



"Globalization, Cooperation & Social Identity" project [↗](#)

Version 3

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[dx.doi.org/10.17504/protocols.io.wmhfc36](https://doi.org/10.17504/protocols.io.wmhfc36)

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ABSTRACT

We present the protocol of international economics experiments conducted to study the relationship between globalisation, social identity and propensity to cooperate. We developed a scale of individual-level globalisation and three scales of local, social and global social identity. Three experimental decisions in social dilemmas measured the propensity to cooperate at the local, national and global level. Participants were about 200 adults from six countries (the US, Italy, Russia, Argentina, South Africa and Iran).

Articles from this research have been published as:

- Grimalda G, Buchan N, Brewer M (2018). [Social identity mediates the positive effect of globalization on individual cooperation: Results from international experiments](#). PLoS ONE 13(12): e0206819. <https://doi.org/10.1371/journal.pone.0206819>.

- Buchan N, Brewer M, Grimalda G, Wilson R, Fatas E, Foddy M (2011). "[Global Social Identity and Global Cooperation](#)", *Psychological Science*, 22(6): 821-828. Doi: 10.1177/0956797611409590.

- Buchan N, Grimalda G, Wilson R, Brewer M, Fatas E, Foddy M (2009) "[Globalization and Human Cooperation](#)", *Proceedings of the National Academy of Sciences of the USA*, 106 (11): 4138-4142. (doi: 10.1073/pnas.0809522106).

EXTERNAL LINK

<https://doi.org/10.1371/journal.pone.0206819>

THIS PROTOCOL ACCOMPANIES THE FOLLOWING PUBLICATION

Grimalda G, Buchan N, Brewer M (2018) Social identity mediates the positive effect of globalization on individual cooperation: Results from international experiments. PLoS ONE 13(12): e0206819. doi: [10.1371/journal.pone.0206819](https://doi.org/10.1371/journal.pone.0206819).



Consent form Sonoco_IB-letterhead.pdf



Questionnaire and notes on construction of Individual Globalization Index.pdf



Experiment protocol.pdf

PROTOCOL STATUS

Working

We use this protocol in our group and it is working

- 1 Country selection** aimed to maximise dispersion across the 3 dimensions (economic, social and political) of a country-level globalisation scale.
- 2** We targeted samples of **200 adults in each country** (US, Italy, Russia, Argentina, South Africa, Iran), equally distributed across 18 demographic categories. Such categories were obtained by crossing 3 dimensions: age ([18-35], [36-55], [56-75]), gender (2 groups) and socio-economic status (low/medium/high). This **quota sampling technique** permitted cross-country comparability. Samples were generally concentrated in a large city and towns and villages lying within a 200km radius. This variety of urban environments permitted the maximisation of exposure to globalisation. Because of logistical constraints this approach was not possible in Iran (where participants

came from the largest and the fifth largest city in the country) and South Africa (where participants came from 4 districts of Johannesburg).

- 3 **Recruitment** of participants was commissioned to polling companies in 3 countries (Italy, Russia, Argentina), or through advertisements in other 2 countries (US and South Africa). Due to security concerns, recruitment had partly to rely on "word of mouth" in Iran.
- 4 Participants were asked to convene at research venues in groups ranging in size from 10 up to 20. A native speaker conducted the sessions with the help of local assistants. Participants were assigned a numeric research ID and were explained 3 **experimental decisions**. After completing a comprehension check, participants made their decisions. Participants would put paper tokens representing money into different envelopes that had the participant's session ID printed on them. Privacy of decisions was ensured in all venues.
- 5 Participants filled out a **questionnaire**. Answers were given privately, but assistants read out questions to illiterate participants. Assistants collected envelopes and entered participants' decisions into electronic worksheets. An electronic algorithm matched a participant's decision with those of other participants. This determined participants' **payoffs**. Assistants put individual payoffs into envelopes where participant's ID was printed. After participants ended their questionnaire, they would receive the envelopes with their payoffs. Neither payoffs nor decisions were ever matched with participants' personal identity.



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