Aisling Scott
Updated: Jan 10th 2017
Original: November 28th 2016
Notes:
Blue=Organization and notes only NOT included in actual experiment.
Black=Instructions and questions to be included in actual experiment.
Highlights= Changes to experiment for this round of updates.

Experiment Order

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Pre-Survey

Screen 1: Welcome.
The first portion of the experiment will be a series of questions then you will play a game where one round will be randomly selected to be added to your $5 show-up fee to be your real payment for your participation.
Please read the following questions and answer to the best of your knowledge. If you feel confused or if the question needs more ~~explanations~~ explanation, please raise your hand and someone will answer your questions.

Aisling Scott 1/10/2017 4:35 PM
Comment [1]:

Q: What computer are you sitting at?
Please answer correctly otherwise you may not get your full payment

Q: What is your gender?
○ Male ○ Female

Calculate Pro-social Score:

Screen 1:

How well does each of the following statements describe you as a person? Please indicate your answer on a scale from 0 to 10. A 0 means “does not describe me at all,” and a 10 means “describes me perfectly.” You can use any number between 0 and 10 to indicate where you fall on the scale, using 0, 1, 2, 3, 4, 5, 6, 7, 8, 9, or 10.
10 Describes me perfectly
9
8
7
6
5
4
3
2
1
0 Does not describe me at all

I assume that people have only the best intentions.

When someone does me a favor, I am willing to return it.

I am willing to give to good causes without expecting anything in return

Screen 2:

Imagine the following situation: Today you unexpectedly received 1,600 U.S. dollars. How much of this amount would you donate to a good cause? (Values between 0 and 1,600 are allowed)
_____ U.S. dollars

Aisling Scott 1/10/2017 4:35 PM
Comment [2]:

Screen 3:
Please think about what you would do in the following situation. You are in an area you are not familiar with, and you realize that you lost your way. You ask a stranger for directions. The stranger offers to take you to your destination.
Helping you costs the stranger about 40 U.S. dollars in total. However, the stranger says he or she does not want any money from you. You have six presents with you. The cheapest present costs 10 U.S. dollars, the most expensive one costs 60 U.S. dollars. Do you give one of the presents to the stranger as a “thank you” gift?

(If yes, ask:) Which present do you give to the stranger?

No, would not give present
The present worth 10 U.S. dollars
The present worth 20 U.S. dollars
The present worth 30 U.S. dollars
The present worth 40 U.S. dollars
The present worth 50 U.S. dollars
The present worth 60 U.S. dollars

Screen 4: **Survey Debrief**

Thank you for answering the survey portion of the experiment. The survey questions were all about pro-sociality, or voluntary behavior intended to benefit another. Wikipedia defines pro-social behavior as a social behavior that benefit[s] other people or society as a whole, such as helping, sharing, donating, cooperating, and volunteering. You all were scored on your pro-sociality based on your answers and the answers of others participating in the experiment. We will use this later.

Aisling Scott 1/10/2017 4:35 PM
Comment [3]: Change to cooperating

END SURVEY:
Calculate Trust Score.
Standardize each of the above answers and add the standardized scores. How to standardize: (Answer-mean answer of all participants)/ (standard deviation of answers from all participants)
NOTE: For question about presents please standardized based on 0=No, would not give present to 6= The present worth 60 U.S. dollars
Add all the standardized values.

The top half of the distribution is: Above the median pro-social score.
The bottom half of the distribution is: Below the median pro-social score.

Trust Game:

Screen 1: **Game Portion of Experiment**

We will now continue to the game portion of the experiment. You will play many rounds and be involved in different variations of a game where you are always paired with one other player.

At the end of the experiment we will randomly select a round from this game to count for your payoffs. However much you earned in that randomly chosen round will be added to your $5 payoff.

You will be paired with an anonymous partner. You will either play the part of Player A or Player B. The game works as follows:

Player A is given $10 which they decide how to allocate between themselves and Player B. Player B starts off with $0 and receives triple (3X) the amount Player A decides to share with player B. Note that in this game, Player B can choose to return part or all of the money received from Player A.

The following is an example scenario.

Aisling Scott 1/10/2017 5:15 PM
Comment [4]:

Example 1: Player A has $10 and player B has $0. Player A decides to give player B $5. Player B receives 3*$5 = $15. Player B can then chooses to return $5 of the $15. At the end of the round, player A gets $10 as payoff and Player B also gets $10 as payoff.

