**Introduction: The Role of Culture**
**in Game Theoretic, Computer-Mediated Experiments with Human Subjects**
**Instructor: Sun-Ki Chai**

This tutorial is designed to perform two major purposes. The first is to provide an broad overview and hand-on experience of game-theoretic, computer-mediated experiments with human subjects, increasingly the methodology of choice for testing behavioral predication models in economics, and to some extent other social science disciplines. The second is to provide an introduction into recent developments in this methodology that incorporate cultural differences into such models and experiments and focus on analyzing their effect on both predicted and observed behavior.

The following topics will be covered:

- standard game-theory based treatments, such as the dictator, ultimatum, and trust games, as well as the voluntary contribution mechanism (public goods) game; contrast in empirical literature between predicted and observed findings

- approaches to incorporating culture into the games, including transformation of payoff structures via social preferences and culture-specific heuristics for processing information into expectation

- approaches to cultural change over time, focusing on endogenous models of preference and belief change

- methods for eliciting differences in cultural types, including pre-test surveys content analysis, and field observation in "natural" (including online) settings

- programming experiments using online OTree platform, problems of representative sampling

- standards for ensuring human subjects protection and the role of providing variable material incentives to participants

- conducting programmed experiments with real human subjects, analyzing behavioral results

Much of the second half of the tutorial will be devoted to a hand-on experience of participating in a game-theoretic, computer mediated experiment for testing cultural differences, with the tutorial attendees as human subjects. No previous experience with computer-mediated economic experiments is assumed, though basic knowledge of game-theoretic modeling is helpful. Participants should bring laptops to the tutorial, though no software needs to be installed.