

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

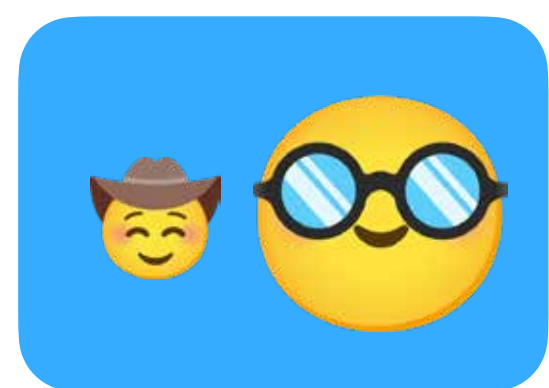
- A offered to go to B's preferred restaurant

experiment 1

experiment 2

relationship

equal status A lower status A higher status

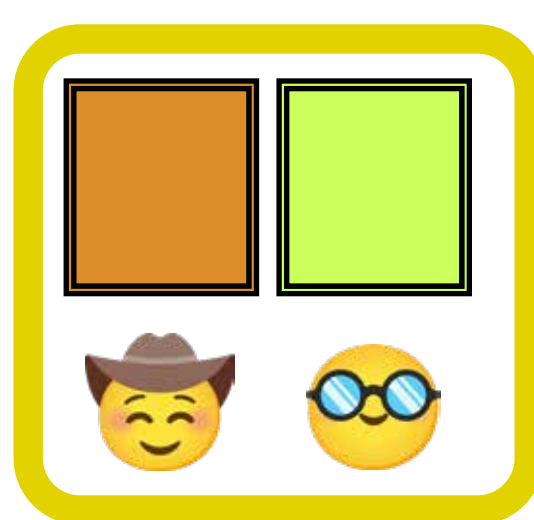


A and B are in a relationship where

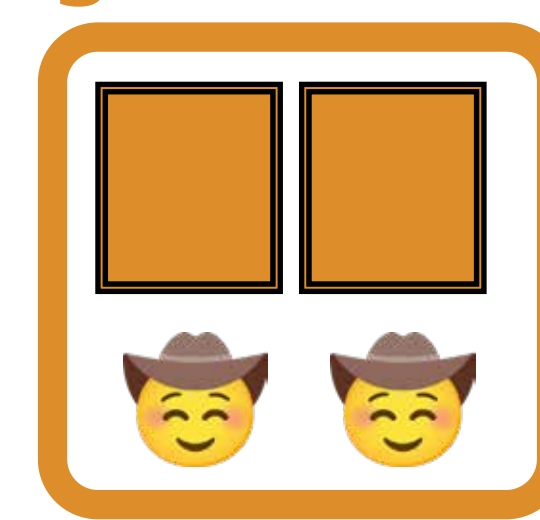
- A and B have **equal** power, status, or influence
- A has **less** power status, or influence than B
- A has **more** power, status, or influence than B

