Ultimatum Game Instructions Proposers

Please read the following very carefully, and ask the researcher if you have any questions.

In this experiment, you will be playing the ultimatum game for real money. In this game, you will be playing as the proposer. This means that, on every trial, you will have a 20 monetary unit (MU) endowment (20 MU = €2.50). With this endowment, you will make a take-it-or-leave-it offer to the other player – the responder. The responder will either accept your offer, in which case both you and the responder keep whatever money you have proposed, or reject the offer, in which case both you and the responder receive 0 MU for that trial. Both your identity, and that of the responder, will remain hidden.

You will be playing in two different conditions: a social, and a non-social.

In the social condition, you will be making offers to other individuals who have already stated whether they would accept or reject the offer that you are making. In other words, we asked individuals whether they would accept or reject every possible offer, and are using their responses in the current experiment. Therefore, you are playing against the real decisions of real people in response to your offers. After we have collected the data for this study, these individuals will be paid based on the offers that you make as well as the offers that they said they would accept. Importantly, we practice no deception in this lab, the offers that you make will affect other individuals, and the responses that you receive in the social condition do reflect the decisions of other individuals.

In the non-social condition, you will be making offers to computer generated lotteries with probabilities programmed to match human decision-making. In other words, you will be playing against a computer program that is programmed to accept or reject offers in a way similar to a human. However, in this condition your offers will not affect the payment of other individuals.

In both conditions, you will be playing against individuals (either real or programmed, depending on the condition) who come from 3 different groups. The different groups are all labeled with different shapes: a triangle, a square, and a circle. In the social condition, these are all solid shapes, and in the non-social condition, these are all empty shapes. Additionally, the condition will be at the top of the screen during each offer made.

At the end of this task, 2 trials will be randomly selected for your extra payment.