Additionally, you'll play some rounds of the game simultaneously where player B decides what percentage of the money to send at the same time as player A decides how much to send. We'll walk you through the difference between sequential and simultaneous play later.

Aisling Scott 1/10/2017 5:16 PM
Comment [5]:

Lastly, remember that the money involved is real and heavily impacts the payment for participants at the end. The allocation of the money involved is completely up to you.

Screen 2: Please Confirm Your Understanding

Aisling Scott 1/10/2017 4:46 PM
Comment [6]:

Before we play, let us confirm ~~you on~~ your understanding.

Aisling Scott 1/10/2017 4:46 PM
Comment [7]:

Remember: Player A is given $10 which they decide how to allocate between themselves and Player B. Player B starts off with $0 and receives triple (3X) the amount Player A decides to share with player B.

Kindly answer the following quiz questions.

Q1: You are Player A and you just sent over $10 of the $10 you have to player B, how much will player B receive?

_____

Q2: You are Player B and Player A just decided to give you $5. How much will you actually receive?

_____

Q3: Player A gives Player B $6 and Player B returns $6. How much are their payoffs?
Player A _____
Player B _____

Screen 3: **Answers to Confirmation of Understanding.**

Here we have included the answers so you can check your own answers to make sure you fully understand the game.

Q1: You are Player A and you just sent over $10 of the $10 you have to player B, how much will player B receive?
Answer: 3*10=$30
Explanation: Remember that Player B gets triple the amount you send so in this case you multiply the 10 dollars you send by 3 and get $30.

Q2: You are Player B and Player A just decided to give you $5. How much will you actually receive?
Answer: 3*5 = $15
Explanation Remember that Player B always receives triple the amount that Player A decides to send over. So in this case, you will receive 3*5 which is 15 dollars in total.

Q3: Player A gives Player B $6 and Player B returns $6. How much are their payoffs?
Answer: Player A= $10
Player B: $12
Explanation: Remember Player A gets to keep anything not sent to Player B.

Screen 4: **Expectations and Percentages**

During the experiment you will also have to deal with percentage returned.

For example, you will be asked to answer the following question. As Player A, what percentage of the money given to player B do you expect they will return?

Example 1: If you give Player B $10.00 they receive $30.00 if they give you back $30.00 then that is 300% of what you sent them.

Example 2: If you give Player B $5.00 they receive 3 * 5 = $15.00 and they give you back $5.00 then that is 100% return of what you sent them

For instance, you will be asked the following question while you are playing the simultaneous game. You are Player B and answering simultaneously with Player A. What percentage of money would you like to return?

Aisling Scott 1/10/2017 4:46 PM
Comment [8]:

Aisling Scott 1/10/2017 5:00 PM
Comment [9]:

Aisling Scott 1/10/2017 5:28 PM
Comment [10]:

Example 3: If you (Player B) decide you want to give 150% return to Player A. Say Player A gives you $5 then you will return $7.50 to them. Say Player A gives you $10 then you will return $15.

Aisling Scott 1/10/2017 4:50 PM
Comment [11]:

Screen 5: **Confirm Understanding of Percentages**

Aisling Scott 1/10/2017 4:47 PM
Comment [12]:

Let's test your understanding. Kindly answer the following quiz questions.

Q1: As Player A you give $10 to Player B. You expect that player B will return $5 to you. What is the expected percentage of return?
_____%

Q2: After receiving the $10 which turns in $30, Player B decides that they will send back $10. What is the percentage of return from Player B?

_____%

Q3: Suppose Player B decides they will send back 200% of whatever Player A sends to them. Then Player A sends $10 which turns into $30. How much money in dollars does Player B return?

$_____

Screen 6: **Answers to Confirmation of Understanding Expectations and Percentages**

Aisling Scott 1/10/2017 5:13 PM
Comment [13]:

Here we have included the answers so you can check your own answers to make sure you fully understand the expectations and percent returns questions.

Aisling Scott 1/10/2017 5:07 PM
Comment [14]:

Q1: As Player A, you give $10 to Player B. You expect that player B will return $5 to you. What is the expected percentage of return?
Answer: (5/10) *100 = 50%
Explanation: You sent over $10 and you expected $5--- half of the amount to be returned—that is a 50% rate of return.