sequence of actions

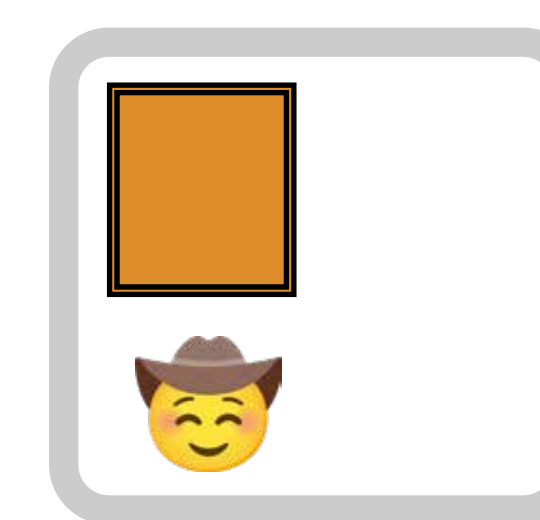
A and B alternate



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

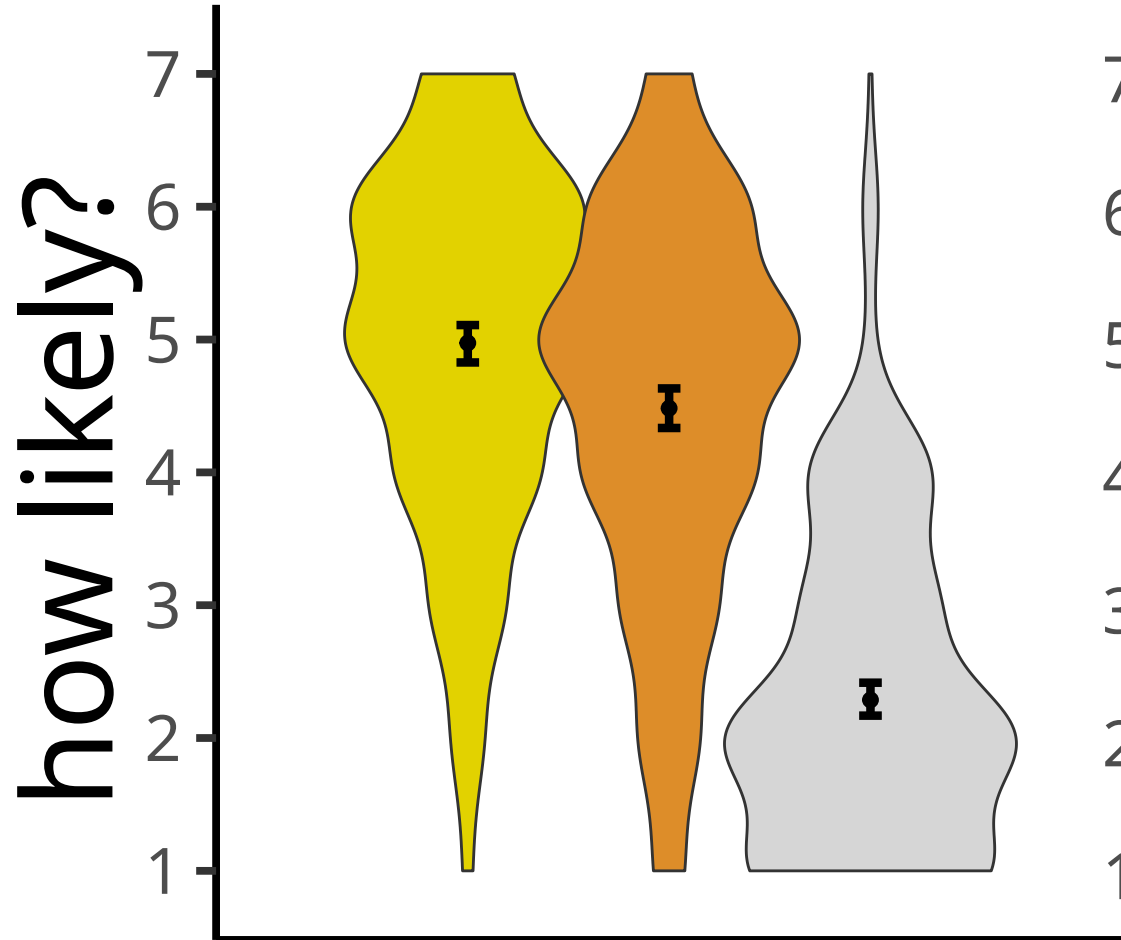
[...] The second time, A did [action]. How much was A motivated to

