

	No Info	Range Info	Exact Info
Buyer info about seller	Nothing	Cost is 35–50	Cost is exactly \$40
Seller info about buyer	Nothing	Value is 38–55	Value is exactly \$X
Seller cost	\$40 (fixed)	\$40 (fixed)	\$40 (fixed)
Buyer value	42 or 45	42 or 45	42 or 45
ZOPA	2 or 5	2 or 5	2 or 5
Max rounds	3	3	3
AI goal	Max earnings	Max earnings	Max earnings
Valid prices	0–100	0–100	0–100

Yellow = treatment manipulation (differs across conditions)