Protocols for Kuba Kingdom Paper

This document contains the English language version of the protocols used for the paper "The Evolution of Culture and Institutions: Evidence from the Kuba Kingdom". For additional details on the implementation of the experiments, see the paper and the online appendix.

Paper Citation: Lowes, Sara, Nathan Nunn, James A. Robinson, and Jonathan L. Weigel. "The Evolution of Culture and Institutions: Evidence from the Kuba Kingdom," *Econometrica*, July 2017, Vol. 85, No. 4, pp. 1065-1091.

Game 1 – Dictator Game
- Self versus same tribe (A)
- Self versus different tribe (B)
- Self versus citizen of Kananga (C)
- Self versus provincial government (T)

Game 2 – Ultimatum Game
- Self versus same tribe (D)
- Self versus different tribe (E)
- Self versus citizen of Kananga (F)

Game 3 – Resource Allocation Game
- Self versus same tribe (G)
- Self versus different tribe (H)
- Self versus citizen of Kananga (I)
- Self versus provincial government (J)

GAME 1 – DICTATOR GAME – ENGLISH

(ACTIVITIES A, B, C, T)

INTRODUCTION

[*Find a private place to meet with the same respondent whom you interviewed for the survey. It is very important that the Player will not be watched by members of his household or other people while he or she is playing the games. Set up the tent and the mat, and explain how they will be used during the games. Sit down on the mat, and say:*]

Now I will explain how to play this game. It is very important to pay attention because only those who understand the rules of the game well will be able to play.

Let me remind you that this project is completely voluntary and you are free to leave at any time if you decide that you do not want to participate in this game.

This game is played in pairs: there is a Player 1 and a Player 2. You will play with someone chosen randomly from the population of Kananga. Neither you nor I will know exactly who you are playing with. Only one person in our research office will know who plays with who, and he will never tell anyone.

I will give 1000 FC to each pair of players. Player 1 must decide how to divide the money between himself and Player 2. Player 1 must give between 0 and 1000 FC to Player 2. Player 2 takes home what Player 1 gives him, and Player 1 takes home the rest.

Now, we are going to run through some examples to show how this game can be played.

[*Take the money in your hands for these demonstrations and push the offer made to Player 2 across a line on the mat.*]

1. Here is the first example. Imagine that Player 1 chooses to allocate 900 CF to Player 2. Then, Player 2 will go home with 900 CF. Player 1 will go home with 100 CF (1000 CF minus 900 CF equals 100 CF).
2. Here is another example. Imagine that Player 1 chooses to allocate 200 CF to Player 2. Then, Player 2 will go home with 200 CF. Player 1 will go home with 800 CF (1000 CF minus 200 CF equals 800 CF).
3. Here is another example. Imagine that Player 1 chooses to allocate 500 CF to Player 2. Then, Player 2 will go home with 500 CF. Player 1 will go home with 500 CF (1000 CF minus 500 CF equals 500 CF).
4. Here is another example. Imagine that Player 1 chooses to allocate 700 CF to Player 2. Then, Player 2 will go home with 700 CF. Player 1 will go home with 300 CF (1000 CF minus 700 CF equals 300 CF).
5. Here is another example. Imagine that Player 1 chooses to allocate 0 CF to Player 2.

Then, Player 2 will go home with 0 CF. Player 1 will go home with 1000 CF (1000 CF minus 0 CF equals 1000 CF).

Now please respond to the following test questions to be sure that you have understood. Then, I will tell you if you are a Player 1 or a Player 2 and you will begin to play.

[Use the following list as test questions. The total of 5 examples and 6 test questions encompasses the complete series of possible allocations that Player 1 could make. If it is necessary to ask more test questions, start again with the first example above and write "test questions repeated" on the answer form.]

1. Imagine that Player 1 chooses to allocate 1000 CF to Player 2. How much will Player 2 go home with? [1000] And how much will Player 1 go home with? [0]
2. Now imagine that Player 1 chooses to allocate 400 CF to Player 2. How much will Player 2 go home with? [400] How much will Player 1 go home with? [600]
3. Now imagine that Player 1 chooses to allocate 600 CF to Player 2. How much will Player 2 go home with? [600] How much will Player 1 go home with? [400]
4. Now imagine that Player 1 chooses to allocate 100 CF to Player 2. How much will Player 1 go home with? [900] How much will Player 2 go home with? [100]
5. Now imagine that Player 1 chooses to allocate 800 CF to Player 2. How much will Player 1 go home with? [200] How much will Player 2 go home with? [800]
6. Now imagine that Player 1 chooses to allocate 300 CF to Player 2. How much will Player 1 go home with? [700] How much will Player 2 go home with? [300]

Now that you fully understand the game, do you still want to participate?

