Initial Instructions

(Experimenter read aloud only)

This is a study on decision making. For your participation, you will be paid a participation fee of $7. In addition, you may receive some additional money based on your choices and the choices of others during the experiment.

If you have any questions during the study, please raise your hand and wait for an experimenter to come to you. Please do not talk, exclaim, or try to communicate with other participants during the experiment. Participants intentionally violating the rules may be asked to leave the experiment and may not be paid.

Please take an envelope from the experimenter. Inside the envelope is a card with a number, from 1 to 20. This number is your Participant ID for the experiment. Please hold on to this card for the duration of the experiment. We will ask you to write this number on each set of sheets you receive.

Instructions, Part I

On the following pages, you will read descriptions of a series of situations. These descriptions correspond to situations in which one person, "Individual A," must make a decision. For each situation, you will be given a description of the decision faced by Individual A. This description will include several possible choices available to Individual A.

After you read the description of the decision, you will be asked to evaluate the different possible choices available to Individual A and to decide, for each of the possible actions, whether taking that action would be "*socially appropriate*" and "*consistent with moral or proper social behavior*" or "*socially inappropriate*" and "*inconsistent with moral or proper social behavior*." By socially appropriate, we mean behavior that most people agree is the "correct" or "ethical" thing to do. Another way to think about what we mean is that if Individual A were to select a socially inappropriate choice, then someone else might be angry at Individual A for doing so.

In each of your responses, we would like you to answer as truthfully as possible, based on your opinions of what constitutes socially appropriate or socially inappropriate behavior.

To give you an idea of how the experiment will proceed, we will go through an example and show you how you will indicate your responses. On the next page you will see an example of a situation.

Example Situation

Individual A is at a local coffee shop near campus. While there, Individual A notices that someone has left a wallet at one of the tables. Individual A must decide what to do. Individual A has four possible choices: take the wallet, ask others nearby if the wallet belongs to them, leave the wallet where it is, or give the wallet to the shop manager. Individual A can choose only one of these four options.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate. To indicate your response, please place an "x" inside one box for each row.

Individual A's choice	*Very Socially Inappropriate*	*Somewhat socially inappropriate*	*Somewhat socially appropriate*	*Very socially 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				

Please make sure that you have placed one "x" in each row.

If this were one of the situations for this study, you would consider each of the possible choices above and, for that choice, indicate the extent to which you believe taking that action would be "*socially appropriate*" and "*consistent with moral or proper social behavior*" or "*socially inappropriate*" and "*inconsistent with moral or proper social behavior*". Recall that by socially appropriate we mean behavior that most people agree is the "correct" or "ethical" thing to do.

Continue example on the next page

For example, suppose you thought that taking the wallet was *very socially inappropriate*, asking others nearby if the wallet belongs to them was *somewhat socially appropriate*, leaving the wallet where it is was *somewhat socially inappropriate*, and giving the wallet to the shop manager was *very socially appropriate*. Then you would indicate your responses as follows:

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate
Take the wallet	X			
Ask others nearby if the wallet belongs to them			X	
Leave the wallet where it is		X		
Give the wallet to the shop manager				X

Are there any questions about this example situation or about how to indicate your responses? On the following pages, there are four situations, all dealing with decisions that "Individual A," a participant in an experiment, might have to make.

For each situation, you will receive a sheet, with a table on which to indicate your responses. For each situation, the experimenter will read a description of the situation. You will then indicate whether each possible choice available to Individual A is socially appropriate or socially inappropriate.

At the end of the experiment today, we will select one of the five situations, by randomly-drawing a number from 1 to 5. For this situation, we will also randomly select one of the possible choices that Individual A could make. Thus, we will select both a situation and one possible choice at random. For the choice selected, we will determine which response was selected by the most people here today. If you give the same response as that most frequently given by other people, then you will receive an additional $5. This amount will be paid to you, in cash, at the conclusion of the experiment. For instance, if we were to select the example situation above and the possible choice "Leave the wallet where it is," and if your response had been "somewhat socially inappropriate," then you would receive $5, in addition to the $7 participation fee, if this was the response selected by most other people in today's session. Otherwise you would receive only the $7 participation fee.

