

## **Experimental Instruction for Participants of Additional Experiment 1**

You are now taking part in an economics experiment. If you read the following instructions carefully, depending on your decisions, you can earn some more money in addition to the 10 Yuan, which is a show-up fee and you can keep in any case. The entire amount of money that you earn with your decisions will be added up and paid to you at the end of the experiment. These instructions are solely for your private information. You are not allowed to communicate during the experiment. Violation of this rule will lead to the exclusion from the experiment and all payments. If you have questions, please raise your hand. A member of the experimenter team will come to you and answer them in private.

We will not speak of Chinese Yuan during the experiment, but rather of MU (Monetary Units). Your whole income will first be calculated in MU. At the end of the experiment, the total amount of points you earned will be converted to Chinese Yuan at the following rate:

$$100 \text{ MU} = 40 \text{ Yuan}$$

We describe the exact experiment process below.

### The decision situation

You will learn how the experiment will be conducted later. We first introduce you to the basic decision situation. At the end of the description of the decision situation, you will find control questions to help you understand the decision situation.

You will be a member of a group consisting of 4 members. The other three members are computer players, not real people. The computer players will play the game according to pre-set instructions. Your decisions will have no effect on how computer players play. Each group member, i.e., you and three computer players, has to decide on the allocation of 20 MU. You can put these 20 MU into your private account or invest them fully or partially into a group project. Each MU that you do not invest into the project will automatically remain in your private account. The computer players will pick the decisions of the other three players in this experiment conducted earlier. The computer will pick their decisions randomly and separately (so each computer player will make its own random decision). You are the only real person in the group, and only you will receive any money.

### Your income from the private account:

You will earn one MU for each MU you put into your private account. For example, if you put 20 MU into your private account (and therefore do not invest into the project), your income will amount to exactly 20 MU out of your private account. If you put 6 MU into your private account, your income from this account will be 6 MU. No one except you earns something from your private account.

### Your income from the project:

Each group member will profit equally from the amount you invest into the project. On the other hand, you will also get a payoff from the other group members' investments. The income for each group member will be determined as follows:

$$\text{Income from the project} = \text{sum of all contributions} \times 0.5$$

If, for example, the sum of all contributions to the project is 60 MU, then you and the other members of your group each earn  $60 \times 0.5 = 30$  MU out of the project. If four members of the group contribute a total of 10 MU to the project, you and the other members of your group each earn  $10 \times 0.5 = 5$  MU out of the project.

### Total income:

Your total income is the sum of your income from your private account and that from the project:

$$\begin{aligned} \text{Total income} &= \text{Income from your private account} (= 20 - \text{contribution to the project}) \\ &\quad + \text{Income from the project} (= 0.5 \times \text{sum of all contributions to the project}) \end{aligned}$$

Remember, the other group members are just computer players. You are the only real person in the group, and only you will receive any money. Your earnings will be calculated as described above, i.e., by adding the income from the private account to the income from the group project.

Nobody but the experimenter after the experiment will know what your contribution schedule here was, and even then, your decisions are anonymous. No other players will ever know of your decisions.

#### Control questions:

Please answer the following control questions. They will help you to gain an understanding of the calculation of your income, which varies with your decision about how you distribute your 20 MU. Please answer all the questions and write down your calculations (in MU).

(1) Assume that neither you nor any other group member contributes anything to the group project.

Question 1: What is your total income? \_\_\_\_\_

Question 2: What is the total income of each of your three group members? \_\_\_\_\_

(2) Assume that you and the other three group members each contribute 20 MU to the group project.

Question 3: What is your total income? \_\_\_\_\_

Question 4: What is the total income of each of your three group members? \_\_\_\_\_

(3) Assume that the other three group members contribute a total of 30 MU to the group project.

Question 5: What is your total income if in addition to that, you contribute 0 MU? \_\_\_\_\_

Question 6: What is your total income if in addition to that, you contribute 10 MU? \_\_\_\_\_

Question 7: What is your total income if in addition to that, you contribute 20 MU? \_\_\_\_\_

(4) Assume that you contribute 10 MU to the group project.

