	No Info	Range Info	Exact Info
Info about opponent	Nothing	Truthful range	Exact values
Buyer told about seller	—	"Cost is 30–50"	"Cost is $40"
Seller told about buyer	—	"Value is 45–75"	"Value is ${{buyer_value}}"
Rounds	6	6	6
Turn structure	Alternating (AI first)	Alternating (AI first)	Alternating (AI first)
Payoffs	Buyer: value − price Seller: price − cost No deal: $0	Same	Same
AI goal	Max earnings (never < cost)	Same	Same
Sim human goal	Max earnings (never > value)	Same	Same
seller_cost	Fixed $40	Fixed $40	Fixed $40
buyer_value (ZOPA)	50(*tight*)/65 (wide)	50(*tight*)/65 (wide)	50(*tight*)/65 (wide)

Yellow = treatment manipulation (differs across conditions) | White = held constant