- 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

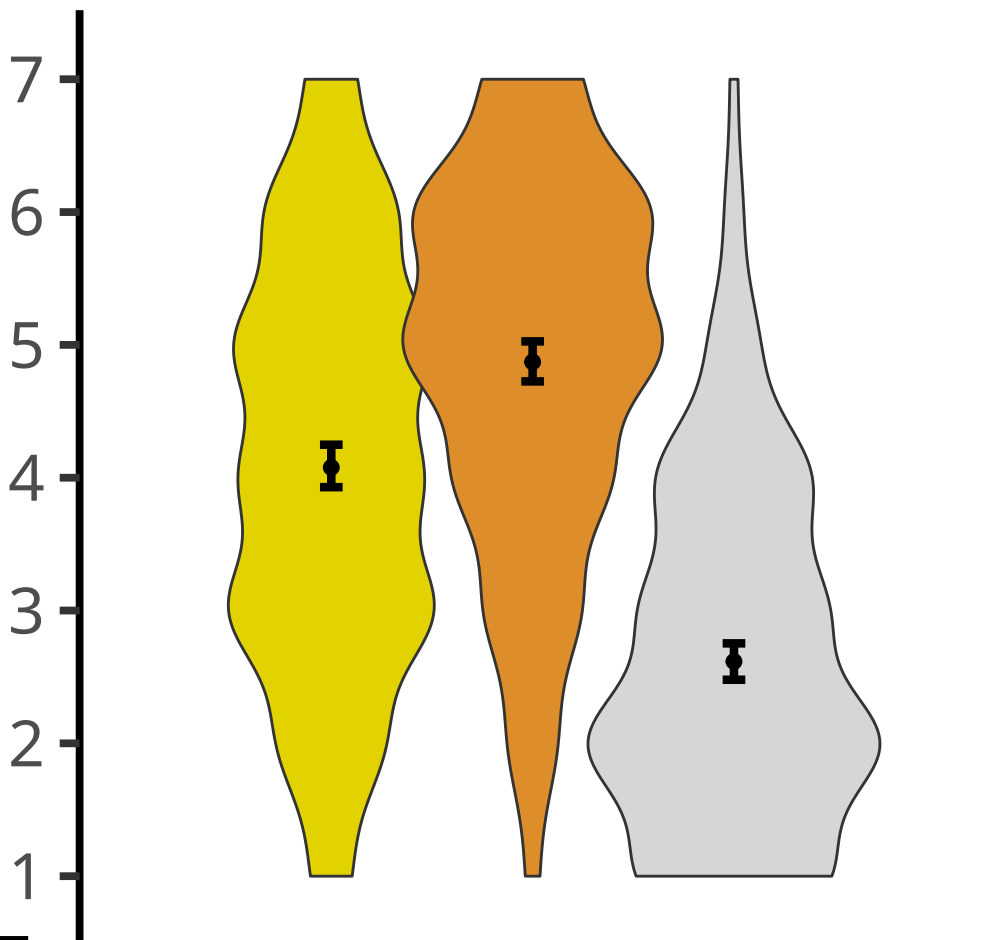
experiment 3

exp 1: given relationship, predict next action

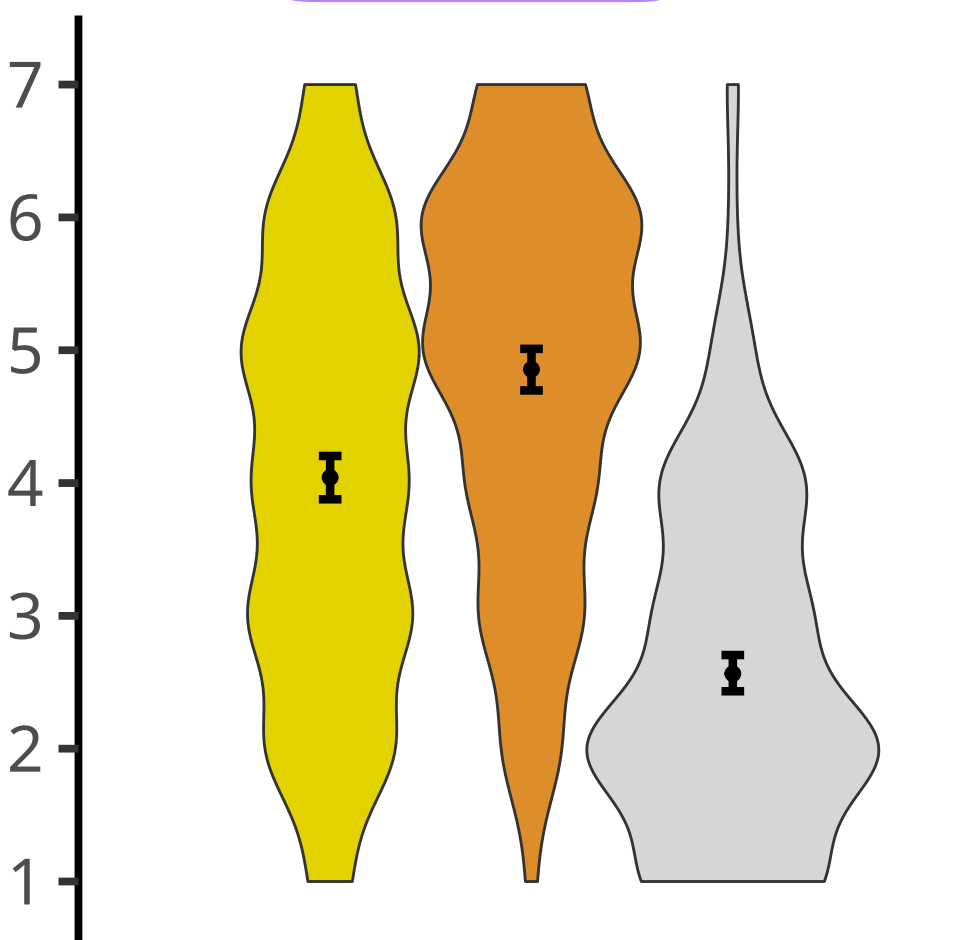
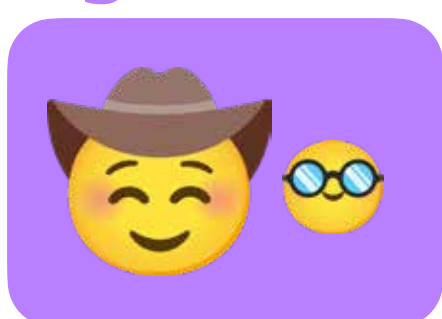
equal status