Question 8: What is your total income if in addition to that, the other three group members contribute a total of 10 MU to the group project? \_\_\_\_\_

Question 9: What is your total income if in addition to that, the other three group members contribute a total of 30 MU to the group project? \_\_\_\_\_

Question 10: What is your total income if in addition to that, the other three group members contribute a total of 50 MU to the group project? \_\_\_\_\_

#### Part I Decision

The decisions you make in this part of the experiment are based on the general setup described above. In this part, each group member has to make two types of decisions which, in the following, we will refer to as contribution of type I and contribution of type II.

For the contribution of type I, you need to fill in a table in which you indicate for all possible average contributions of your group members (computers), how many of your 20 MU you want to contribute to the group project.

For the contribution of type II, you need to indicate how many of your 20 MU you want to contribute to the group project.

#### Part II Decision

In a few minutes, you will read the descriptions of several situations. The descriptions correspond to situations in which a person (Person A) has to make a decision. For each

situation, you will get a detailed description of the possible options Person A could choose from when making the decision.

After reading the description of the decision situation, your task is to evaluate every possible action available to person A. In particular, for each possible action of Person A, we will ask you whether choosing that action is “socially appropriate” and “in line with most people’s expectations about what Person A should do” or whether choosing that action is “socially inappropriate” and “not in line with most people’s expectations about what Person A should do”. By socially appropriate we mean behavior that you think most people would agree is the “correct” or “moral” behavior. Another way to think about it is that if person A chooses a socially inappropriate action, other people would be upset about it.

Based on your answers you can earn money. In particular, for each situation and each possible action, we will ask you to choose the answer that you believe matches the majority of answers by all participants in this experiment. In order to determine your payment, at the end of the experiment, we will randomly select one situation and one possible action by person A. For this situation, we will then check which answer was chosen by most participants. If your answer matches the answer of most other participants, you will receive a payment of 10 MU. (There are six categories of situations in total, we draw one from each, and your maximum payoff is 60MU.)

We ask you to answer as honestly as possible, based on your opinion of what most participants in this experiment believe is socially appropriate or socially inappropriate behavior.

To illustrate how to evaluate the different actions, we show you a short example in the following.

#### Example

Person A is sitting in a cafe near the university. While there, Person A notices that someone has left a wallet at one of the tables. Person A must decide what to do. Person A can choose one of these four options:

- take the wallet.
- ask others nearby if the wallet belongs to them.
- leave the wallet where it is.
- give the wallet to the shop manager.

The table below lists all possible actions of Person A. For each of these actions, we ask you to indicate whether choosing this action is “socially appropriate” and “in line with most people’s expectations about what Person A should do” or whether choosing this action is “socially inappropriate” and “not in line with most people’s expectations about what Person A should do”. You can choose between the following options: very inappropriate, inappropriate, somewhat inappropriate, somewhat appropriate, appropriate, or very appropriate. To rate the action, mark the corresponding option on the scale.

	very inappropriate	inappropriate	somewhat inappropriate	somewhat appropriate	appropriate	very appropriate
Take the wallet						
Ask others nearby if the wallet belongs to them						
Leave the wallet where it is						
Give the wallet to the shop manager						

For example, suppose that you believe that most people think

- taking the wallet is very inappropriate
- asking others nearby if the wallet belongs to them is somewhat appropriate
- leaving the wallet where it is somewhat inappropriate
- giving the wallet to the shop manager is very appropriate.

In this case, your evaluation should look like the following:

	very inappropriate	inappropriate	somewhat inappropriate	somewhat appropriate	appropriate	very appropriate
Take the wallet	√					
Ask others nearby if the wallet belongs to them				√		
Leave the wallet where it is			√			
Give the wallet to the shop manager						√

### Your Task in Part II

In a few minutes, you will read the descriptions of six situations in which a participant in a previous experiment, which was conducted at the Institute for Study of Brain-like Economics, Shandong University, had to make a decision. For simplicity, in the following, we call this participant Person A. For each situation, you will receive a detailed description of the possible options available to Person A when he/she had to make the decision. You are then asked to indicate for each possible action of Person A, whether choosing this action is “socially appropriate” or “socially inappropriate”. Your answers are entered in a table like in the example above.

