

Variable Descriptions (TOM_data.dta):

id – unique participant identifying variable

otherplayerid – Unique Other player (or opponent's) id

groupid – unique group identifier for players (players were paired up so each pair has a unique group identifier)

Treatment – 0 for Control and 1 for Treated participant

PGGbelief – Beliefs about how much opponent will contribute in PGG

contribution – Player's own contribution in PGG

otherplayercon – Opponent's actual contribution in PGG

bonustask1 – takes value 1 if PGGbelief = otherplayercon and 0 otherwise

Profit1 – Player's earnings from PGG in EP

moneybelief – Beliefs about opponent's choice in 11-20 game

moneyrequest – Player's own choice in 11-20 game

otherpayerreq – Opponent's actual choice in 11-20 game

bonustask2 – takes value 1 if moneybelief = otherpayerreq and 0 otherwise

Profit2 – Player's earnings from 11-20 money request game in EP

correctEyes - correct number of answers in Eyes Test out of 36

ProfitEyes – Earnings from Eyes Test

correctRaven - correct number of answers in Raven Test out of 30

ProfitRaven – Earnings from Raven Test

OwnRavenbelief – Beliefs about own performance in Raven Task (out of 30)

pr1 – pr44 – Answers to personality questionnaire (BFI)

I see myself as someone who...

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
Is talkative	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tends to find fault with others	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Does a thorough job	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Is depressed, blue	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Is original, comes up with new ideas	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is reserved	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is helpful and unselfish with others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Can be somewhat careless	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Is relaxed, handles stress well	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

I see myself as someone who...

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
Is curious about many different things	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is full of energy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Starts quarrels with others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is a reliable worker	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Can be tense	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is ingenious, a deep thinker	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Generates a lot of enthusiasm	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Has a forgiving nature	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tends to be disorganized	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

I see myself as someone who...

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
Worries a lot	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Has an active imagination	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tends to be quiet	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is generally trusting	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tends to be lazy	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is emotionally stable, not easily upset	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is inventive	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Has an assertive personality	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Can be cold and aloof	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

I see myself as someone who...

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
Perseveres until the task is finished	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Can be moody	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Values artistic, aesthetic experiences	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is sometimes shy, inhibited	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is considerate and kind to almost everyone	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Does things efficiently	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Remains calm in tense situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Prefers work that is routine	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is outgoing, sociable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

I see myself as someone who...

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
Is sometimes rude to others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Makes plans and follows through with them	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gets nervous easily	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Likes to reflect, play with ideas	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Has few artistic interests	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Likes to cooperate with others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is easily distracted	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Is sophisticated in art, music, or literature	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

opb1 – opb11 – Player's beliefs about the player's (or opponent's) personality

Please pick an option next to each statement to indicate the extent to which you agree or disagree with the statement **regarding the other player**.

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
1. The other player is reserved	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. The other player is generally trusting	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. The other player tends to be lazy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. The other player is relaxed, handles stress well	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. The other player has few artistic interests	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. The other player is outgoing, sociable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

Please pick an option next to each statement to indicate the extent to which you agree or disagree with the statement **regarding the other player**.

	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree Strongly
7. The other player tends to find fault with others	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. The other player does a thorough job	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. The other player gets nervous easily	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. The other player has an active imagination	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
11. The other player is considerate and kind to almost everyone	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

OK

Ravenbelief - beliefs about opponent's performance in Raven test (out of 30)

r1 - r30 – Risk aversion questionnaire (DOSPERT)

Please indicate the likelihood that you would engage in the described activity or behaviour if you were to find yourself in that situation.

	Extremely Unlikely	Moderately Unlikely	Somewhat Unlikely	Not Sure	Somewhat likely	Moderately likely	Extremely likely
Admitting that your tastes are different from those of a friend	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Going camping in the wilderness	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Betting a day's income at the horse races	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investing 10% of your annual income in a moderate growth mutual fund	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Drinking heavily at a social function	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Taking some questionable deductions on your income tax return	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Disagreeing with an authority figure on a major issue	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Betting a day's income at a high-stake poker game	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Having an affair with a married man/woman	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Passing off somebody else's work as your own	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

Please indicate the likelihood that you would engage in the described activity or behaviour if you were to find yourself in that situation.

