

Variable Name				
#	Processed Data	Raw Data	Label	Additional Info
1	Session	-	Session identifier	
2	Username	Username	Agent's identifier	
3	Group	Group	Group identifier	
4	Completed	Completed	Indicates whether group completed the experiment	Boolean, TRUE for all complete observations
5	YAgent	-	Index of RB1-4	see Variables #22-25
6	YPrincipal	-	Index of RA1-4	see Variables #26-29
7	Productivity	score2	Agent's effort provision in Stage 1	
8	PrinProd	score2	Principal's effort provision in Stage 1	
9	IT	PersonAProb	Indicates high likelihood with which agent's earnings are performance based	Dummy Variable == 1 if principal chose high likelihood
10	screenChoice	screenChoice	Agent's chosen workload	
11	Performance	score	Agent's effort provision in Stage 2	

Variable Name

#	Processed Data	Raw Data	Label	Additional Info
12	relProductivity	-	Agent's Productivity - .5	0.5 is the likelihood with which agents receive high earnings with the random payoff
13	Productive	-	Indicates wheter Productivity >= .5	Dummy Variable == 1 if Productivity >= .5
14	perfDifference	-	Agent's Performance in Stage 2 - Agent's Productivity in Stage 1	
15	eDiff	-	Difference between actual performance and rational prediction	
16	PaymentB	PaymentB	Agent's actual earnings	random 50/50 choice between PayB1 & PayB2
17	PaymentA	PaymentA	Principal's actual earnings	random 50/50 choice between PayA1 & PayA2
18	PayB1	PayB1	Agent's potential earnings in in Stage 1	
19	PayA1	PayA1	Principals's potential earnings in in Stage 1	
20	PayB2	PayB2	Agent's potential earnings in in Stage 2	
21	PayA2	PayA2	Principals's potential earnings in in Stage 2	

Variable Name

#	Processed Data	Raw Data	Label	Additional Info
22	RB1	Reciprocity1	Agent's answer to first reciprocity question	find corresponding questions below
23	RB2	Reciprocity2	Agent's second to first reciprocity question	find corresponding questions below
24	RB3	Reciprocity3	Agent's third to first reciprocity question	find corresponding questions below
25	RB4	Reciprocity4	Agent's last to first reciprocity question	find corresponding questions below
26	RA1	Reciprocity1	Principal's answer to first reciprocity question	same as RB1
27	RA2	Reciprocity2	Principal's answer to second reciprocity question	same as RB2
28	RA3	Reciprocity3	Principal's answer to third reciprocity question	same as RB3
29	RA4	Reciprocity4	Principal's answer to last reciprocity question	same as RB4

Variable Name				
#	Processed Data	Raw Data	Label	Additional Info
30	-	Password	-	Each participant had a unique Username and Password to participate
31	-	Screen	-	Number of screens each participant saw
32	-	NoReload	-	Indicates whether subjects clicked reload button. Page was re-loaded if NoReload == true
33	-	Answers	-	String combining values of all variables for a given observation
34	-	boxdata	-	Nonsense
35	-	score1	-	Indicates whether practice round of box clicking task was completed
36	-	browse	-	
37	-	Control1.1	-	Answer to first stage 1 control question
38	-	Control1.2	-	Answer to second stage 1 control question

Variable Name				
#	Processed Data	Raw Data	Label	Additional Info
39	-	Control1.3	-	Answer to third stage 1 control question
40	-	Control2.1	-	Answer to first stage 2 control question
41	-	Control2.2	-	Answer to second stage 2 control question
42	-	Control2.3	-	Answer to third stage 2 control question
43	-	Control2.4	-	Answer to fourth stage 2 control question
44	-	Control2.5	-	Answer to fifth stage 2 control question
45	-	Control2.6	-	Answer to sixth stage 2 control question
46	-	Control2.7	-	Answer to seventh stage 2 control question
47	-	Control2.8	-	Answer to last stage 2 control question
48	-	Rand1	-	Random variable to determine payments
49	-	Rand2	-	Random variable to determine payments

Variable Name				
#	Processed Data	Raw Data	Label	Additional Info
50	-	Rand3	-	Random variable to determine payments
51	-	Rand4	-	Random variable to determine payments
52	-	Rand5	-	Random variable to determine payments
53	-	Rand6	-	Random variable to determine payments
54	-	Rand7	-	Random variable to determine payments
55	-	StageB	-	Determines stage that is paid to Agent
56	-	StageA	-	Determines stage that is paid to principal
57	-	PayB2E	-	Agent's earnings if stage 2 payment was performance-based
58	-	PayB2R	-	Agent's earnings if stage 2 payment was random
59	-	Mechanism	-	Determines whether potential stage 2 earnings are performance-based or random
50	-	CostsA	-	Principal's costs associated with her likelihood-choice

The reciprocity questions constitute the questionnaire that follows the experiment. The questions stem from Falk et al (2016). The options subject could pick to answer these questions were, however, slightly different.

Please answer the following questions

[Reciprocity1] Imagine the following situation: you are shopping in an unfamiliar city and realize you lost your way. You ask a stranger for directions. The stranger offers to take you with their car to your destination. The ride takes about 20 minutes and costs the stranger about 200 DKK in total. The stranger does not want money for it. You carry six bottles of wine with you. The cheapest bottle costs 50 DKK, the most expensive one 300 DKK. You decide to give one of the bottles to the stranger as a thank-you gift. Which bottle do you give?

Respondents can choose from the following options: The bottle for 50, 100, 150, 200, 250, or 300 DKK). ["50" is coded as 1, "300" as 6]

[Reciprocity2] How do you see yourself: If I am treated very unjustly, I will take revenge at the first occasion, even if there is a cost to do so.

Respondents can choose one of six answers ranging from "describes me perfectly" to "Completely untrue of me". ["Completely untrue of me" is coded as 1, "Describes me perfectly" as 6]

[Reciprocity3] When someone does me a favor I am willing to return it.

Respondents can choose one of six answers ranging from "describes me perfectly" to "Completely untrue of me". ["Completely untrue of me" is coded as 1, "Describes me perfectly" as 6]

[Reciprocity4] How do you see yourself: I assume that people have only the best intentions.

Respondents can choose one of six answers ranging from "describes me perfectly" to "Completely untrue of me". ["Completely untrue of me" is coded as 1, "Describes me perfectly" as 6]