If you have any questions from this point on, please raise your hand and wait for the experimenter to come to you.

Please turn the page to begin once the experimenter asks you to do so.

Situation 1

Suppose that Individual A is randomly paired with another person, Individual B. The pairing is anonymous, meaning that neither individual will ever know the identity of the other individual with whom he or she is paired. In the experiment, Individual A will make a choice, the experimenter will record this choice, and then both individuals will be informed of the choice and paid money based on the choice made by Individual A, as well as a small participation fee. Suppose that neither individual will receive any other money for participating in the experiment.

In each pair, Individual A will receive $10. Individual A will then have the opportunity to give any amount of his or her $10 to Individual B. That is, Individual A can give any of the $10 he or she receives to Individual B. For instance, Individual A may decide to give $0 to Individual B and keep $10 for him or herself. Or Individual A may decide to give $10 to Individual B and keep $0 for him or herself. Individual A may also choose to give any other amount between $0 and $10 to Individual B. This choice will determine how much money each will receive, privately and in cash, at the end of the experiment.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate. To indicate your response, please place an "x" inside one box for each row.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate
Give $0 to Participant B (Participant A gets $10, Participant B gets $0)				
Give $1 to Participant B (Participant A gets $9, Participant B gets $1)				
Give $2 to Participant B (Participant A gets $8, Participant B gets $2)				
Give $3 to Participant B (Participant A gets $7, Participant B gets $3)				
Give $4 to Participant B (Participant A gets $6, Participant B gets $4)				
Give $5 to Participant B (Participant A gets $5, Participant B gets $5)				
Give $6 to Participant B (Participant A gets $4, Participant B gets $6)				
Give $7 to Participant B (Participant A gets $3, Participant B gets $7)				
Give $8 to Participant B (Participant A gets $2, Participant B gets $8)				
Give $9 to Participant B (Participant A gets $1, Participant B gets $9)				
Give $10 to Participant B (Participant A gets $0, Participant B gets $10)				

This instruction booklet will be reused again in the next session.

Please write down your responses on the answer sheet.

Many thanks for your cooperation.

Please wait to turn the page until the experimenter asks you to do so. If you have any questions, please raise your hand and wait for the experimenter.

Situation 2

Suppose that Individual A is initially not paired with any other participant. During the experiment Individual A might be randomly paired with another person, Individual B. If the pairing occurs, then it will be anonymous, meaning that neither participant will ever know the identity of the other participant with whom he or she is paired.

In the experiment, Individual A will make a choice, the experimenter will record this choice, and Individual A will be paid money based on the choice, as well as a small participation fee. Another participant, Individual B, may or may not also be paid money based on the choice made by Individual A, as well as a small participation fee. Suppose that neither participant will receive any other money for participating in the experiment.

In each pair, Individual A will have a choice of whether to play a game or to pass on playing the game.

If Individual A decides to pass then he or she will receive $10, the two participants will not be paired, and Individual B will not find out anything about the game and will not receive any additional money.

If Individual A chooses to play the game, then he or she will be paired with Individual B. Individual A will receive $10 and will then have the opportunity to give any amount of his or her $10 to Individual B. That is, Individual A can give any of the $10 he or she receives to Individual B. For instance, Individual A may decide to give $0 to Individual B and keep $10 for him or herself. Or Individual A may decide to give $10 to Individual B and keep $0 for him or herself. Individual A may also choose to give any other amount between $0 and $10 to Individual B. In this case, Individual B will find out about the game and how much, if any, of the $10 Individual A chose to give and how much Individual A kept for him or herself.