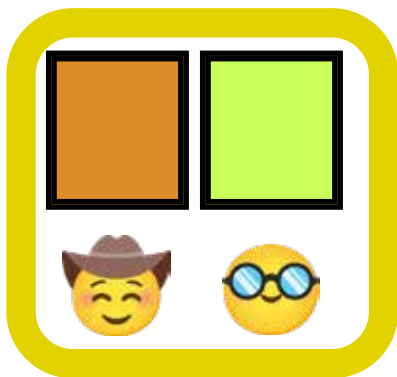
A lower status



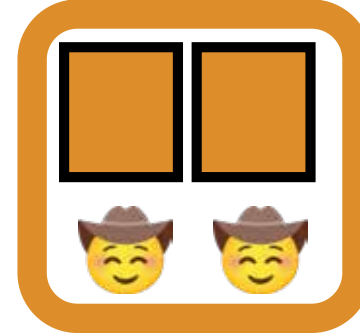
A higher status



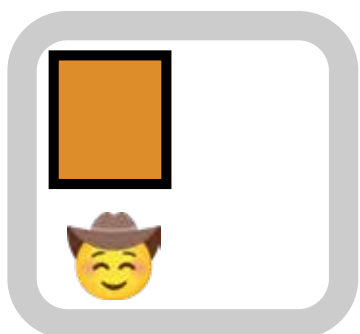
A and B alternate



A repeated generous

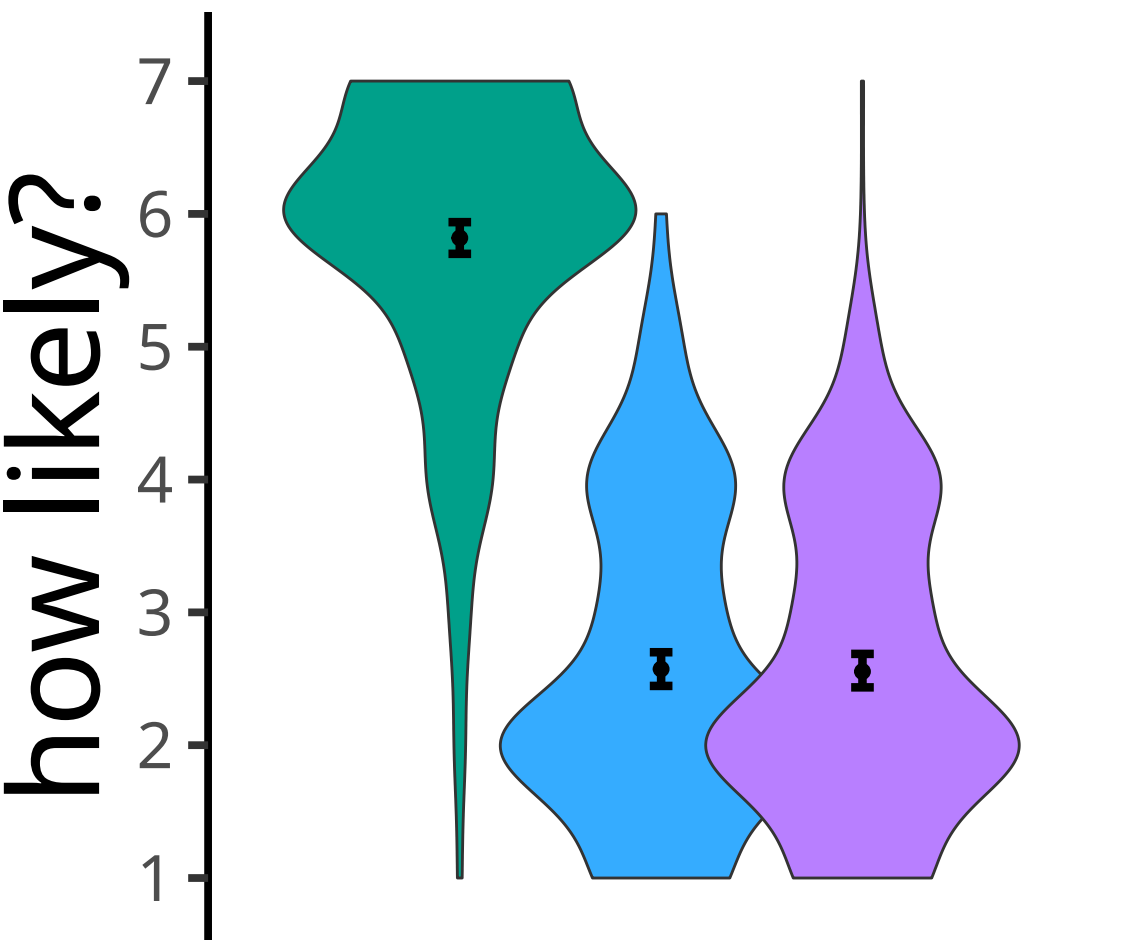
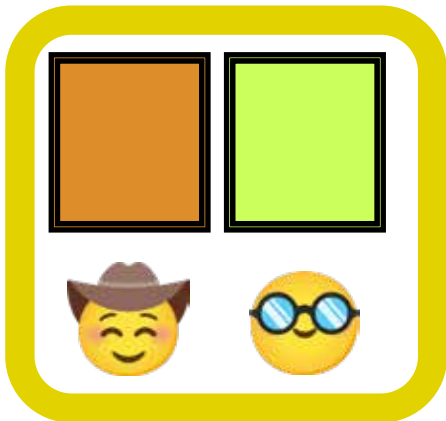


no future interaction

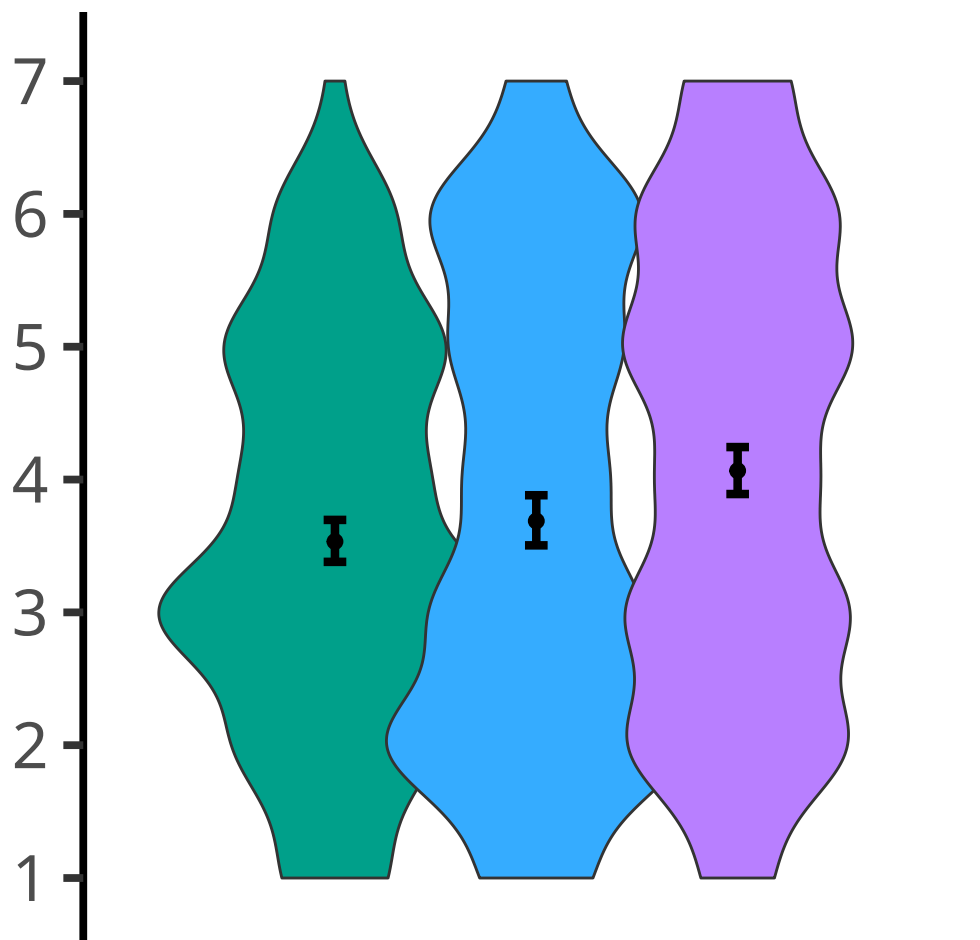
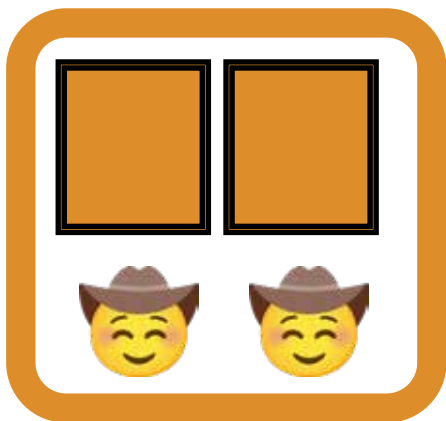


