**Comparative Earnings and Strategic Behaviour**

*Before you decide to take part in this study it is important for you to understand why the research is being done and what it will involve. Please take time to read the following information carefully and discuss it with others if you wish. A member of the team can be contacted if there is anything that is not clear or if you would like more information. Take time to decide whether or not you wish to take part.*

This study aims to look at individual decision-making, performance, and earnings over a series of two-player tasks. Participants are all native English speakers.

All data will be collected over one in-person and one remote session, neither of which is to exceed an hour. Collection, analysis, and write-up will all be completed by December 2019.

**Taking part is entirely voluntary and that refusal or withdrawal will involve no penalty or loss, now or in the future.**

The study will take place over two stages, administered entirely via an online platform. Earnings will be converted into chocolate and given to participants after the completion of both stages.

The first stage will consist of two participants playing economic games in person against each other. The session should not exceed 30 minutes, with 15 minutes for each of the 3 tasks and can last as short as just a few minutes; it must be completed in one sitting. This is followed by a second competition against an AI player with the same timing.

Finally, participants will fill out a questionnaire reporting basic demographic information, a reflection on the setting, and a self-evaluation of task performance.

All data will be identified only by a code, with personal details kept in a secure computer with access only by the immediate research team.

In line with University policy, data will generally be kept till the completion of the project + 10 years. After this, it may be destroyed or sent (in anonymised form) to the University’s digital Institutional Repository.

Results will be presented in a dissertation submitted privately to a university professor, with the potential for future journal publication and conference presentation. Results are normally presented in terms of groups of individuals. If any individual data are presented, the data will be completely anonymous, without any means of identifying the individuals involved.

The project has received ethical approval from the Research Ethics Committee of the Faculty of Modern and Medieval Languages at the University of Cambridge.

Please contact Misha Tseitlin ([mjt208@cam.ac.uk](mailto:mjt208@cam.ac.uk)) for more information.