[*If the person indicates 'yes', administer the activities (A, B, C, & T) of the game **in the order in which they appear on your list**.*]

CONCLUSION

*[Read the conclusion only **after having administered the activities.**]*

Thank you for participating in this game. You are also a Player 2. Other Player 1s drawn randomly from the population of Kananga will give you a sum of money according to the same instructions we just followed. I will return in one or two weeks to give you this money.

[*Now start the next activity.*]

ACTIVITY A

For this activity, you are a Player 1. The Player 2 you play with will be someone from your tribe. This Player 2 will be chosen randomly from the population of Kananga, but he or she will be a member of your tribe. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to give to Player 2 in the envelope marked "My Tribe." Put the rest of the money in the envelope marked "Me." Then, seal both envelopes, keep the one marked "Me," and put the one marked "My Tribe" in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

ACTIVITY B

For this activity, you are a Player 1. The Player 2 you play with will be someone from a different tribe. This Player 2 will be chosen randomly from the population of Kananga, but he or she will not be a member of your tribe. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to give to Player 2 in the envelope marked "Other Tribe." Put the rest of the money in the envelope marked "Me." Then, seal both envelopes, keep the one marked "Me," and put the one marked "Other Tribe" in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

ACTIVITY C

For this activity, you are a Player 1. The Player 2 you play with will be someone chosen randomly from the entire population of Kananga. The tribe of this person is unknown. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to give to Player 2 in the envelope marked "Citizen of Kananga." Put the rest of the money in the envelope marked "Me." Then, seal both envelopes, keep the one marked "Me," and put the one marked "Citizen of Kananga" in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

ACTIVITY T

For this activity, you are a Player 1. The Player 2 you play with will be the Provincial Government of Kasai Occidental, which will spend the money it gets on a project to help the citizens of Kananga. You will never know the details of this project, and the government personnel will never know your identity or how much money was in this envelope.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to give to Player 2 in the envelope marked "Government." Put the rest of the money in the envelope marked "Me." Then, seal both envelopes, keep the one marked "Me," and put the one marked "Government" in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

GAME 2 – ULTIMATUM GAME – ENGLISH

(ACTIVITIES D, E, & F)

INTRODUCTION

[*Find a private place to meet with the same respondent whom you interviewed for the survey. It is very important that the Player will not be watched by members of his household or other people while he or she is playing the games. Set up the tent and the mat, and explain how they will be used during the games. Sit down on the mat, and say:]*

Now I will explain how to play this game. It is very important to pay attention because only those who understand the rules of the game well will be able to play.

Let me remind you that this project is completely voluntary and you are free to leave at any time if you decide that you do not want to participate in this game.

This game is played in pairs: there is a Player 1 and a Player 2. You will play with someone chosen randomly from the population of Kananga. Neither you nor I will know exactly who you are playing with. Only one person in our research office will know who plays with who, and he will never tell anyone.

I will provide 1000 CF to each pair of players. Player 1 must decide how to divide this money between himself and Player 2. Player 1 must offer between 0 CF and the 1000 CF (the total) to Player 2. Player 1 then has to wait while his offer is presented to Player 2.

Before receiving the offer the Player 1 has proposed, Player 2 has to state whether he would accept or reject each of the possible offers between 0 CF and 1000 CF. If Player 2 has stated that he would accept Player 1's offer, then Player 2 gets the amount of the offer and Player 1 gets the rest. If Player 2 has stated that he would reject Player 1's offer, then neither Player receives any money from this game.

Now, we are going to run through some examples to show how this game can be played.

[*Take the money in your hands for these demonstrations and push the offer made to Player 2 across a line on the mat.*]

1. Here is the first example. Imagine that Player 1 offers 900 CF to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of 900 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made, but we will not worry about that now. Because Player 2 said he would reject 900 CF, Player 1 goes home with nothing and Player 2 goes home with nothing.
2. Here is another example. Imagine that Player 1 offers 900 CF to Player 2. Now, before

hearing about this, Player 2 has stated that he would accept an offer of 900 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made, but we will not worry about that now. In this case, Player 1 goes home with 100 CF (1000 CF minus 900 CF equals 100 CF) and Player 2 goes home with 900 CF.

