**General Instructions (printed)**

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

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. The experiment consists of two parts. A computer will randomly decide whether part one or part two will be paid out. In addition, you will receive a show-up payment of 5€.

It is prohibited to communicate with the 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.

At the beginning of part one, all participants are divided into groups of four. The composition of the groups will not change during this part of the experiment. By participating in this experiment, you earned an endowment of 20 points. One point equals 0,20 €. Each period you decide whether and how much of this endowment you would like to invest into a public account or keep for yourself. You can contribute any amount from 0 to 20 points. At the same time the other group members make the same decision. Every point invested into the public account is doubled. After every round, the public account is evenly distributed across all participants. Your own investment does not affect eligibility for receiving your part of the public account.

**How will you earn money?**

Your income from the project = 0.5 times the total contributions to the account (including

yours). Your income from a period is therefore:

**(20 – your contribution) + 0.5 × (total contributions to the public account)**

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

**See next page for examples and their respective outcomes.**

**1. No one contributes:**

If no group member contributes, each group member’s income is

**(20 – 0) + 0.5 × 0 = 20**.

**2. One group member contributes:**

If one group member contributes 100%, and the other three do not contribute, the income of the contributing group member is

(20 – 20) + 0.5 × 20 = 10,

and the income of each of the non–contributing group members is

(20 – 0) + 0.5 × 20 = 30.

**3. Two group members contribute:**

If two group members contribute 100%, and the remaining two group members do not contribute, then the income of each of the two contributing group members is

(20 – 20) + 0.5 × 40 = 20,

and the income of each of the not contributing group members is

(20 – 0) + 0.5 × 40 = 40.

**4. Three group members contribute:**

If three group members contribute 100%, then each of the contributing group member’s income is (20-20) + 0.5 x 60 = 30,

and the income of the not contributing group member is

(20 – 0) + 0.5 × 60 = 50.

**5. All group members contribute:**

If all four group members contribute 100%, then each group member’s income is

(20 – 20) + 0.5 × 80 = 40

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

Very well done! You played 10 periods and earned X points (= X €). Now we enter the second half of the experiment with another 10 periods to play. Please remember, you will be paid the money you earned from either the first 10 periods or the following 10 periods. Therefore, your decisions in the first part should not affect your decisions in the second part.

Please note: participants are regrouped for the next 10 periods. You will therefore play the next 10 periods with three new participants you haven’t played with before. You will remain in this new group for all following 10 periods. The general logic of the game remains the same.

<Static norm>

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

<Static norm + Prompt>

Typically, people contribute between 10 % and 40 % in those kinds of games. Thus, participants contribute little to the public account

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

<Dynamic norm>

Typically, people start to contribute 40 % and end with contributing 10 % in those kinds of games. Thus, participants contribute less and less to the public account.

<Dynamic norm + Prompt>

Typically, people start to contribute 40 % and end with contributing 10 % in those kinds of games. Thus, participants contribute less and less to the public account.

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

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