exp 2: given action, infer relationship

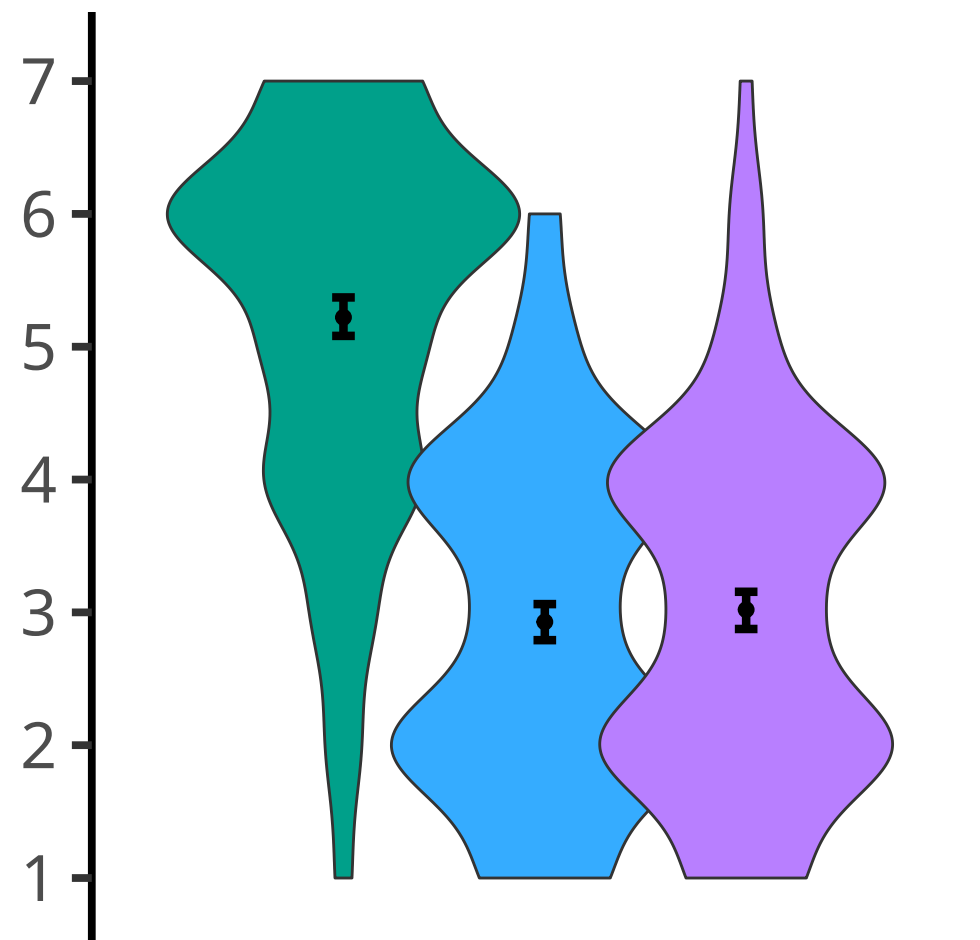
A and B alternate



A repeated generous



no repeated interaction



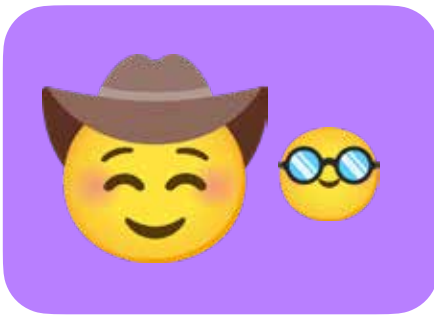
