Only this message will be sent to First Person.  2) Now you must choose A or B, this decision may not be what you said in your message. First Person will not know your actual decision before making theirs and you will not know what their decision is. First Person will also be told this and you cannot change your decision once it is made. You will only know what your payoff is after both of you have made your decisions.  What is your decision?  A  B  Your payment is: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

[Predefined messages for Treatment One]

|  |  |  |
| --- | --- | --- |
| I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B |
| I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B |
| I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B |
| I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B |
| I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B | I CHOOSE A  I CHOOSE B |

**TREATMENT TWO [NEXT ELEVEN PAGES]**

***[Participant Instructions for Treatment Two – FIRST PERSON]***  
Thank you for participating in this activity.

You are now participating in a decision-making activity. In addition to your $2 show-up payment, you will begin the activity with an **endowment of $0.50** and can earn additional money during the activity based on your and your partner’s decisions. At the end of the activity, you will be privately paid in cash based on your and your partner’s decisions. Please read the instructions carefully so you understand clearly how your payoff is determined. Please do not talk to other participants. If you have any questions, raise your hand and the facilitator will answer them privately.

You have been randomly matched with other people in the next room. None of you will ever know the identity of the others. This activity consists of **only** one round where you will make decisions in a **two-person scenario**. You have been assigned one of two possible roles in this scenario: **first** or **second person**. Your role was determined randomly. There is a room for First Persons and another one for Second Persons.

First Person

#

@

Second Person

#

#

@

@

1,1

2,7

Second Person

4,4

7,2

**Figure 1: Game tree for First Person (unseen by Second)**

You will see a graph like Figure 1 during the activity. The graph will help you to see the possible outcomes of the two-person scenario based on your and the other participant’s decisions. You and the other participant randomly matched with you can send messages to each other before making your final decisions. These messages can only have this form: “**I choose #**” or “**I choose @**,”and this applies to all participants, although the symbols chosen by each participant will be different.

When you choose **#**, then the following can happen:

1. If Second Person chooses left (something you will not know) which in your Figure 1 amounts to **#**, then both will be paid $1 dollar each,
2. If Second Person chooses right (something you will not know) which in your Figure 1 amounts to **@,** then you will be paid $7 dollars and Second Person will be paid $2 dollars.

On the other hand, when you choose **@**, then the following can happen:

1. If Second Person chooses left (something you will not know) which in your Figure 1 amounts to **#**, then you will be paid $2 dollars and Second Person will be paid $7 dollars,
2. If Second Person chooses right (something you will not know) which in your Figure 1 amounts to **@**, then both will be paid $4 dollars each.

Since you are **First Person** you will be moving first. **Second Person observes the same Figure 1 as you but with different symbols on it**. In other words, their graph does not have the symbols # and @ but others. Thus, when Second Person receives your message the symbols on it will not correspond to their symbols. To begin, you must send a message to Second Person. You have the option of sending a message in the form of “I choose #” or “I choose @” for free, or you can ask Second Person to reveal which side of the graph they have chosen, for which **you will incur a cost of $0.50.**

After the Second Person receives your message, they have multiple options. If you sent a message in the form of “I choose #” or “I choose @”, Second Person has the option of sending a message in the form of “I choose …” where the symbol will not correspond to the symbols on your graph. At that point, you will then move on to making your final decisions.

Likewise, if you sent a message of the form “I choose …” then they also have the option of asking you to reveal which side of the graph you chose (left or right) for which **they will incur a cost of $0.50**. You can either reveal the side of graph you chose for free, or **for a cost of $0.50** you can keep your choice secret. If you revealed the side of the graph you chose, Second Person must also send you a message showing which side of the graph they chose. At that point, you will then move on to making your final decisions.

If you asked Second Person to reveal the side of the graph they have chosen in your first message, they have the option of revealing that information to you for free or they can keep it secret for which **they will incur a cost of $0.50**. If they chose the latter, you will receive a message from Second Person in the form of “I choose …” where the symbol chosen will not correspond to the symbols on your graph and you must respond with a message of the form “I choose …”. You will then move on to making your final decisions. Otherwise, if they chose to reveal the information, you will receive a message showing the side of the graph they have chosen, and you must respond with a message indicating which side of the graph you have chosen. Once you have received these messages, then you will move on to making your final decisions.

After knowing Second Person’s message you can either stay with your original choice or change it for your final decision. Second Person can also stay with their first choice or change it for their final decision. Second Person will also be told this, but neither of you will know the other’s final decision. The final decisions of both First and Second Person will determine the payout.

