Appendix: Data

The (5, 7)-game Message treatment

In the tables below: R = *Roll*, D = *Don't*. We classify messages as HR = Promise High &*Roll*, IHR = Implicit promise High & *Roll*, LD = Promise Low, then *Don't*, ILD = Implicit promise Low, then *Don't*, PH = Promise High, PL = Promise Low, PNS = Promise not selfish, PD = Promise *Don't*, E = Empty Talk, and N = No Message. This classification scheme maps onto the scheme in the text as follows: 1) HR, IHR, and PH are considered to be HR-messages, 2) LD, ILD, PD, and PNS are considered to be LD-messages (promises one will choose *Don't* or not be selfish only really make sense for a low-talent agent), and 3) E and N are considered to be Silence.

Session	ID(B)	Message	Class	Type	A	B
1	1	Hi☺, Choose IN and you'll receive $7 in addition to the show up fee (For Sure).	LD	L	IN	D
1	2	-Low-type -Rolling is not for me -Choose the maximum to get the maximum return [Prisoner's Dilemma]	LD	L	IN	D
1	3	12 dollars is waiting for you ☺. I don't think I am so unlucky that I will roll a die of one. Thank you.	IHR	H	IN	R
1	4	Go with the flow. Don't think too much.	E	L	OUT	–
1	5	☺	E	L	OUT	–
1	6	HIGH risk, HIGH reward~ ☺ I trust u ☺. Have mercy pls!!!	E	H	IN	R
1	7	Hey! I am LOW please <u>choose</u> IN. I will choose DON'T ROLL. So, ME: $12 (7+5) in the end. You: $12 (7+5). Good☺?	LD	L	OUT	–
1	8	Choose IN! Definitely can earn more than $5!	E	L	IN	D
1	9	I am a high type. Therefore, choosing IN will maximise our profit.☺	HR	H	IN	R
1	10	I am LOW so choose IN and I'll choose DON'T ROLL and both of us will get $7. Awesome right. Thanks! ☺	LD	L	IN	D
1	11	LOW	PL	L	OUT	–

1	12	Please choose IN 1, If you choose IN, and ① I'm LOW, I'll choose DON'T ROLL→We both $7. ② If I'm HIGH, 1) if I choose Don't Roll, we still get $7 each. 2) if I choose roll, your expected return would be: $\frac{1}{6}\times0+\frac{5}{6}\times12=\$10$, so do I. In this case, our expected return would be both $10>$7. 2, If you choose OUT, we'll both end up with only $5. So, please choose IN! Thank you!	E	H	IN	R
1	13	Hello, Choose <u>IN</u> please. Thanks! ☺	E	L	IN	D
1	14	Hi A, I am of type <u>LOW</u>. I'm gonna choose <u>DON'T ROLL</u> so that we can each walk away with $7. So choose IN please☺. Trust me! Nash Equilibrium 5-5.	LD	L	IN	D
1	15	Hey A, Good news for you, I got number 15, which is HIGH type. That means if you choose IN, you'll have a big chance to earn more money!	HR	H	IN	R
1	16	Choose "IN" please. Let's earn more money together :-).	E	L	IN	D
1	17	Just choose IN. I'll wisely decide so that both of us will get the best outcome, depending on my type. Thanks ☺	E	L	IN	D
1	18	If I am LOW, I will choose not to roll; If I am HIGH, I will choose to roll.	E	H	IN	R
2	1	I am a low type, choose 'IN', I will choose 'Don't Roll' and we all can get $7 each. $7-$5=$2 MORE. Fair, both get same amount. Trust me. We all come here to get the $ only.	LD	L	IN	D
2	2	Please choose "IN" and "DON'T ROLL". It will be the best option for both of us ☺	ILD	L	IN	D
2	3	High Type. So the chance for u to get $0 is super low. And give a shot for $12. The p($12 for u)=5/6. I'm not that bad in dice. Or I choose "Don't Roll", which is also $7 for u. How lucky I'm high type. So grab this opportunity! Let's do this together! ☺ You have my fully trust!	PH	H	OUT	–
2	4	CHOOSE IN TO EARN MORE. (LOW TYPE_B)	PL	L	IN	D
2	5	I have <u>LOW TYPE</u> and I will choose "don't roll" if <u>you choose in</u>, so we get $7 each :)	LD	L	IN	D
2	6	Hi A ☺, Please choose IN, let's maximise our earnings! I am a HIGH TYPE☺ -B	PH	H	IN	R