equal status



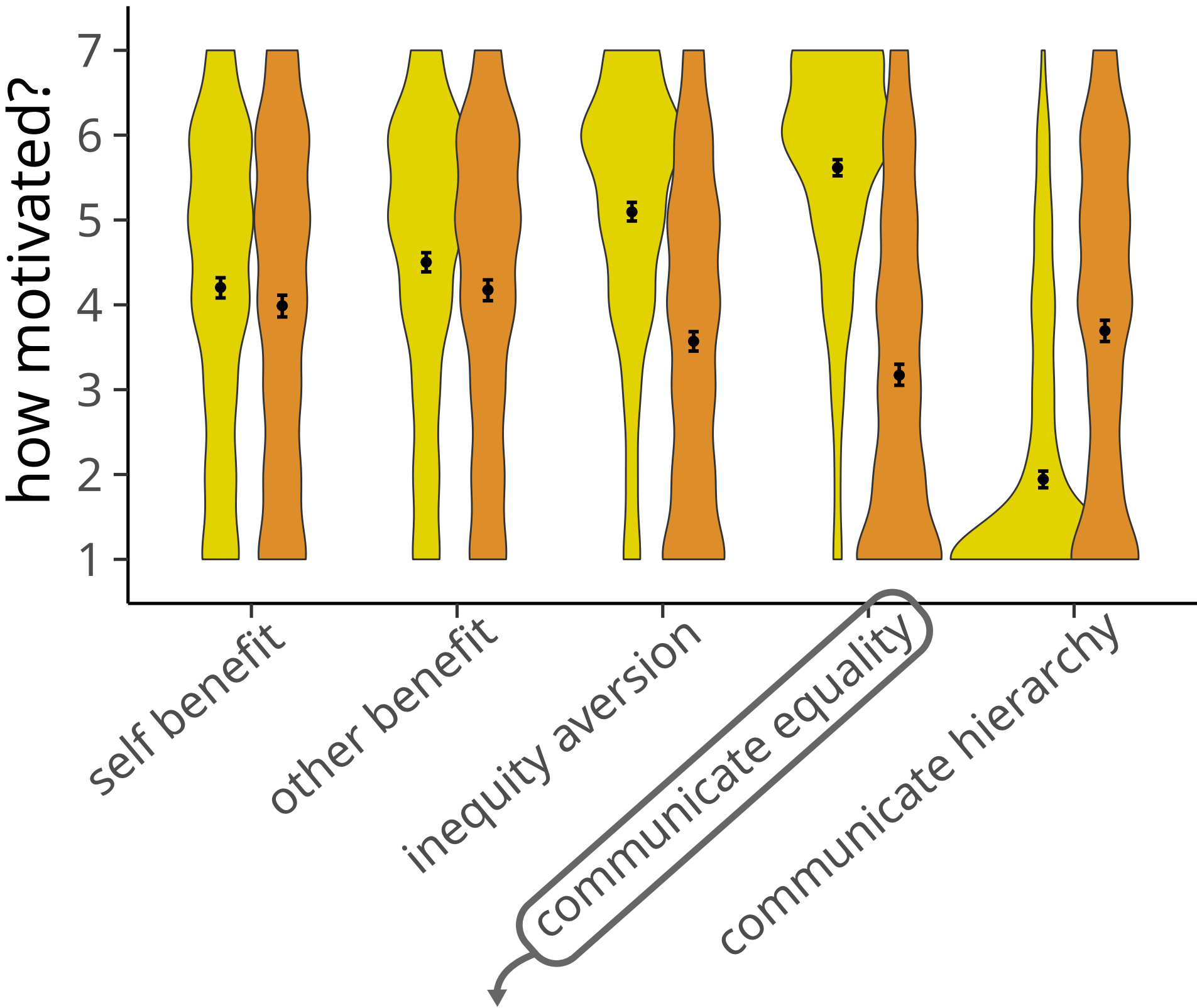
A lower status



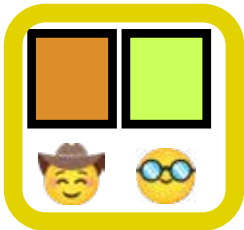
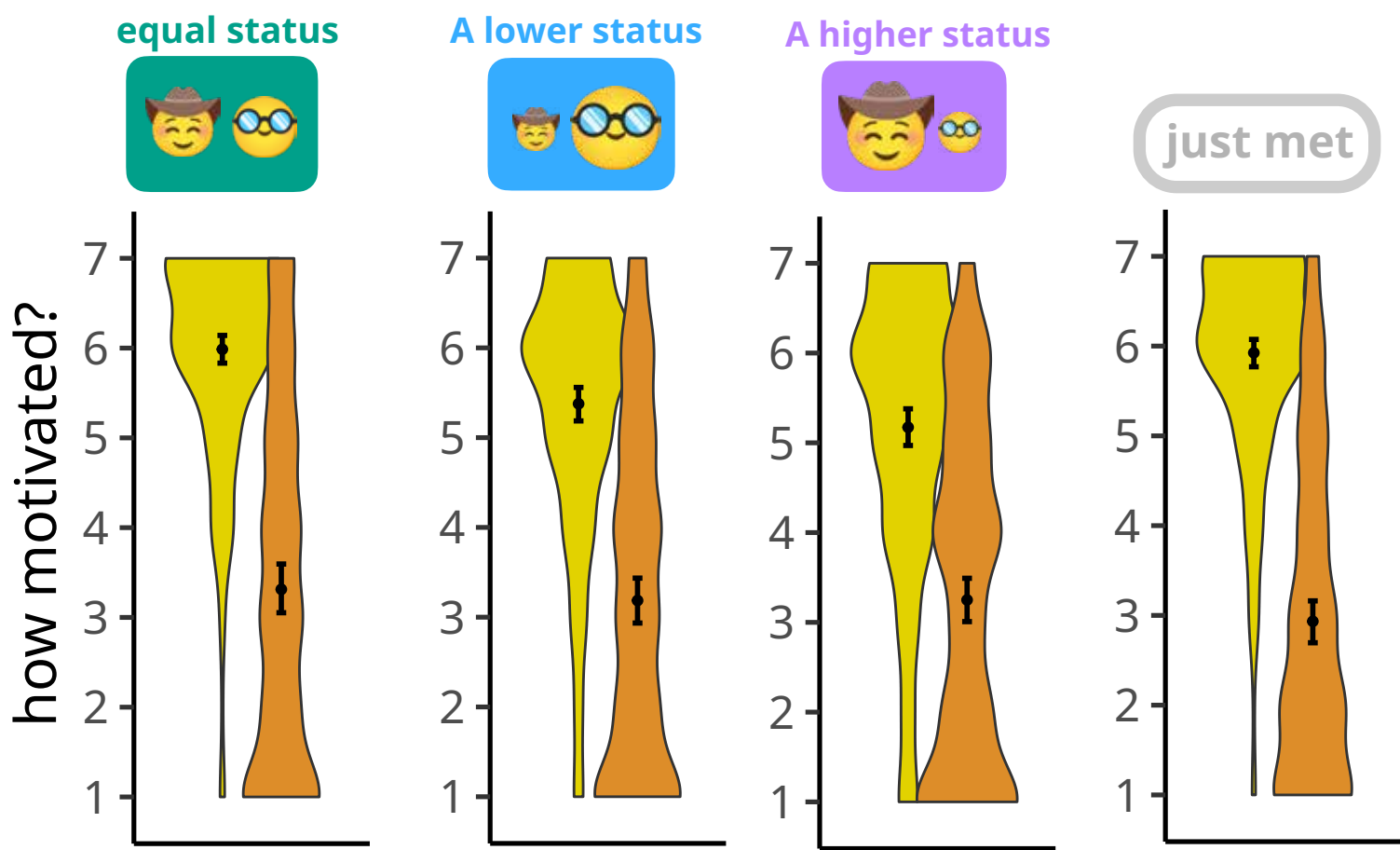
A higher status