### Control questions:

Before we start the experiment, we want to make sure that all participants have fully understood the rules of the experiment and the payments. To do this, we ask you to answer the following questions:

1. If your rating in the selected situation is “appropriate” and the rating of most other participants is “appropriate”, then your payment will be (in MU): \_\_\_\_\_
2. If your rating in the selected situation is “very appropriate” and the rating of most other participants is “inappropriate”, then your payment will be (in MU): \_\_\_\_\_

## Screenshots of Additional Experiment 1

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### Experiment instruction

You are now taking part in an economics experiment.  
If you read the following instructions carefully, depending on your decisions, you can earn some more money.

Decisions are anonymous. Please make your decisions carefully.  
At the end of the experiment the total amount of MU you have earned will be converted to Chinese Yuan at the rate of 100 MU=40 RMB, and the experimenter will pay you immediately.

### Experimental framework

You will be a member of a group consisting of 4 members. The other three members are computer players, not real people.  
The computer players will play the game according to pre-set instructions.  
Each group member, i.e., you and three computer players, has to decide on the allocation of 20 MU..

Total income for each members:  
Income from one's private account (=20 - contribution to the project)  
+ Income from the project (= 0.5 × sum of all contributions to the project)

For example, if the sum of all contributions to the project is 60 MU,  
then you and the other members of your group each earn  $60 \times 0.5 = 30$  MU out of the project.  
If four members of the group contribute a total of 10 MU to the project,  
you and the other members of your group each earn  $10 \times 0.5 = 5$  MU out of the project.  
**You are the only real person in the group, and only you will receive any money.**

Please input your ID:

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### Question

Total income for each member=Income from one's private account (=20 - contribution to the project)  
+ Income from the project (= 0.5 × sum of all contributions to the project)

In a one-shot game, given that the amount contributed to the project by the other three  group members in your group is 30 MU,  
if you want to maximize your own benefit, how much should you contribute to the project  
(of course, your actual contribution may be different)?

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## Task 1-1

You will now play this task for only one round.

Please give your contribution in the public project in each case where the average contribution in the project is known for the three computers.  
Based on your decision, the experimenter will randomly select one situation to calculate your payoff.

(1) computer players contribute, on average, 0 MU, your contribution:

(2) computer players contribute, on average, 5 MU, your contribution:

(3) computer players contribute, on average, 10 MU, your contribution:

(4) computer players contribute, on average, 15 MU, your contribution:

(5) computer players contribute, on average, 20 MU, your contribution:

**Next**

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## Task 1-2

You will now play this task for only one round.

Please give your contribution in the public project without knowing the contributions of  the three computers.

**Next**

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## Task 2

In a few minutes you will read the descriptions of six situations in which a participant (Person A) in a previous experiment, which was conducted at the Institute for Study of Brain-like Economics, Shandong University, had to make a decision.

You are asked to indicate for each possible action of Person A, whether choosing this action is "socially appropriate" or "socially inappropriate".

Notice that by socially appropriate we mean behavior that you think most people would agree is the "correct" or "moral" behavior.

You need to choose the answer that you believe matches the majority of answers by all participants in the present experiment.

In order to determine your payment, at the end of the experiment, we will randomly select one situation and one possible action by Person A.

For this situation we will then check which answer was chosen by most participants.

If your answer matches the answer of most other participants, you will receive a payment of 10 MU.

(There are six categories of situations in total, we draw one from each, and your maximum payoff is 60 MU.)

For example, if your rating in the selected situation is "appropriate" and the rating of most other participants is "appropriate", then your payment will be 10 MU.

If your rating in the selected situation is "very appropriate" and the rating of most other participants is "inappropriate", then your payment will be 0 MU.

**Next**

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## Task 2-1

You need to indicate for each possible action of Person A, whether choosing this action is "socially appropriate" or "socially inappropriate".