3. Here is another example. Imagine that Player 1 offers 200 CF to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of 200 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made. Because Player 2 said he would accept this offer, Player 1 goes home with 800 CF (1000 CF minus 200 CF equals 800 CF), and Player 2 goes home with 200 CF.

4. Here is another example. Imagine that Player 1 offers 200 CF to Player 2. But now, before hearing about this, Player 2 has stated that he would reject an offer of 200 CF from Player 1. Player 2 also stated whether he would accept or reject each of the other possible offers that Player 1 could have made. In this case, Player 1 goes home with nothing, and Player 2 also goes home with nothing.

5. Here is another example. Imagine that Player 1 offers 500 CF to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of 500 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made. Because Player 2 said he would reject an offer of 500 CF from Player, Player 1 goes home with nothing and Player 2 goes home with nothing.

6. Here is another example. Imagine that Player 1 offers 700 CF to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of 700 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made. Because Player 2 said he would accept an offer of 700 CF, Player 1 goes home with 300 CF (1000 CF minus 700 CF equals 300 CF). And Player 2 goes home with 700 CF.

7. Here is another example. Imagine that Player 1 offers 0 CF to Player 2. But this time, before hearing about this offer, Player 2 has stated that he would reject an offer of 0 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made. In this case, Player 1 goes home with nothing and Player 2 goes home with nothing.

8. Imagine now that Player 1 offers 1000 CF to Player 2. But this time, before hearing about this, Player 2 has stated that he would accept an offer of 1000 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made. Then Player 1 goes home with nothing (1000 CF minus 1000 CF equals zero) and Player 2 goes home with 1000 CF.

9. Imagine again that Player 1 offers 400 CF to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of 400 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made. Then, Player 1 goes home with nothing. And, Player 2 goes home with nothing.

10. Imagine that Player 1 offers 600 CF to Player 2. Now, before hearing about this, Player 2

has stated that he would accept an offer of 600 CF from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made. Then Player 1 goes home with 400 CF (1000 CF minus 600 CF equals 400 CF). And Player 2 goes home with 600 CF.

Now please respond to the following test questions to make sure that you have understood the game. Then, I will tell you if you are a Player 1 or a Player 2, and you will start to play the game for real.

[*Use the following list as test questions. The total of 10 examples and 6 test questions encompasses the complete series of possible choices by players 1 and 2. If it is necessary to ask more test questions, start again with the first example above, and write "test questions repeated" on the answer page.*]

Here are some test questions:

1. Suppose that Player 1 offers 100 CF to Player 2 and that, before hearing about this, Player 2 has stated that he would accept an offer of this amount. In this case, how much will Player 1 go home with? [900 CF] And how much will Player 2 go home with? [100 CF].
2. And what if, before hearing about this, Player 2 has stated that he would reject an offer of this amount. In this case, how much will Player 1 go home with? [nothing] And how much will Player 2 go home with? [nothing]
3. Now try this one. Suppose that Player 1 offers 800 CF to Player 2 and that, before hearing about this, Player 2 has stated that he would accept an offer of this amount. In this case, how much will Player 1 go home with? [200 CF] And how much will Player 2 will go home with? [800 CF].
4. And what if, before hearing about this, Player 2 has stated that he would reject an offer of this amount. In this case, how much will Player 1 go home with? [nothing] And how much will Player 2 go home with? [nothing]
5. Now try this one. Suppose that Player 1 offers 300 CF to Player 2 and that, before hearing about this, Player 2 has stated that he would reject an offer of this amount. In this case, how much will Player 1 go home with? [nothing] And how much will Player 2 go home with? [nothing]
6. And what if, before hearing about this, Player 2 has stated that he would accept an offer of this amount. In this case, how much will Player 1 go home with? [700 CF] And how much will Player 2 go home with? [300 CF]

Now that you fully understand the game, do you still want to participate?

[*If the person indicates 'yes', administer the three activities (D, E, & F) of the game **in the order in which they appear on your list**.*]

ACTIVITY D

For this activity, you are a Player 1. The Player 2 you play with will be someone from your tribe. This Player 2 will be chosen randomly from the population of Kananga, but he or she will be a member of your tribe. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to offer to Player 2 in the envelope marked "My Tribe." Put the rest of the money in the envelope marked "Me." Then, seal the two envelopes and put them both in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office knows and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, say:*]

You are also a Player 2. As before, the Player 1 you play with will be someone from your tribe chosen randomly from the population of Kananga. Remember that no one will know with whom you are playing.