If you have a question about this situation, please raise your hand and wait for the experimenter.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate. To indicate your response, please place an "x" inside one box for each row.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate
Pass (Do not Play Game) (No pairing occurs, Individual A gets $10, Individual B is told nothing about game and gets $0)				
Play Game and Give $0 to Individual B (Individuals A and B are paired, Individual A gets $10, Individual B is told about game and gets $0)				
Play Game and Give $1 to Individual B (Individuals A and B are paired, Individual A gets $9, Individual B is told about game and gets $1)				
Play Game and Give $2 to Individual B (Individuals A and B are paired, Individual A gets $8, Individual B is told about game and gets $2)				
Play Game and Give $3 to Individual B (Individuals A and B are paired, Individual A gets $7, Individual B is told about game and gets $3)				
Play Game and Give $4 to Individual B (Individuals A and B are paired, Individual A gets $6, Individual B is told about game and gets $4)				
Play Game and Give $5 to Individual B (Individuals A and B are paired, Individual A gets $5, Individual B is told about game and gets $5)				
Play Game and Give $6 to Individual B (Individuals A and B are paired, Individual A gets $4, Individual B is told about game and gets $6)				
Play Game and Give $7 to Individual B (Individuals A and B are paired, Individual A gets $3, Individual B is told about game and gets $7)				
Play Game and Give $8 to Individual B (Individuals A and B are paired, Individual A gets $2, Individual B is told about game and gets $8)				
Play Game and Give $9 to Individual B (Individuals A and B are paired, Individual A gets $1, Individual B is told about game and gets $9)				
Play Game and Give $10 to Individual B (Individuals A and B are paired, Individual A gets $0, Individual B is told about game and gets $10)				

This instruction booklet will be reused again in the next session.

Please write down your responses on the answer sheet.

Many thanks for your cooperation.

Please wait to turn the page until the experimenter asks you to do so.
If you have any questions, please raise your hand and wait for the experimenter.

Situation 3

Suppose that Individual A is randomly paired with another person, Individual B. The pairing is anonymous, meaning that neither participant will ever know the identity of the other participant with whom he or she is paired.

In the experiment, Individual A will make a choice, the experimenter will record this choice, and then both participants will be paid money based on the choice made by Individual A, as well as a small participation fee. Suppose that neither participant will receive any other money for participating in the experiment.

In each pair, Individual A must choose between two options, labeled "X" and "Y". If Individual A chooses X he or she receives $6. If Individual A chooses Y he or she receives $5. The consequences for Individual B depend on one of two scenarios, Scenario 1 and Scenario 2, each of which is equally likely. Individual A does not know initially which scenario he or she faces. Therefore, the outcomes produced by Individual A's choices are presented in the following payoff table.

Individual A's choice	Payoff to Individual A	Payoff to Individual B
X	$6	?
Y	$5	?

The actual outcomes for Individual B depend on which of two scenarios applies to the decision, Scenario 1 or Scenario 2. The scenario that applies was determined prior to the experiment by a coin flip, meaning that either scenario is equally likely.

- In Scenario 1: If Individual A chooses X then Individual B receives $1 (and Individual A receives $6). If Individual A chooses Y then Individual B receives $5 (and Individual A receives $5).

- In Scenario 2: If Individual A chooses X then Individual B receives $5 (and Individual A receives $6). If Individual A chooses Y then Individual B receives $1 (and Individual A receives $5).

The two possible scenarios are presented in the table below.

Scenario 1				Scenario 2		
Individual A's choice	Payoff to Individual A	Payoff to Individual B		Individual A's choice	Payoff to Individual A	Payoff to Individual B
X	$6	$1		X	$6	$5
Y	$5	$5		Y	$5	$1

Situation 3 (continued)

Individual A must make the following choices.

- First, he or she must decide whether or not to find out the actual scenario. That is, Individual A can find out whether the payoffs are determined by Scenario 1 or Scenario 2. Individual B will not know whether A finds out or does not.