2	7	Win-win situation →$17 for you: I will try to get as much $ for both of us. Choose IN.	IHR	L	IN	R
2	8	L☹W But we're gonna leave with $12! ☺ (I'm so nice)	LD	L	IN	D
2	9	I am HIGH type. So if you choose OUT we will only get $5 each. So choose IN, in which case I can choose DON'T ROLL& we will get $7 each. Even if I roll, the probability that you get $12 is more.	PH	H	IN	R
2	10	Hi I am a Low type	PL	L	OUT	–
2	11	①CHOOSE IN SO THAT YOU AT LEAST EARN $7, INSTEAD OF $5. ②YOUR CHOICE WHETHER TO 'ROLL' OR 'DON'T ROLL'. **IN**, CHOOSE THIS! =)	E	L	IN	D
2	12	Congrats! I am a high B! ☺☺ I will choose ROLL. Your expected additional pay if you choose ① OUT=$5 ② IN=$\frac{5}{6} \times \$12 = \$12$	PHR	H	IN	R
2	13	Hello! I guess its fate that I'm being paired with you, and I guess we are both here for a common reason, that is to earn money. As such, I think that the best thing that both of us could do is to try to earn as much money as we can! I have gotten the card for the HIGH type, I was thinking that if you choose IN, and I'll choose to roll (since the probability for you to win $12 is 5/6) and I believe that we will be able to win BIG MONEY here (Total payouts: $12 (yours)+$10(mine)). In this way, that's the most that we both can win out of here. Let's cooperate and work together to win BIG MONEY since we are fated to be paired together! ☺	PHR	L	OUT	–
2	14	① A-out-worst case→5-5 ②A-IN B-LOW-don't Roll→7, 7 fair B-LOW-Roll→0, 10 Not fair → A choose IN and Roll Die=2, 3,4,5,6 or Don't Roll → Fair Enough.	E	L	IN	R
2	15	I am a high type B→I will choose to roll. If you choose IN: 5/6 chance for you to win $12, 1/6 chance for you to win $0. If you choose out: 100% chance to win $5. $\frac{5}{6} \times 12 + \frac{1}{6} \times 0 = 10 > \frac{1}{1} \times 5 = 5$. YOUR CHOICE!!☺	PHR	H	IN	R

3	1	Hi A, I request you to choose "IN". If you do so, I would see to that you won't get a zero, and both of us can get extra amount. I'm sure I would play it safe for both of us. Thank you.	PNS	L	IN	D
3	2	I'm low, so if you choose IN, I'll choose DON'T ROLL so both of us will get $7	LD	L	IN	D
3	3	Hello! I got 3 which is HIGH-type ☺YAY. Just choose IN always, I will probably choose ROLL since it's 5/6 probability you get $12. It's more worth than $7, unless the dice is wonky then I'll choose to not roll. All the best, partner!	PHR	H	IN	R
3	4	I have a high type and I will roll, so you can choose IN if you like.	PHR	L	IN	R
3	5	I am feeling very high ☺ Stakes are high, choose wisely☺ LOL☺	E	L	IN	D
3	6	Choose IN →Don't ROLL.	ILD	H	OUT	–
3	7	Hey there, I will roll when it's HIGH, so pls go all in! Don't be afraid because your chance of getting a 0 is not large (~16%) when it's high. If it's low, I won't roll. Yeah…☺	E	L	IN	D
3	8	I'll ensure a fair distribution of $.All you need to do in go IN. WIN-WIN.	PNS	L	IN	D
3	9	Hi, I want to give you a Boolean expression to solve, OR Gate expression, what is A+1=?, that is me. If you are into the game, we both won't get AND Gate expression A·0=?	E	H	IN	R
3	10	Please choose 'IN' to receive more than $5. We will both get $7 instead of $5.	PD	L	IN	D
3	11	Hi! I am High type ☺Let's play the game and see if you are lucky. :)	PHR	L	OUT	–
3	12	–	N	H	IN	R
4	1	You choose in, I will choose Don't Roll. Then we can both have $7.	PD	L	IN	D
4	2	Choose IN okay, don't worry I'm nice ☺	PNS	L	IN	D
4	3	I'm high type, so choose in☺ I will probably roll, so there's an 80% chance of you getting $12.	PHR	H	IN	R
4	4	I'd hope you choose in. LOL. No point trying convince you. I'm HIGH anyway.	PH	L	IN	R
4	5	Feeling tired today, ☺ but hope you have a good day today, &win some moolah! Cheers!	E	L	IN	R