Now I will ask you which offers you will accept and which offers you will reject.

1. If Player 1 offered you 1000 CF and kept 0 CF for him or herself would you accept or reject?
2. If Player 1 offered you 900 CF and kept 100 CF for him or herself would you accept or reject?
3. If Player 1 offered you 800 CF and kept 200 CF for him or herself would you accept or reject?
4. If Player 1 offered you 700 CF and kept 300 CF for him or herself would you accept or reject?
5. If Player 1 offered you 600 CF and kept 400 CF for him or herself would you accept or reject?
6. If Player 1 offered you 500 CF and kept 500 CF for him or herself would you accept or reject?
7. If Player 1 offered you 400 CF and kept 600 CF for him or herself would you accept or reject?
8. If Player 1 offered you 300 CF and kept 700 CF for him or herself would you accept or reject?
9. If Player 1 offered you 200 CF and kept 800 CF for him or herself would you accept or

reject?

10. If Player 1 offered you 100 CF and kept 900 CF for him or herself would you accept or reject?
11. If Player 1 offered you 0 CF and kept 1000 CF for him or herself would you accept or reject?

Now that you have told me what amounts you would accept or reject, our research office will calculate your payoff after comparing your responses with the offer made by Player 1. I will return in one or two weeks with your payment for these activities.

[When you have finished, administer the next activity.]

ACTIVITY E

For this activity, you are a Player 1. The Player 2 you play with will be someone from a different tribe. This Player 2 will be chosen randomly from the population of Kananga, but he or she will not be a member of your tribe. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to offer to Player 2 in the envelope marked "Other Tribe." Put the rest of the money in the envelope marked "Me." Then, seal the two envelopes and put them both in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office knows and he will never tell anyone.

[Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.]

[When he is finished, say:]

You are also a Player 2. As before, the Player 1 you play with will be someone from a different tribe chosen randomly from the population of Kananga. Remember that no one will know with whom you are playing.

Now I will ask you which offers you will accept and which offers you will reject.

1. If Player 1 offered you 1000 CF and kept 0 CF for him or herself would you accept or reject?
2. If Player 1 offered you 900 CF and kept 100 CF for him or herself would you accept or reject?
3. If Player 1 offered you 800 CF and kept 200 CF for him or herself would you accept or

reject?

4. If Player 1 offered you 700 CF and kept 300 CF for him or herself would you accept or reject?
5. If Player 1 offered you 600 CF and kept 400 CF for him or herself would you accept or reject?
6. If Player 1 offered you 500 CF and kept 500 CF for him or herself would you accept or reject?
7. If Player 1 offered you 400 CF and kept 600 CF for him or herself would you accept or reject?
8. If Player 1 offered you 300 CF and kept 700 CF for him or herself would you accept or reject?
9. If Player 1 offered you 200 CF and kept 800 CF for him or herself would you accept or reject?
10. If Player 1 offered you 100 CF and kept 900 CF for him or herself would you accept or reject?
11. If Player 1 offered you 0 CF and kept 1000 CF for him or herself would you accept or reject?

Now that you have told me what amounts you would accept or reject, our research office will calculate your payoff after comparing your responses with the offer made by Player 1. I will return in one or two weeks with your payment for these activities.

[When you have finished, administer the next activity.]

ACTIVITY F

For this activity, you are a Player 1. The Player 2 you play with will be someone chosen randomly from the entire population of Kananga. The tribe of this person is unknown. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here is the 1000 CF. Now, please go inside the tent. While you are there, divide this money and put the amount you would like to offer to Player 2 in the envelope marked "Citizen of Kananga." Put the rest of the money in the envelope marked "Me." Then, seal the two envelopes and put them both in the bag in front of the tent.

I will never know how much you have chosen to put in the two envelopes. Only one person in our research office knows and he will never tell anyone.

[Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.]

[When he is finished, say:]

You are also a Player 2. As before, the Player 1 you play with will be someone chosen randomly from the entire population of Kananga. Remember that no one will know with whom you are playing.

Now I will ask you which offers you will accept and which offers you will reject.