We will now answer any questions you may have and after that do one or two practice rounds, and you will answer a quiz to make sure you understand the setup.

**QUIZ**

#1 - Suppose that you are First Person, and that you select **#**, what would be your payout if Second Person also chooses **#**?

#2 - Suppose that you are Second Person, you select **#**, what would be your payout if the First Person chooses **@**?

***[Participant Instructions for Treatment Two – SECOND PERSON]***

Thank you for participating in this activity.

You are now participating in a decision-making activity. In addition to your $2 show-up payment, you will begin the activity with an **endowment of $0.50** and can earn additional money during the activity based on your and your partner’s decisions. At the end of the activity, you will be privately paid in cash based on your and your partner’s decisions. Please read the instructions carefully so you understand clearly how your payoff is determined. Please do not talk to other participants. If you have any questions, raise your hand and the facilitator will answer them privately.

You have been randomly matched with other people in the next room. None of you will ever know the identity of the others. This activity consists of **only** one round where you will make decisions in a **two-person scenario**. You have been assigned one of two possible roles in this scenario: **first** or **second person**. Your role was determined randomly. There is a room for First Persons and another one for Second Persons.

First Person

&

\*

Second Person

&

&

\*

\*

1,1

7,2

2,7

Second Person

4,4

**Figure 1: Game tree for Second Person (unseen by First)**

You will see a graph like Figure 1 during the activity. The graph will help you to see the possible outcomes of the two-person scenario based on your and other participant’s decision. You and the other participant randomly matched with you can send messages to each other before making your decisions. These messages can only have this form: “**I choose &**” or “**I choose \***,”and this applies to all participants, although the symbols chosen by each participant will be different.

If First Person chooses moving left (something you will not know), then the following can happen:

1. If you choose **&**, then both will be paid $1 dollar each,
2. If you choose **\***, then you will be paid $2 dollars and First Person will be paid $7 dollars.

If First Person chooses moving right (something you will not know), then the following can happen:

1. If you choose **&**, then you will be paid $7 dollars and First Person will be paid $2 dollars,
2. If you choose **\***, then both will be paid $4 dollars each.

Since you are **Second Person**, then you must wait for First Person’s message before sending your own message. It is important to remember that **First Person observes the same Figure 1 as you but with different symbols on it**, in other words, their graph does not have the symbols & and \* but others. First Person’s message will either be of the form “I choose …” or “I choose …”, where the symbols chosen will not correspond to the symbols on your graph, or they will ask you to reveal which side of the graph you have chosen for which **they will incur a cost of $0.50**.

After you receive First Person’s message, you then have multiple options depending on the form of their message. If they sent you a message in the form of “I choose …”, you can either send them a message in the form “I choose &” or “I choose \*”, or you can ask them to reveal the side of the graph they have chosen for which **you will incur a cost of $0.50.** If you chose the latter, First Person has the option of revealing that information for free or they can keep it secret for which **they will incur a cost of $0.50**. If they chose to reveal the information, you must also send a message to First Person revealing which side of the graph you have chosen. At that point you will move on to making your final decision. Otherwise, if they chose to keep that information secret, then you will send a message in the form “I choose …” and then proceed to making your final decision.

If First Person has asked you to reveal the side of the graph you have chosen, you can either reveal that information for free, or you can keep that information secret for which **you will incur a cost of $0.50.** If you decided to reveal the information, you will send a message to First Person showing which side of the graph you have chosen (left or right) and you will also receive a message from First Person showing which side of the graph they have chosen. At that point, you will then move on to make your final decision. Otherwise, if you decided to keep that information secret, you will send a message to First Person in the form “I choose …” and proceed to making your final decision.

After knowing First Person’s message you can either stay with your original choice or change it for your final decision. First Person can also stay with their first choice or change it for their final decision. First Person will also be told this, but neither of you will know the other’s final decision.

We will now answer any questions you may have and after that do one or two practice rounds, and you will answer a quiz to make sure you understand the setup.

**QUIZ**

#1 - Suppose that you are First Person, and that you select **&**, what would be your payout if Second Person also chooses **&**?

#2 - Suppose that you are Second Person, you select **&**, what would be your payout if the First Person chooses **\***?

