

example interactions

- A bought and brought coffee to a work meeting with B

- A helped B carry groceries up a 5th floor walkup

- A meticulously checked a finished group project with B

- A gave B a precious and expensive gift

- A volunteered to watch B's children so that B could have a date night

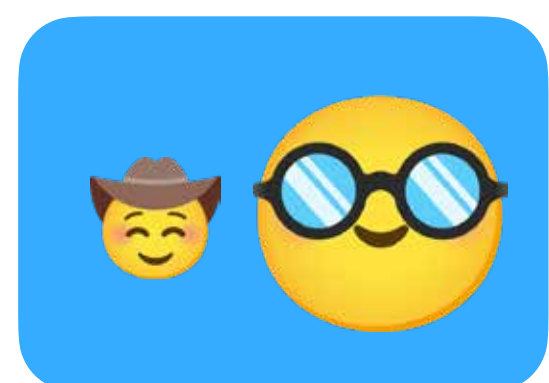
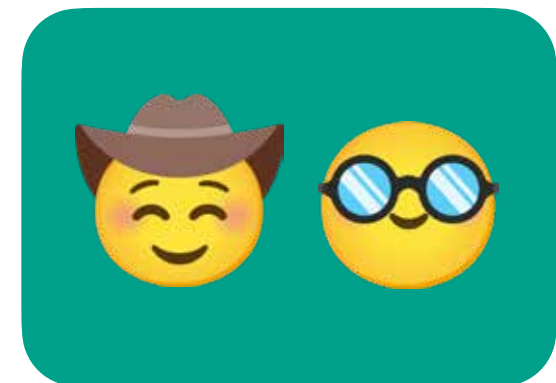
- A offered to go to B's preferred restaurant

experiment 1

experiment 2

relationship

equal status A lower status A higher status

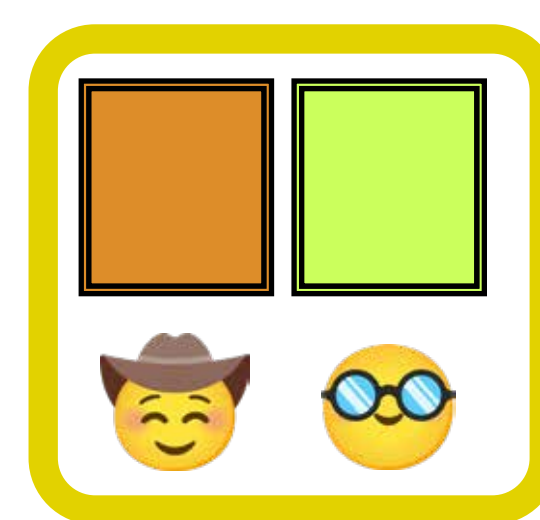


A and B are in a relationship where

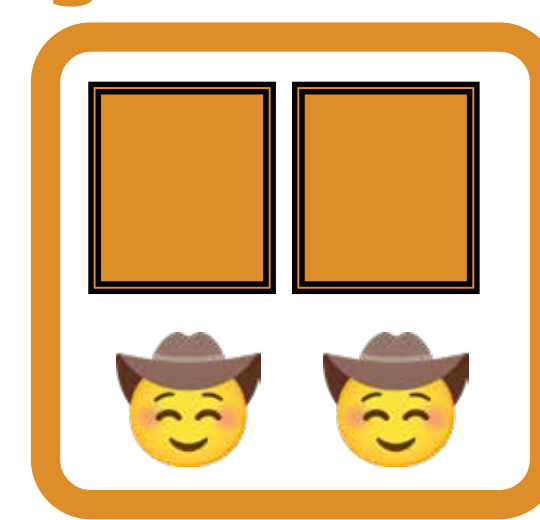
- A and B have **equal** power, status, or influence
- A has **less** power status, or influence than B
- A has **more** power, status, or influence than B

sequence of actions

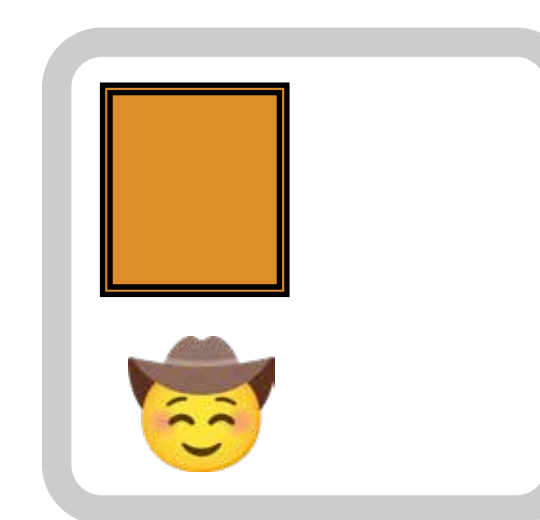
A and B alternate



A repeated generous



no future interaction



Last time A did [action]. This time

- B **does** [action]
- A **does** [action]
- There is no future interaction

possible motivations

[...] The second time, A did [action]. How much was A motivated to

- Increase A's own benefits in the long run
- Increase B's benefits
- Make sure B's benefits are as high as their own
- Communicate that they want to have an equal relationship with B
- Communicate that they want to have a hierarchical relationship with B

experiment 3