4	6	Hi A, I am a HIGH type B. Since there is a 5/6 chance for you to earn $12, I am going to roll the die. Although in the end I will get $10 anyways, I feel that you would prefer a gamble for $12. Good luck!	PHR	H	IN	R
4	7	Choose IN and we'll both benefit.	E	L	IN	D
4	8	Choose whatever you really want.	E	L	IN	R
4	9	HI, I GOT HIGH TYPE. IF U CHOOSE IN, BOTH OF US CAN GET MAX PAYOFF.	PH	H	IN	R
5	1	I am B with low type. You can choose IN. I will be choosing Don't Roll, so that we both can get $7 each.	LD	L	IN	D
5	2	Hi ☺, I've tried but I'll make sure our time here is not wasted!!	E	L	IN	D
5	3	Choose IN & I will do my best for your high pay. ☺ Let's get high pay together.	E	H	IN	R
5	4	Hello! I think we would both be better off if you choose "IN" as both our payoffs will be higher! And for that, promise to act in your best interest! I won't be rolling the dice. Thank you!	PNS	L	IN	R
5	5	Hi A, It would be beneficial for both of us if you choose IN and I choose not to roll, we will each then be able to get an additional amount of money. So that will be mutually beneficial to both of us.	PD	L	IN	D
5	6	High, will roll-shouldn't be unlucky :) Don't choose out!	IHR	H	IN	R
5	7	You might not get any money if I choose ROLL. But I may choose not to roll since I believe I am quite kind. Furthermore, choosing not to roll will be a better option for the greater good. So, I will not roll the option.	ILD	L	IN	D
5	8	Hello!!!	E	L	OUT	
5	9	Yay Free Money	E	H	OUT	
5	10	I am a low type and would choose Don't Roll. You could choose out if you want to play safe though.	LD	L	IN	D
5	11	IF YOU CHOOSE 'IN', I SHALL MAXIMISE YOU PAYOUT.	E	L	IN	D
5	12	I win, you WIN.	E	H	IN	R

The (5, 7)-game No-Message Treatment

Session	ID(B)	Type	A	B
1	1	L	IN	D
1	2	L	IN	R
1	3	H	IN	R
1	4	L	IN	D
1	5	L	OUT	–
1	6	H	OUT	–
1	7	L	IN	R
1	8	L	IN	R
1	9	H	IN	R
1	10	L	IN	D
1	11	L	IN	D
1	12	H	IN	R
1	13	L	IN	R
1	14	L	IN	D
1	15	H	OUT	–
2	1	L	IN	D
2	2	L	IN	R
2	3	H	IN	R
2	4	L	IN	R
2	5	L	IN	R
2	6	H	IN	R
2	7	L	OUT	–
2	8	L	IN	R
2	9	H	OUT	–
2	10	L	OUT	–
2	11	L	IN	D
2	12	H	OUT	–
2	13	L	IN	R
2	14	L	OUT	–
2	15	H	OUT	–
2	16	L	OUT	–
3	1	L	OUT	–
3	2	L	OUT	–
3	3	H	OUT	–
3	4	L	IN	R
3	5	L	IN	D
3	6	H	IN	R
3	7	L	IN	D
3	8	L	IN	D
3	9	H	OUT	–
3	10	L	OUT	–
3	11	L	OUT	–
4	1	L	IN	R
4	2	L	OUT	–

4	3	H	IN	R
4	4	L	OUT	−
4	5	L	IN	D
4	6	H	IN	R
4	7	L	IN	R
4	8	L	OUT	−
4	9	H	IN	R
4	10	L	OUT	−
4	11	L	IN	D
5	1	L	OUT	−
5	2	L	OUT	−
5	3	H	OUT	−
5	4	L	OUT	−
5	5	L	IN	R
5	6	H	IN	R
5	7	L	IN	R
5	8	L	IN	D
5	9	H	IN	R
5	10	L	IN	R
5	11	L	IN	R
5	12	H	IN	R
5	13	L	OUT	−