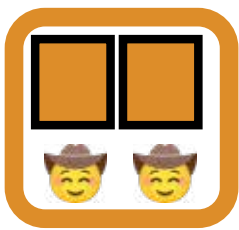
exp 3: given relationship and action,
infer motivation for generosity
averaged across relationships



communicate equality in each relationship

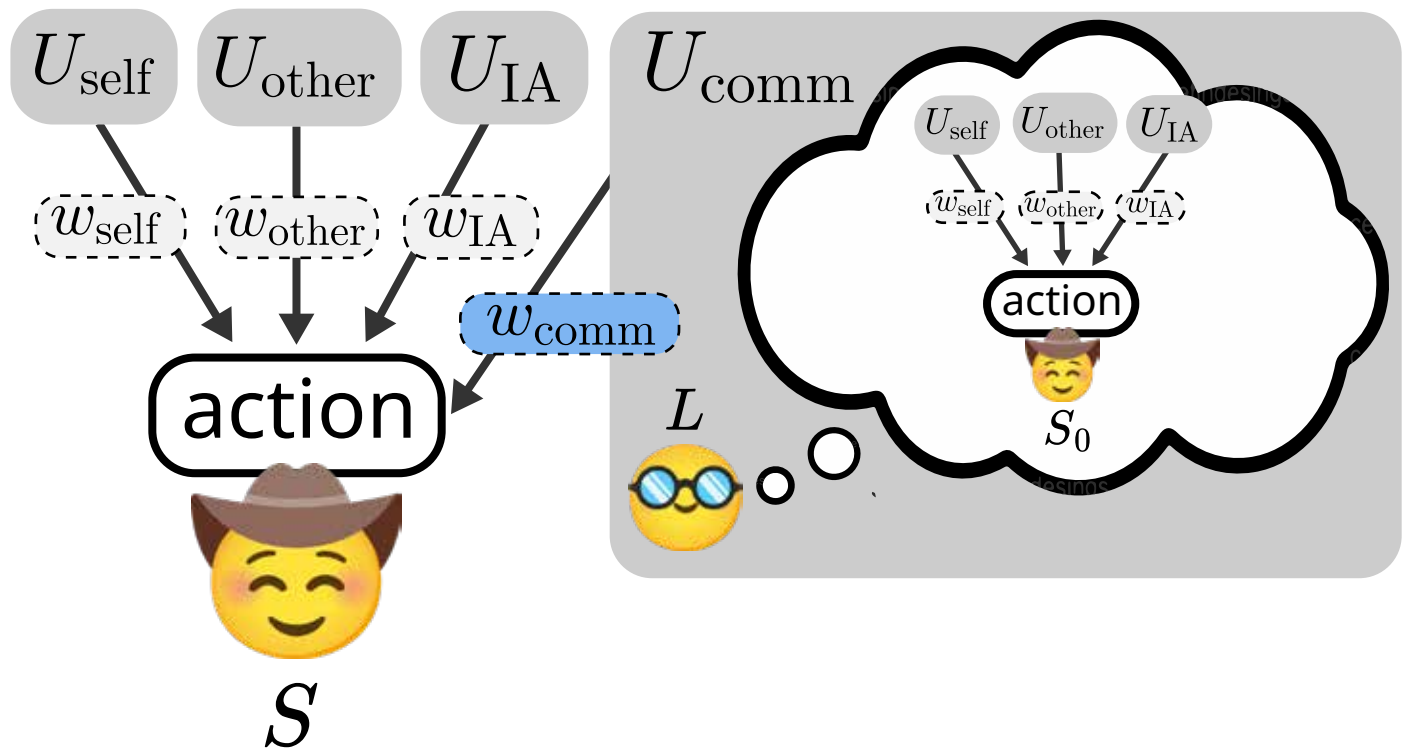


A and B
alternate



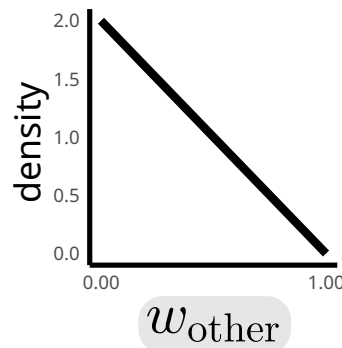
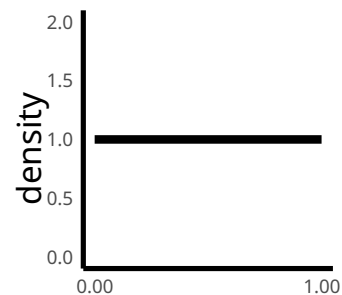
A repeated
generous

A