1. If Player 1 offered you 1000 CF and kept 0 CF for him or herself would you accept or reject?
2. If Player 1 offered you 900 CF and kept 100 CF for him or herself would you accept or reject?
3. If Player 1 offered you 800 CF and kept 200 CF for him or herself would you accept or reject?
4. If Player 1 offered you 700 CF and kept 300 CF for him or herself would you accept or reject?
5. If Player 1 offered you 600 CF and kept 400 CF for him or herself would you accept or reject?
6. If Player 1 offered you 500 CF and kept 500 CF for him or herself would you accept or reject?
7. If Player 1 offered you 400 CF and kept 600 CF for him or herself would you accept or reject?
8. If Player 1 offered you 300 CF and kept 700 CF for him or herself would you accept or reject?
9. If Player 1 offered you 200 CF and kept 800 CF for him or herself would you accept or reject?
10. If Player 1 offered you 100 CF and kept 900 CF for him or herself would you accept or reject?
11. If Player 1 offered you 0 CF and kept 1000 CF for him or herself would you accept or reject?

Now that you have told me what amounts you would accept or reject, our research office will calculate your payoff after comparing your responses with the offer made by Player 1. I will return in one or two weeks with your payment for these activities.

[When you have finished, administer the next activity.]

GAME 3 – RESOURCE ALLOCATION GAME – ENGLISH

(ACTIVITIES G, H, I, & J)

INTRODUCTION

[*Find a private place to meet with the same respondent whom you interviewed for the survey. It is very important that the Player will not be watched by members of his household or other people while he or she is playing the games. Set up the tent and the mat, and explain how they will be used during the games. Sit down on the mat, and say:]*

Now I will explain how to play this game. It is important that you listen as carefully as possible because only people who understand the activity will be able to play. Let me remind you that this project is completely voluntary. You are free to leave at any time if you decide that you are not able to continue with the game.

There are two envelopes in front of you: one for Player 1 and the other for Player 2, as noted on the envelopes. You will roll a die 30 times and each die roll will determine how to assign 100 CF. Each time you roll the die, you will put 100 CF in one of the two envelopes in front of you.

After finishing today's game, we will deliver these two envelopes to different people in Kananga, as I will explain before we start each activity.

You should follow three steps to allocate each 100 FC bill using the die:

1. Please choose one of these two envelopes in your mind.
2. Roll the die once.
3. The die has 6 sides: 3 sides black and 3 sides white. If the die lands with a black side facing up, you will put 100 CF in the envelope you chose in your mind in Step 1. If the die lands with the white face up, you will put 100 CF in the other envelope--the one you did not choose in Step 1.

Repeat these three steps 30 times--one time for each of the 100 CF notes until there is no more money left.

Now we will run through some example to show how this game is played.

[*Use the die, money, and the two practice envelopes for these demonstrations. Show the die roll and put the 100 FC in the envelope indicated by the following examples.]*

1. Suppose that you chose Player 1's envelope in Step 1. Then you roll the die once.
   a. If the die lands with a black side up, you will place 100 CF in Player 1's envelope.
   b. If the die lands with the white side up, you will place 100 CF in Player 2's envelope.
2. Here is another example. Suppose that you chose Player 2's envelope in Step 1. Then

you roll the die once.
   a. If the die lands with the black side up, you will place 100 CF in Player 2's envelope.
   b. If the die lands with the white side up, you will place 100 CF in Player 1's envelope.

Now please answer the following test questions to make sure that you have understood the game.

[*Use the following list as test questions. If it's necessary to ask more test questions, start again with the first example above and write "test questions repeated" on the answer page.*]

1. Suppose that you chose Player 1's envelope in Step 1. When you roll the die it lands with the black side up. Which envelope should you place the 100 CF in? [Correct Answer: Player 1's]
2. Suppose that you chose Player 2's envelope in Step 1. When you roll the die it lands with the black side up. Which envelope should you place the 100 CF in? [Correct Answer: Player 2's]
3. Suppose that you chose Player 2's envelope in Step 1. When you roll the die it lands with the white side up. Which envelope should you place the 100 CF in? [Correct Answer: Player 1's]
4. Suppose that you chose Player 1's envelope in Step 1. When you roll the die it lands with the white side up. Which envelope should you place the 100 CF in? [Correct Answer: Player 2's]
5. How many times will you roll the die in this activity? [Correct Answer: 30 times]
6. Will the money allocated by you be delivered to Player 1 and Player 2? [Yes]

[*If the respondent has answered all of the questions correctly, continue with the game. If he or she has answered some questions incorrectly, ask more questions until the respondent can answer all example and test questions above correctly.*]

Do you have any questions? Now that you understand the game, do you still want to participate?