We will randomly select one situation and one possible action by Person A.

For this situation we will then check which answer was chosen by most participants.

If your answer matches the answer of most other participants, you will receive a payment of 10 MU.

The contributions of the other three members were unknown, Person A contributes 0:       very inappropriate       inappropriate       somewhat inappropriate       somewhat appropriate       appropriate       very appropriate

The contributions of the other three members were unknown, Person A contributes 5:       very inappropriate       inappropriate       somewhat inappropriate       somewhat appropriate       appropriate       very appropriate

The contributions of the other three members were unknown, Person A contributes 10:       very inappropriate       inappropriate       somewhat inappropriate       somewhat appropriate       appropriate       very appropriate

The contributions of the other three members were unknown, Person A contributes 15:       very inappropriate       inappropriate       somewhat inappropriate       somewhat appropriate       appropriate       very appropriate

The contributions of the other three members were unknown, Person A contributes 20:       very inappropriate       inappropriate       somewhat inappropriate       somewhat appropriate       appropriate       very appropriate

**Next**

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<h2 style="text-align: center;">Task 2-2</h2> <p>We will randomly select one situation and one possible action by Person A.</p> <p>For this situation we will then check which answer was chosen by most participants.</p> <p>If your answer matches the answer of most other participants, you will receive a payment of 10 MU.</p> <p>The average contribution of the other three members was 0, Person A contributes 0: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 0, Person A contributes 5: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 0, Person A contributes 10: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 0, Person A contributes 15: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 0, Person A contributes 20: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p>			

**Next**

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<p>We will randomly select one situation and one possible action by Person A.</p> <p>For this situation we will then check which answer was chosen by most participants.</p> <p>If your answer matches the answer of most other participants, you will receive a payment of 10 MU.</p> <p>The average contribution of the other three members was 5, Person A contributes 0: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 5, Person A contributes 5: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 5, Person A contributes 10: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 5, Person A contributes 15: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p> <p>The average contribution of the other three members was 5, Person A contributes 20: <input type="radio"/> very inappropriate <input type="radio"/> inappropriate <input type="radio"/> somewhat inappropriate <input type="radio"/> somewhat appropriate <input type="radio"/> appropriate <input type="radio"/> very appropriate</p>			

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Verbleibende Zeit [sec]: 0

We will randomly select one situation and one possible action by Person A.  
For this situation we will then check which answer was chosen by most participants.  
If your answer matches the answer of most other participants, you will receive a payment of 10 MU.

The average contribution of the other three members was 10, Person A contributes 0:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 10, Person A contributes 5:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 10, Person A contributes 10:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 10, Person A contributes 15:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 10, Person A contributes 20:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

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**Bitte entscheiden Sie sich jetzt!**

We will randomly select one situation and one possible action by Person A.  
For this situation we will then check which answer was chosen by most participants.  
If your answer matches the answer of most other participants, you will receive a payment of 10 MU.

The average contribution of the other three members was 15, Person A contributes 0:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 15, Person A contributes 5:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 15, Person A contributes 10:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 15, Person A contributes 15:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 15, Person A contributes 20:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

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Verbleibende Zeit [sec]: 0

We will randomly select one situation and one possible action by Person A.  
 For this situation we will then check which answer was chosen by most participants.  
 If your answer matches the answer of most other participants, you will receive a payment of 10 MU.

The average contribution of the other three members was 20, Person A contributes 0:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 20, Person A contributes 5:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 20, Person A contributes 10:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 20, Person A contributes 15:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

The average contribution of the other three members was 20, Person A contributes 20:  very inappropriate  inappropriate  somewhat inappropriate  somewhat appropriate  appropriate  very appropriate

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Please answer the following questions

Your gender  Male  Female

Your age

Your major

Your per capita monthly household income

Your average monthly expenses

Humanities and social science  Science  Engineering  Medicine  Agriculture  
 Economics and Management  Other  
 Less than 100RMB  100-300RMB  3000-5000RMB  More than 5000RMB  
 Less than 100RMB  100-300RMB  3000-5000RMB  More than 5000RMB

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