

SCRIPT: THE LANGUAGE GAME

PREPARATION OF THE EXPERIMENT

Material needed:

- *Sticky notes (for ID numbers)*
- *20 Counters*
- *Two small boxes*
- *Envelopes*
- *Money*
- *Paper and Pen, data entry sheet*

BRIEF EXPLANATION FOR EXPERIMENTERS ONLY:

We will play a public goods game in Luganda or Lugisu (randomly determined). Each subject will play it only once in one language and it is important that we don't draw extra attention to the fact that two different languages are used. This means all communication in a session must take place in the language of that session (even between experimenters). We need an even number of players in each session as players are paired; each subject is randomly allocated to either send or receive a pre-written message to/from their partner. It is important that subjects do not know who their partner is.

AS SUBJECTS ARRIVE

When people enter the meeting room, they are asked for their name. We have a list of invited candidates. Their name is marked and they are given a sticker with an identity number, which we ask them to stick on their shirt.

We will also give them a game ID sticker (1-32) for this specific game. We randomly match subjects beforehand, but odd numbers (game ID) are senders of the messages and so must be called first.

It is explained that this identity number is unique and allows us to identify them during the exercise while guaranteeing complete confidentiality. This is important, as they are able to earn real money in the exercise. They are asked to take a seat in the meeting room. Further instructions are given once sufficient people have shown up.

FORMAL INTRODUCTION

Welcome. Thank you for taking the time to come today. *[Introduce Experimenters and Assistants]* Later, you can ask any of us questions during today's programme. For this raise your hand so that we can come and answer your question in private.

We have invited you here today, because we want to learn about how people in this area take decisions. You are going to be asked to take decisions about money. The money that results from your decisions will be yours to keep.

What you need to do will be explained fully in a few minutes. But first we want to make a couple of things clear. First of all, this is not our money. We belong to a university, and this money has been given to us for research. Second, participation is voluntary. You may still choose not to participate in the exercise. Third, this is research about your decisions. Therefore you cannot talk with others. This is very important. I'm afraid that if we find you talking with others, we will have to send you home, and you will not be able to earn any money here today. Of course, if you have questions, you can ask one of us. We also ask you to switch off your mobile phones.

Make sure that you listen carefully to us. You will be able to make a good amount of money here today, and it is important that you follow our instructions. During today's programme, you will be asked to make 1 decision, which will be explained to you very clearly. Now, before we explain what you need to do, it is really important to bear one more thing in mind. You will be asked to take decisions that are not a matter of getting it right or wrong; they are about what you prefer. However, it is important to think seriously about your choices because they will affect how much money you can take home.

EXPLAINING THE GAME

You have randomly been paired with someone else for this experiment. This was done by computer before you came today. You will not find out the identity of your partner, and they will not find out any information about you. All decisions are anonymous. However, we can tell you that your partner also lives in this area, in the Nakaloke sub-county [emphasise]. I will explain the decision now, and then each person will go into a separate room in order to make their decision in private. Any questions that you have can be answered in the private room. We will also ask you a few questions after you have made your decision, but those questions have no effect on how much money you will be paid.

You will be given 8,000 Ugandan shillings, and you can decide what to do with it. First we will demonstrate the decision using real money, but you will make the decision using counters. You will be given a private envelope. You can decide to place your money in a private envelope; this is your money to take home with you. There is also a common box, which both you and your partner can put money in. We will add half of the money in the box. It will then be shared equally between the two players. For example, imagine that experimenter 2 is paired with LC1 chairman. They would not see each other, or know who they are paired with. Let us give 4 examples. [Demonstrate with real money]

1. Imagine that when Experimenter 2 makes his choice, he chooses to put nothing in the common box, and everything in the private envelope. And imagine that the LC1 chairman puts nothing in the common box. If they do this, they both go home with 8,000 shillings.
2. Now imagine that when Isaac makes his choice, he chooses to put nothing in the common box, and everything in the private envelope. And imagine that the LC1 chairman puts everything in the common box. If they did this, Isaac would go home with 14,000 and the LC1 chairman would go home with 6,000,
3. Now imagine the LC1 chairman puts nothing in the common box, and Isaac put everything in the common box. This time the LC1 chairman goes home with 14,000 and Isaac with 6,000.
4. Now imagine that when Experimenter 2 makes his choice, he chooses to put everything in the common box, and nothing in the private envelope. And imagine that the LC1 chairman also puts everything in the common box. If they do this, they both go home with 12,000 shillings.

These are just examples, you can decide what you prefer. When you make the decision we will use counters – you will get 20 counters which are each worth 400 shillings. In total this means you have 8,000 shillings. Don't worry – these will count for real money at the end of the experiment, just like in our example. You are free to divide your counters however you want – any number from 0 to 20. You will now be called into the private room where we can answer any questions and you can make your decision.

Call the subjects through in random order. Note that the senders of messages (odd number game ID) must be called through first, and the receivers (even number game ID) must be called second.

WITH EXPERIMENTER 1: CONTROL QUESTIONS

First, do you have any questions about the experiment? [Answer any questions.]

Control questions:

1. What happens with any money you decide to put in your private envelope?
2. How much is added to any money you and your partner put in the common box?
3. And after half is added, how do we split the money in the common box between you and your partner?

[Answer any questions the subject has. If a subject is not clear or gets a question wrong, ask what is not clear and explain.] **Record if control questions right/wrong.**

SEND/RECEIVE SIGNAL

[...with one experimenter] Before you make a decision....

[For Senders]	[For Receivers]
<p>...we would like to give you the opportunity to send your partner a message. You can choose one of two statements:</p> <ol style="list-style-type: none">1. "Let us both put everything into the box. That way we can both earn more money."2. "I won't put anything into the box. Let us each keep what we have." <p>Which one would you like to send?</p> <p>[Record their decision of which message to send, they must send one message or the other. If they are reluctant to do so, note this down.]</p>	<p>...we have a message from your partner. Unfortunately, you cannot send them a message. Your partner says:</p> <p>[read statement 1 or 2 from a piece of paper, without letting the subject see the piece of paper.]</p>
<hr/> You may now go through to the next experimenter.	

WITH EXPERIMENTER 2: DECISION

Here are 20 counters: you can split the counters however you want: any number from 0 to 20. Each counter is worth 400 Ugandan shillings: in total you have 8,000 shillings. How many counters would you like to put in the common box, and how many would you like to put in the private envelope?

[Record the decision of how many shillings they want to put in the common box. They must place all the money in either the common box or their private envelope.]

QUESTIONS AFTER THE DECISION

Before you go back to the main room, we would like to ask a few general questions, to understand more about the people that live in the Nakaloke sub-county. All information is anonymous, will not affect your earnings and is given voluntarily. If you wish not to answer a question, you are allowed to skip it.

1. How long have you/your family lived in Nakaloke sub-county?
2. What tribe are you?
3. What tribe is your mother, spouse and children (if any)?
4. What proportion of Nakaloke sub-county are from the same tribe as you? [very few, few, some, most, all]
5. Which languages can you understand?
6. Which languages can you speak?
7. Which language(s) do you speak at home? If multiple, which one do you speak most?
8. What proportion of Nakaloke sub-county speak the same language in their home as you do in your home? [very few, few, some, most, all]

Thank you very much for your answers. You may go back to the waiting room now.

FINAL INSTRUCTIONS

“Thank you, you have now all completed all of the tasks. We now invite you to come forward, one by one, to collect up your earnings. Thank you for coming today, your participation has been greatly appreciated.”