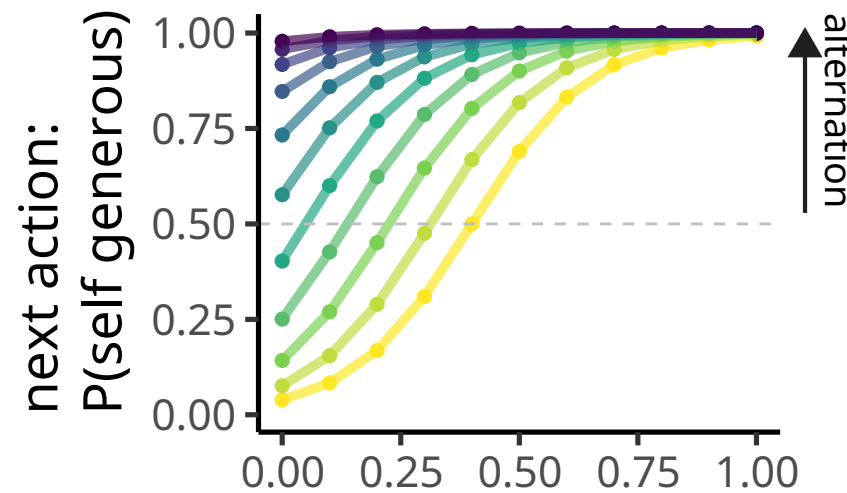
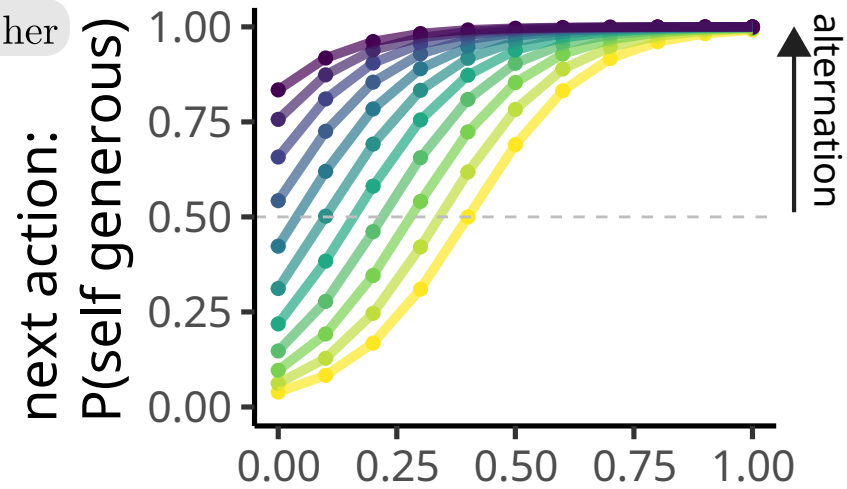
B

listener's prior
on speaker's w_{other}

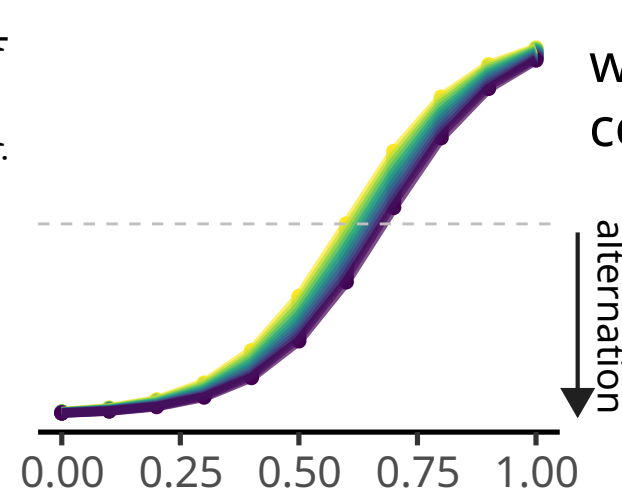
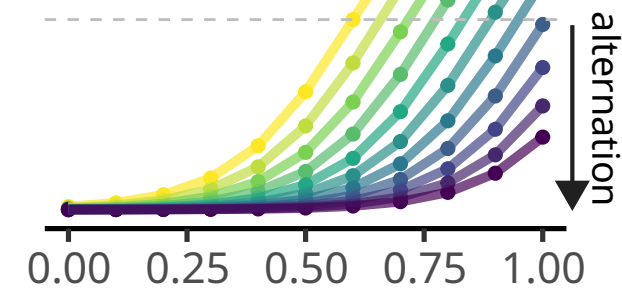


next action:
P(self generous)

next action:
P(self generous)



previous action:
self generous



weight on other benefit w_{other}

weight on
communication