**Control Questions:**

*(text in italics will only appear for three stage treatments).*

1. What are you supposed to do in this experiment?
   1. Work on a task for 10 minutes.
   2. Select a bonus rate for a person who will work on a task.
   3. *Select a bonus rate for a person who will work on a task and decide whether to reward the person who will work on a task.*
   4. Select a bonus rate and work on a task.
2. What is the lowest bonus rate that can be selected? \_\_\_\_\_\_\_\_\_\_ cents
3. What is the maximum bonus rate that can be selected? \_\_\_\_\_\_\_\_ cents
4. Higher points in a task lead to higher bonus payment for both participants.
   1. True
   2. False
5. Higher bonus rate for one participant means lower bonus rate for another assuming points scored are unchanged.
   1. True
   2. False

For following questions, feel free to use the earning calculator.

1. Suppose the first participant selected a bonus rate of “0 cents for every 100 points”, the other participant scored 1500 points and *the first participant decide not to reward the second participant* then;

What will be first participant earnings? \_\_\_\_\_\_\_\_\_

What will be second participant earnings? \_\_\_\_\_\_\_\_\_\_\_

1. Suppose the first participant selected a bonus rate of “6 cents for every 100 points”, the other participant scored 2000 points and *the first participant decide to reward the second participant* then;

What will be first participant earnings? \_\_\_\_\_\_\_\_\_

What will be second participant earnings? \_\_\_\_\_\_\_\_\_\_\_