

Fairness in Context

—Comparing Allocations in Dictator Games with Experiences and Money Duke

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Research Question

Do people behave more fairly when allocating experiences compared to money?

Background



VS



What is special about experiences³:

- social connection
- self-identity
- resist comparison

Dictator Game

Rule: participant single-handedly deciding how much of a reward to give to another player

- participants on average give 28.35% of the endowment¹
- nearly all studies used small monetary amounts as reward¹

Pilot Study Method

- Baseline stage: participants indicate their willingness to pay (WTP)
- Raffle ticket allocation Dictator Game task with money and experiences ⁴
- Two frames: give and keep
- Incentive compatible



Experimental Design

Please type the highest value in dollars you would be willing to pay for:

An one-way flight to New Orleans, LA

Description: One Delta Airlines gift card to be used for an one-way ticket to New Orleans. You will make the flight arrangement yourself. This gift card will need to be used within 6 months from now.

Baseline WTP stage

Give frame

The prize for this raffle draw:

One ticket to "Chicago the Musical", a touring performance at Durham Performing Arts Center, showing in April, 2023. Mid-row seating.

You have 100 raffle tickets. How many raffle tickets do you want to give to the other player?

0 100

Experience trials

The prize for this raffle draw:

\$88

You have 100 raffle tickets. How many raffle tickets do you want to give to the other player?

0 100

Money trials

Keep frame

The prize for this raffle draw:

One ticket to "Chicago the Musical", a touring performance at Durham Performing Arts Center, showing in April, 2023. Mid-row seating.

You have 100 raffle tickets. How many raffle tickets do you want to keep for yourself?

0 100

Experience trials

The prize for this raffle draw:

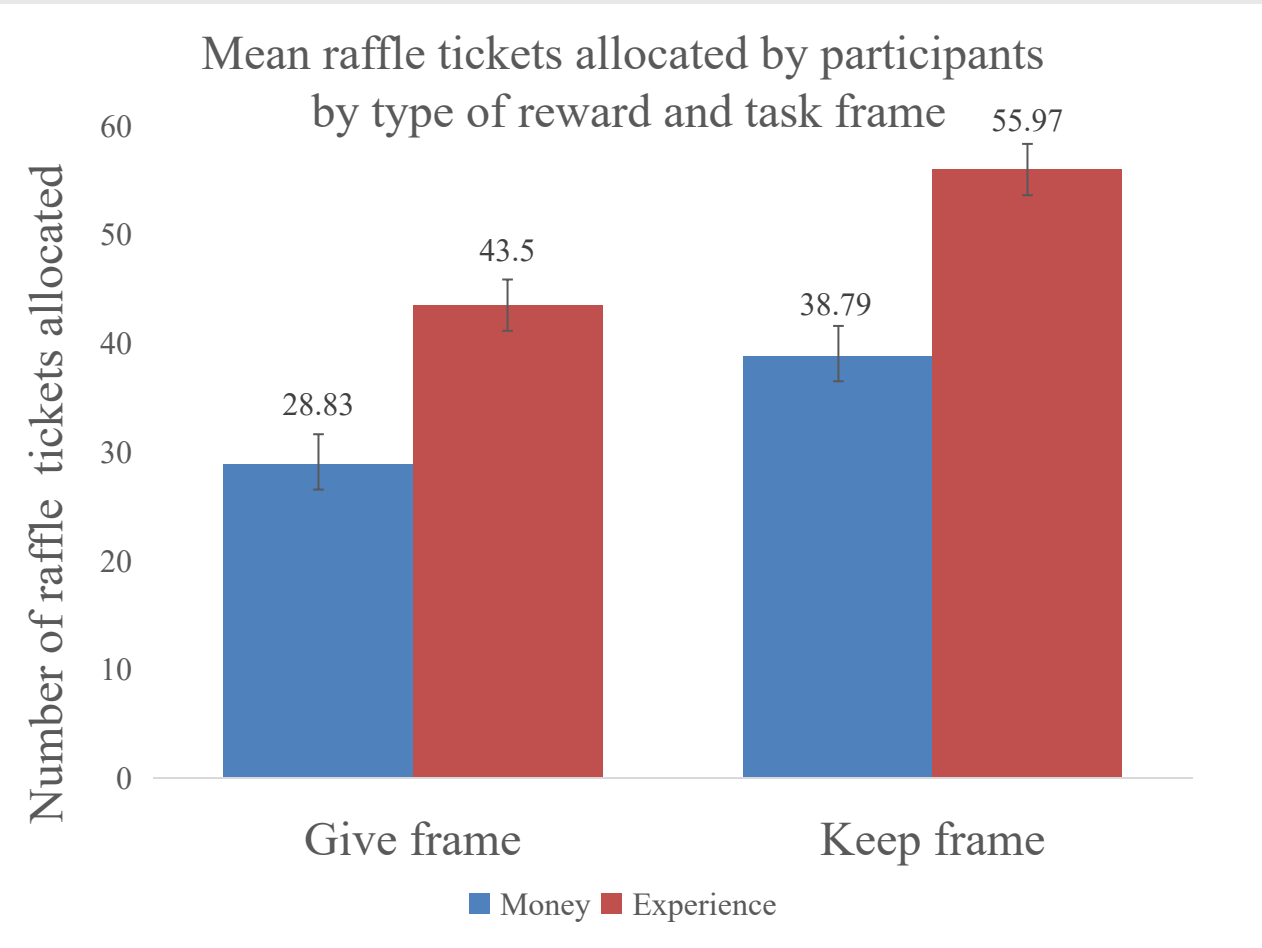
\$88

You have 100 raffle tickets. How many raffle tickets do you want to keep for yourself?

0 100

Money trials

Results



Mixed effects regression model

Predicted variable: raffles

Predictor variables: type, frame, value, interaction effect between type and frame

Random group: participants
(Value is log-transformed)

Term	Estimate	SE	Df
Intercept	75.36***	2.69	173.64
Type	12.72***	0.63	8480.35
Frame	-16.59***	3.45	122.02
Value	-9.42***	0.32	8587.16
Type:Frame	-2.97**	0.87	8481.45

Next Steps

- Second round **pilot testing**
- Investigate why this behavioral difference exist after **preregistration**
- Explore other **related topics** under the same experimental framework, such as behavior dynamics, episodic simulation

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References

¹Engel, C. (2011) ²Fehr, E., & Schmidt, K. M. (1999) ³Van Boven, L., & Gilovich, T. (2003)
⁴Tan & Forgas. (2010) ⁵Walker, Kumar, Gilovich (2016)