- Second, after deciding whether to find out the actual scenario, Individual A will make a choice of X or Y. If Individual A chooses to find out the actual scenario, then he or she will know precisely which payoffs for Individual B will be produced by his or her choice. If Individual A chooses not to find out the actual scenario, then he or she will not know precisely which payoffs for Individual B will be produced by his or her choice. Recall that in either scenario, Individual A knows that he or she receives $6 for choosing X and $5 for choosing Y. The difference between the two scenarios is based only on how much money Individual B receives for each of the two choices.

Individual B is aware of the decision faced by Individual A. Individual B will find out how much money he or she received, after Individual A decides whether or not to find out the actual scenario and makes a choice. However, Individual B will not find out whether Individual A chose to find out the actual scenario. Individual A's choice will determine how much money each participant will receive, privately and in cash, at the end of the experiment.

If you have a question about this situation, please raise your hand and wait for the experimenter.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate. To indicate your response, please place an "x" inside one box for each row.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate
A does NOT find out the actual scenario and chooses X (Individual A gets $6, Individual B gets $1 or $5, Individual A does not know what Individual B will get)				
A does NOT find out the actual scenario and chooses Y (Individual A gets $5, Individual B gets $5 or $1, Individual A does not know what Individual B will get)				
A finds out the actual scenario is Scenario 1, chooses X (Individual A gets $6, Individual B gets $1)				
A finds out the actual scenario is Scenario 1, chooses Y (Individual A gets $5, Individual B gets $5)				

This instruction booklet will be reused again in the next session.

Please write down your responses on the answer sheet.

Many thanks for your cooperation.

Please wait to turn the page until the experimenter asks you to do so.
If you have any questions, please raise your hand and wait for the experimenter.

Situation 4

Suppose that Individual A is randomly paired with another person, Individual B. The pairing is anonymous, meaning that neither individual will ever know the identity of the other individual with whom he or she is paired. In the experiment, Individual A will make a choice, the experimenter will record this choice, and then both individuals will be informed of the choice and paid money based on the choice made by Individual A, as well as a small participation fee. Suppose that neither individual will receive any other money for participating in the experiment.

In each pair, Individual A will receive $10. Individual A will then have the opportunity to give any of this $10 to Individual B or to take up to $2 of Individual B's participation fee. For instance, Individual A may decide to take $2 from Individual B and keep the $10 for him or herself. Or Individual A may decide to give all $10 to Individual B and not take any money. Individual A may also choose to give any other amount between $0 and $10 to Individual B or to take any amount between $0 and $2 from Individual B. This choice will determine how much money each will receive, privately and in cash, at the end of the experiment.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate. To indicate your response, please place an "x" inside one box for each row.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate
Take $2 from Participant B (Participant A gets $12, Participant B loses $2)				
Take $1 from Participant B (Participant A gets $11, Participant B loses $1)				
Give/Take $0 to/from Participant B (Participant A gets $10, Participant B gets $0)				
Give $1 to Participant B (Participant A gets $9, Participant B gets $1)				
Give $2 to Participant B (Participant A gets $8, Participant B gets $2)				
Give $3 to Participant B (Participant A gets $7, Participant B gets $3)				
Give $4 to Participant B (Participant A gets $6, Participant B gets $4)				
Give $5 to Participant B (Participant A gets $5, Participant B gets $5)				
Give $6 to Participant B (Participant A gets $4, Participant B gets $6)				
Give $7 to Participant B (Participant A gets $3, Participant B gets $7)				
Give $8 to Participant B (Participant A gets $2, Participant B gets $8)				
Give $9 to Participant B (Participant A gets $1, Participant B gets $9)				
Give $10 to Participant B (Participant A gets $0, Participant B gets $10)				

This instruction booklet will be reused again in the next session.

Please write down your responses on the answer sheet.

Many thanks for your cooperation.

Once you are done, please turn the set of sheets over and wait for the experimenter to collect them. Make sure that your Participant ID is written on the front page.