**Instructions**

Welcome! This is an experiment on group decision-making. Please read the following instructions carefully.

In the experiment, please do not communicate with other participants during the experiment. If you have a question at any time raise your hand and the experimenter will come to your desk to answer it. Please switch off your mobile phone or any other devices which may disturb the experiment. Please use the computer only for entering your decisions. Please only use the computer program provided to you, do not start or end any programs, and do not change any settings.

In this experiment you will be able to earn real money. The amount of money you earn will depend on your decisions in the experiment. In the experiment, you will earn “tokens”. At the end of the experiment, your tokens will be converted to Euros, at an exchange rate of 1 token = 0,07 €.

The experiment consists of two parts. A computer will randomly decide whether part one or part two will be paid out.

At the beginning of Part 1, all participants are randomly divided into groups of four. The composition of the groups will not change during this part of the experiment. Part 1 consists of 10 rounds. Each round proceeds as follows:

* At the beginning of the round, you receive an endowment of 20 tokens.
* Then you decide how much of this endowment you would like to invest into a group account and how much to keep for yourself. You can contribute any amount from 0 to 20 tokens to the group account. At the same time the other group members make the same decision.
* After all group members made their choice, the sum of all contributions to the group account is calculated. This sum is multiplied by 2, and is then evenly distributed across all group members.
* Thus, your round payoff equals

**2 × (sum of contributions to the group account)**

**(20 – your contribution) + --------------------------------------------------------------**

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The income of each group member is calculated in the same way.

* All participants are informed about the sum of contributions to the group account, and their own payoff. This ends the round, and a new round begins.

Your payoff from Part 1 is the sum of your payoffs from all 10 rounds.

You will receive instructions for Part 2 on screen after you have finished Part 1.

**2nd half instructions (on screen)**

**Instructions for Part 2 of the experiment**

Now starts Part 2 of the experiment. Please remember that you will be either paid for Part 1 or Part 2 of the experiment.

In Part 2 you will make the same decisions as in Part 1, again over 10 rounds. All the payoff rules stay the same. However, participants are randomly regrouped for the next 10 rounds. You will therefore interact in the next 10 rounds with three new participants you haven’t interacted with before. You will remain in this new group for all 10 rounds.

<Static norm>

Typically, participants contribute between 10 % and 40 % in those kinds of experiments. Thus, participants contribute little to the group account.

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Work together with your group members and help to break the negative pattern!

<Dynamic norm>

Typically, participants start to contribute about 40 % and end with contributing about 10 % in those kinds of experiments. Thus, participants contribute less and less to the group account.

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Work together with your group members and help to break the negative pattern!

Click “Next” once you are ready to enter the second part of the experiment.