	Extremely Unlikely	Moderately Unlikely	Somewhat Unlikely	Not Sure	Somewhat likely	Moderately likely	Extremely likely
Going down a ski run that is beyond your ability	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investing 5% of your annual income in a very speculative stock	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Going whitewater rafting at high water in the spring	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Betting a day's income on the outcome of a sporting event	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Engaging in unprotected sex	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Revealing a friend's secret to someone else	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Driving a car without wearing a seat belt	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Investing 10% of your annual income in a new business venture	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Taking a skydiving class	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Riding a motorcycle without a helmet	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

Please indicate the likelihood that you would engage in the described activity or behaviour if you were to find yourself in that situation.

	Extremely Unlikely	Moderately Unlikely	Somewhat Unlikely	Not Sure	Somewhat likely	Moderately likely	Extremely likely
Choosing a career that you truly enjoy over a more prestigious one	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speaking your mind about an unpopular issue in a meeting at work	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sunbathing without sunscreen	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bungee jumping off a tall bridge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Piloting a small plane	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Walking home alone at night in an unsafe area of town	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Moving to a city far away from your extended family	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Starting a new career in your mid-thirties	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Leaving your young children alone at home while running an errand	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Not returning a wallet you found that contains £200	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OK

ravenbeliefbonus – takes value 1 if beliefs about opponent’s performance in Raven test is correct and 0 otherwise

ravenbonus – takes value 1 if OwnRavenbelief = correctRaven and 0 otherwise

age – How old are you? (in years)

yearstudy – What is your year of study? (1, 2, 3, Post-graduate, Other)

gender – What is your gender? (M, F, Other, Prefer not to say)

nationality - What is your nationality?

language - Is English your native language? (Yes, No). 0 is Yes and 1 is No i.e. 1= non-native English speaker, 0= native English speaker

namedegree - What is your current degree course?

quantitative - Would you consider your degree mostly: (quantitative, qualitative)

gametheory - Have you ever taken any game theory modules/ courses? (Yes, No)

lifesatisfaction - How dissatisfied or satisfied are you with your life in general? (Not Satisfied at all, Rather Unsatisfied, Slightly Unsatisfied, Neither Satisfied nor Unsatisfied, Slightly Satisfied, Rather Satisfied, Completely Satisfied)

personalitybonus – Bonus from personality belief questions

Bonus – Total bonus earnings of subject (in £)

Earnings – Total earnings of subject (in £)

seq – order of play. seq = 0 if PGG is played first (Order 1), seq = 1 if 11-20 money request games is played first (Order 2).

extraversion, agreeableness, conscientiousness, neuroticism, openness – Player's personality scores (computed from answers to p1-p44)

pextraversion, pagreeableness, pconscientiousness, pneuroticism, popenness – Player's beliefs about the other player's (or the opponent's) personality (computed from answers to opb1 – opb11)

Assertiveness, Activity, Altruism, Compliance, Order, Selfdiscipline, Anxiety, Depression, Aesthetics, Ideas – Player's facet scores (computed from answers to p1-p44)

ethical, financial, health, recreation, social – domain scores for risk aversion measure of the player (computed from answers to r1-r30; refer to how DOSPRT is calculated)

riskavr – risk aversion score of the player (computed from answers to r1-r30, note that r1-30 gives measure of risk seeking, so all scores had to be reversed and then the average of these 30 reverse scores is the risk aversion score of the player)

Additional variables in TOM_data_chat.dta:

Note that this dataset contains data for the Treatment group subjects only, as they communicated with their partners via a chat box on their screens.

groupid – unique group identifier for players (players were paired up so each pair has a unique group identifier). There are 168 treatment group subjects. Hence there are 84 unique group ids.

number_of_tokens – number of words spoken by the player

conc – concreteness rating of the language used by the player

valence – valence rating of the language used by the player

arousal – arousal rating of the language used by the player

dominance – dominance rating of the language used by the player

aoa – age of acquisition rating of the language used by the player

humor – humour rating of the language used by the player

firstspeaker – a dummy variable which takes values 1 if the player started the chat with their partner and 0 otherwise

opnumber_of_tokens, opconc, opvalence, oparousal, opdominance, opaoa, ophumor – the other player's language ratings i.e. the language characteristics of the opponent the player was paired with in the treatment group