***[Decision booklet for First Person – Treatment Two]***

|  |
| --- |
| **Your Role:** First Person  Observe the figure below:  First Person  #  @  Second Person  #  #  @  @  1,1  7,2  2,7  4,4  Second Person    1) You will begin with **$0.50** that can be used later in the game. Your first task is to send a message to Second Person, please select one of the options below:  I choose #  I choose @  I would like Second Person to reveal their side **for a cost of $0.50**  This message will be sent to Second Person and you will also receive a message from Second Person.  2a) If Second Person has asked you to reveal which side of the graph you have chosen, you can either reveal the information for free or you may keep the information secret **for a cost of $0.50.**  Yes, I choose to reveal the side I chose.  No, I don’t want to reveal the side I chose.  Not applicable.  2b) If you answered yes to reveal, or you asked Second Person to reveal their graph and they agreed, then please circle the side of the graph you chose and indicate it on the message sheet.  You will also receive a message from Second Person revealing which side of the graph they chose.    3) Now you must choose # or @, but you have the option of keeping your original decision as indicated in your messages or you can change your decision. Second Person will not know your actual decision before making theirs and you will not know their decision. Second Person will also be told this and you cannot change your decision once it is made. You will only know what your payoff is after both of you have made your decisions.  What is your final decision?  #  @    Your payment is: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

***[Decision booklet for Second Person – Treatment Two]***

|  |
| --- |
| **Your Role:** Second Person  Observe the figure below:  First Person  &  \*  Second Person  &  &  \*  \*  1,1  7,2  2,7  4,4  Second Person    1) You will begin with **$0.50** that can be used later in the game.  You will receive a message from First Person that will be in the form of “I choose …” or will ask you to reveal the side of the graph you have chosen, for which they will incur a **cost of $0.50.** If the message is in the form of “I choose …” you can ask First Person to reveal the side of the graph they have chosen for a **cost of $0.50**.  I choose &  I choose \*  I would like First Person to reveal their side **for a cost of $0.50**  I do not want to reveal my information to First Person and will incur a **cost of $0.50**.  This message will be sent to First Person, and you will receive their message in the same fashion.  2) If you chose to have First Person reveal their information or have agreed to reveal your information to First Person, you must circle the side of the graph you chose below and send First Person a message indicating which side you chose on the message sheet.  3) Now you must choose & or \*, but you have the option of keeping your original decision as indicated in your messages or you can change your decision. First Person will not know your actual decision before making theirs and you will not know their decision. First Person will also be told this and you cannot change your decision once it is made. You will only know what your payoff is after both of you have made your decisions.  What is your final decision?  &  \*  Your payment is: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

***[Predefined Messages – Treatment Two]***

|  |  |
| --- | --- |
| I CHOOSE \_\_\_\_\_  I WANT SECOND PERSON TO REVEAL THEIR CHOICE  I DON’T WANT TO REVEAL | I CHOOSE \_\_\_\_\_  I WANT FIRST PERSON TO REVEAL THEIR CHOICE  I DON’T WANT TO REVEAL |
| I CHOOSE \_\_\_\_\_  I WANT SECOND PERSON TO REVEAL THEIR CHOICE  I DON’T WANT TO REVEAL | I CHOOSE \_\_\_\_\_  I WANT FIRST PERSON TO REVEAL THEIR CHOICE  I DON’T WANT TO REVEAL |
| I CHOOSE \_\_\_\_\_  I WANT SECOND PERSON TO REVEAL THEIR CHOICE  I DON’T WANT TO REVEAL | I CHOOSE \_\_\_\_\_  I WANT FIRST PERSON TO REVEAL THEIR CHOICE  I DON’T WANT TO REVEAL |

**EXIT INTERVIEW**

1. What is your gender, age, and education level?
2. What do you think the intent of the first/second player was in their selection?
3. If you knew the identity of the first/second player, would you have made a different selection? Why?
4. What are some of the techniques you use to communicate with individuals who don’t speak your language?

OR

1. Please indicate your gender:

Male Female Other\_\_\_\_\_\_\_\_\_\_\_\_

1. Please indicate your age: \_\_\_\_\_\_\_\_\_\_\_\_\_
2. What is your highest level of education attained?

No schooling

Primary School  
Middle School  
High School   
Some College

Trade/technical/vocational training  
Associate Degree

Bachelor’s Degree

Master’s Degree

Doctorate

1. What do you think the intent of the first/second player was in their decisions?

Selfish Hostile Cooperative Rational Irrational

1. If you knew the identity of the first/second player, would you have made a different decision? Yes or No