[*If the person says "yes," administer the activities (G, H, I, & J) of the game in the order in which they appear on your list.*]

List of questions that may be asked by subjects and the standard answers:

1. Question: "As you don't know what I chose in my mind, how can you tell if I do not put the money in the envelopes according to the rule of the activity?"
   a) Answer: "We won't be able to tell, but you should put the money in the envelopes according to the rules of the activity."
2. Question: "Can I change my mind when I put money in the envelopes?"
   a) Answer: "According to the rules of the activity, you should not change your mind after you roll the die."

14

ACTIVITY G

For this activity, you are a Player 1. The Player 2 you play with will be someone from your tribe. This Player 2 will be chosen randomly from the population of Kananga, but he or she will be a member of your tribe. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here are the two envelopes, one for you marked "Me" and the other for Player 2 marked "My Tribe." Here are thirty 100 FC bills.

Now, please enter in the tent. While you are there, roll the die 30 times to determine in which envelope to put each 100 FC bill, as we just discussed. Remember that you must choose in your mind one of the two envelopes before each die roll.

When you have finished the 30 die rolls and all of the money is in the two envelopes, seal the two envelopes, keep the one marked "Me," and put the one marked "My Tribe" in the bag in front of the tent.

As I said, our research team will give the money in the envelope marked "My Tribe" to someone from your tribe chosen randomly from the population of Kananga.

I will never know how much you chose to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

ACTIVITY H

For this activity, you are a Player 1. The Player 2 you play with will be someone from a different tribe. This Player 2 will be chosen randomly from the population of Kananga, but he or she will not be a member of your tribe. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here are the two envelopes, one for you marked "Me" and the other for Player 2 marked "Other Tribe." Here are thirty 100 FC bills.

Now, please enter in the tent. While you are there, roll the die 30 times to determine in which envelope to put each 100 FC bill, as we just discussed. Remember that you must choose in your mind one of the two envelopes before each die roll.

When you have finished the 30 die rolls and all of the money is in the two envelopes, seal the two envelopes, keep the one marked "Me," and put the one marked "Other Tribe" in the bag in front of the tent.

As I said, our research team will give the money in the envelope marked "Other Tribe" to someone from a different tribe chosen randomly from the population of Kananga.

I will never know how much you chose to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

ACTIVITY I

For this activity, you are a Player 1. The Player 2 you play with will be someone chosen randomly from the entire population of Kananga. The tribe of this person is unknown. You will never know with whom you are playing, and this Player 2 will never know that he is playing with you.

Here are the two envelopes, one for you marked "Me" and the other for Player 2 marked "Citizen of Kananga." Here are thirty 100 FC bills.

Now, please enter in the tent. While you are there, roll the die 30 times to determine in which envelope to put each 100 FC bill, as we just discussed. Remember that you must choose in your mind one of the two envelopes before each die roll.

When you have finished the 30 die rolls and all of the money is in the two envelopes, seal the two envelopes, keep the one marked "Me," and put the one marked "Citizen of Kananga" in the bag in front of the tent.

As I said, our research team will give the money in the envelope marked "Citizen of Kananga" to someone chosen randomly from the entire population of Kananga.

I will never know how much you chose to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]

ACTIVITY J

For this activity, you are a Player 1. The Player 2 you play with will be the Provincial Government of Kananga, which will spend the money it gets on a project to help the citizens of Kananga. You will never know the details of this project, and the Government personnel will never know your identity or how much money was in this envelope.

Here are the two envelopes, one for you marked "Me" and the other for Player 2 marked "The Government." Here are thirty 100 FC bills.

Now, please enter in the tent. While you are there, roll the die 30 times to determine in which envelope to put each 100 FC bill, as we just discussed. Remember that you must choose in your mind one of the two envelopes before each die roll.

When you have finished the 30 die rolls and all of the money is in the two envelopes, seal the two envelopes, keep the one marked "Me," and put the one marked "The Government" in the bag in front of the tent.

As I said, our research team will give the money in the envelope marked "The Government" to the Provincial Government of Kananga.

I will never know how much you chose to put in the two envelopes. Only one person in our research office will know, and he will never tell anyone.

[*Check that the Player has understood how to divide the money between himself and the Player 2 in the two envelopes. Then, leave the Player alone in the tent until he is finished. Make sure that other people don't bother or speak to the Player while he is in the tent.*]

[*When he is finished, start the next activity.*]