Q2: After receiving the $10 which turns in $30, Player B decides that they will send back $10. What is the percentage of return from Player B?
Answer: (10/10)*100 = 100%
Explanation: You sent over $10 and received $10 in return. This is a 100% return.

Q3: Suppose Player B decides they will send back 200% of whatever Player A sends to them. Then Player A sends $10 which turns into $30. How much money in dollars does Player B return?
Answer: ($10 * 2.00)= $20
Explanation: Player B agreed to send 200% and 200% of $10 is $20.

Game

Screen 1: Game

Now you will play some rounds of the game. You will be randomly assigned to Player A or Player B. You will play both sequentially and simultaneously.

Sequential Play: When you play sequentially Player A will decide then Player B sees Player A's decision and makes their decision on how much to return. Then both participants learn of their payoffs.

Simultaneous Play: When you play simultaneously Player A will decide. While Player A is deciding Player B will simultaneously decide what percentage to return to Player A. Then both participants learn of their payoffs.

Screen 2: You are Player A. What are your expectations?
As is….

Add:

Aisling Scott 1/10/2017 5:32 PM
Comment [15]: For expectations questions add whether it's Simultaneous play or sequential play.

Screen 3:
Decide: You are Player A or Player B. (Note: instead of sender and returner)

Aisling Scott 1/10/2017 5:29 PM
Comment [16]: Note: NO THE.
YOU ARE PLAYER A.
YOU ARE PLAYER B.
Not, you are the player A.

Screen 4: Results

- Player A gave to player B $8.41
- Player B received $25.00 ($8.41 * 3)
- Finally Player B returned $12.62
- Thus Player A has $14.21 and Player B has $12.61.

Language for Sequential Play:

Top of screen: SEQUENTIAL PLAY. You are playing **sequentially**, meaning Player B will observe Player A's decision before making his own.

Language for Simultaneous Play:

Top of screen: SIMULTANEOUS PLAY. You are playing **simultaneously**, meaning both players make their decision at the same time. Player B will NOT observe Player A's decision before making his own.

Language for Reveal:

Screen 1:
What percentage do you think the other will return? (from 0 to 300%):

Screen 2:
Player B is: Above the median Pro-Social
Their score is based on their answers to the survey about pro-sociality--- behavior that benefits other people or society as a whole. You all took the same survey at the beginning of the experiment.
What percentage do you think the other will return? (from 0 to 300%):

No reveal:
Doesn't ever let participants know the score of the other player.

MATCHING ALGORITHM:
Always match an above the median pro-social player with a below the median pro-social player. Players are rematch with same people when they switch players and switch types of play.

ROUNDS:

Sequential Play:
5 Rounds as Player A
5 Rounds as Player B

Simultaneous Play:
5 Rounds as Player A
5 Rounds as Player B

WHEN SWITCHING FROM ONE TYPE TO ANOTHER. Have a screen that says:
We are now switching to a different type of play. Please pay attention to the instructions.

VARIATIONS OF EXPERIMENTS:

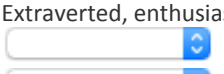
Reveal:
Simultaneous Play first, Above Pro-Social Player A.
Simultaneous Play first, Above Pro-Social Player B.
Sequential Play first, Above Pro-Social Player A.
Sequential Play first, Above Pro-Social Player B.

No Reveal:
Simultaneous Play first, Above Pro-Social Player A.
Simultaneous Play first, Above Pro-Social Player B.
Sequential Play first, Above Pro-Social Player A.
Sequential Play first, Above Pro-Social Player B.

Post Survey:

Screen 1: **How I am in general**

Here are a number of characteristics that may or may not apply to you. For example, *do you agree that you are someone who likes to spend time with others?* Please select an appropriate answer to each statement to indicate the extent to which **you agree or disagree with that statement.** Please note you will not be able to proceed without answering each statement. Kindly fill out every statement to the best of your knowledge.

1. Extraverted, enthusiastic
2.  Dependable, self-disciplined
3.  Open to new experiences, complex
4.  Sympathetic, warm
5.  Calm, emotionally stable

23.  Critical, quarrelsome
24.  Anxious, easily upset

25. Reserved, quiet
26. Disorganized, careless
27. Conventional, uncreative

Which of the following best describes your race or ethnicity? (Check all that apply.)

Asian
Black / African American
Hispanic / Latino
White
Other
Prefer not to state