

## Instructions for experimenter

### 1. LEGO

This is Alan and this is Pam. Can they see each other? Why?      YES      NO

### 2. BACKWARD INDUCTION: INDIVIDUAL (re-do if wrong)

- You have **two RED** tokens and **one YELLOW** token. You have to put them here. When you put one it falls down. See?

Ok. You have to put all the tokens. You win if you do not put two tokens of the same color next to each other. You lose if you do not put two tokens of the same color next to each other Think about it because once you put a token, you cannot take it back.

- Good. Now you have to do it again but now you have 5 tokens: **three YELLOW** tokens and **two RED** tokens. Do you want to try?

### 3. BACKWARD INDUCTION: GAME (re-do if wrong)

You and I are going to play a game now. Do you want to? Ok, You have **three** tokens and I have **two** tokens. The colors don't matter now. We are going to take turns and put tokens here. You can put as few or as many as you want. Then I put tokens, then you put tokens, then I put tokens and so on.

Now, whoever is last to put a token wins. So, if I have a token when you have none left I win because I am the last one to put a token. And if you have a token when I have none left, you win. Do you understand? Ok, think about what to do. You start.

### 4. CONSERVATION: HYPOTHETICAL

Look at these two lines of lego blocks.

[GREEN – YELLOW – ORANGE – BLUE – WHITE]

[BLUE – WHITE – BEIGE – GREEN – ORANGE – YELLOW]

- Which one has more blocks?      5 (short)      6 (long)
- [spread] And now, which one has more blocks?      5 (long)      6 (short)



## 5. CONSERVATION: REVEALED

Look at these two lines of elastic bands. Do you like them? Suppose you could keep one of them.

[BLUE – PINK – GREEN – RED – YELLOW]

[RED – GREEN – PURPLE – BLUE – YELLOW – PINK]

- Which line of bands you like more? 5 (short) 6 (long)

[spread] Now we are going to do it for real. You are going to choose one line. I am going to put them in this bag and it is going to be for you to bring home. Would you like that? Ok think about which line you like best.

- Which one do you want to bring home? 5 (long) 6 (short)



## Data collection form

**Name:**

**Class:**

**D.O.B.:**

**Older siblings:**

**Younger siblings:**

### 1. LEGO

Can they see each other?      YES              NO

Why?

### 2. BACKWARD INDUCTION: INDIVIDUAL

**Two RED** and **one YELLOW**.      SEQUENCE:

Why?

If repeated, SEQUENCE:

**Three YELLOW** and **two RED**.      SEQUENCE:

Why?

If repeated, SEQUENCE:

### 3. BACKWARD INDUCTION: GAME

SEQUENCE:

Why?

If repeated, SEQUENCE:

### 4. CONSERVATION: HYPOTHETICAL (lego)

5 (short)              6 (long)              -----              5 (long)              6 (short)

Why (look for strategy)?



Los Angeles Behavioral Economics Laboratory  
in honor of Jean-Jacques Laffont

## 5. CONSERVATION: REVEALED (toys)

5 (short)

6 (long)

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5 (long)

6 (short)

Why (look for strategy)?