

## Appendix 1. Game instructions.

Introduction, page 1.

Welcome.

In this experiment, you will be asked to make decisions about how to divide money between yourself and the other experiment participants. You will be paid in cash for your participation. Your decisions will affect not only how much money you earn, but also how much the other participants earn. Likewise, decisions made by the other participants will affect your earnings.

Please read the instructions carefully because the amount of money you earn depends on your understanding of the experiment. If you have any questions during the experiment, please silently raise your hand and the administrator will come to assist you.

Try to spend no more than a minute or so on each instructions page.

Continue

### Instructions

In this experiment, each participant is given a stake of points (50) in a private account. These points will be converted into real money at the end of the game with each point worth \$0.05. In each round of decision-making you and other participants are asked to contribute some of the points from your private accounts to a public account. You may contribute any amount, from zero to the maximum of 10 points (10 points equals \$0.50). After all participants have made their decisions about donating to the public account, the administrator will multiply the contributions by 2 and equally distribute the amount among all participants regardless of how much each contributed.

Each round of this experiment will consist of a game like this, and your private account balance will continue to accumulate or decrease based on your net earnings in each round. The experiment will continue for a set number of rounds, and you can try to earn as much money as possible during those rounds.

### Test Out an Example of the Experimental Game

To better understand how this experimental game works, you may adjust the Contribution Amounts below. For the example game of four players (including you), try to enact these four possible scenarios:

- Your highest individual earnings is realized when you contribute nothing but all other participants contribute everything.
- Your lowest individual earnings is realized when you contribute everything but no other participant contributes anything.
- The highest average earnings is realized when all participants contribute everything.
- The lowest average earnings is realized when all participants contribute nothing.

Contribution Amounts (out of 10-point stake*)	Public Account Totals	Game Outcome (distribution + remaining stake)
You: <input type="text" value="0"/> Player B: <input type="text" value="0"/> Player C: <input type="text" value="0"/> Player D: <input type="text" value="0"/>	Public Account: <input type="text"/> Public Account x 2: <input type="text"/> Amount distributed to each participant: <input type="text"/>	You: <input type="text"/> Player B: <input type="text"/> Player C: <input type="text"/> Player D: <input type="text"/> <hr/> Avg. Earnings: <input type="text"/>
* Note that the real game you will play begins with a 50-point stake.		

### Display of Information About Your Payoffs

Some information in the game will be presented to you in the form of these mouse-over boxes. When you see these boxes, you may move your mouse pointer over the box to see the information that corresponds to the box's label. Try mousing over the following boxes to see how it works:

5 + 5 =

Apples are:

Wax Off

Continue

Round:1, View messages/advice.

## View Advice from Participants in the Previous Game

Previous participants in this experiment left the following advice for you based on their experiences.

if EVERYONE gives 10 the system will work and you will walk out with as much \$\$ as possible.

Advice

Advice

Advice

Submit

Round:1, View messages/advice.

## View Advice from Participants in the Previous Game

Previous participants in this experiment left the following advice for you based on their experiences.

No advice supplied because you are the first set of individuals to participate in this experiment.

Advice

Advice

Advice

Submit

Round:1, Make your decisions.

### Decide on Your Contribution Amount

**Your Contribution:** Please use the following input method to select how much you would like to contribute to the public account in this round. If you don't want to make a contribution, then select "0" (zero) from the drop-down list.

---

Submit

Round:1, View results.

Below are the results of this round of the experiment. Move your mouse over any box to see the corresponding information. When you've seen as much as you're interested in, click the 'Submit' button to continue on to the next stage.

**Public Account Distribution:**

This is the amount each player received in this round after the public account was multiplied by 2 and equally divided among all players.



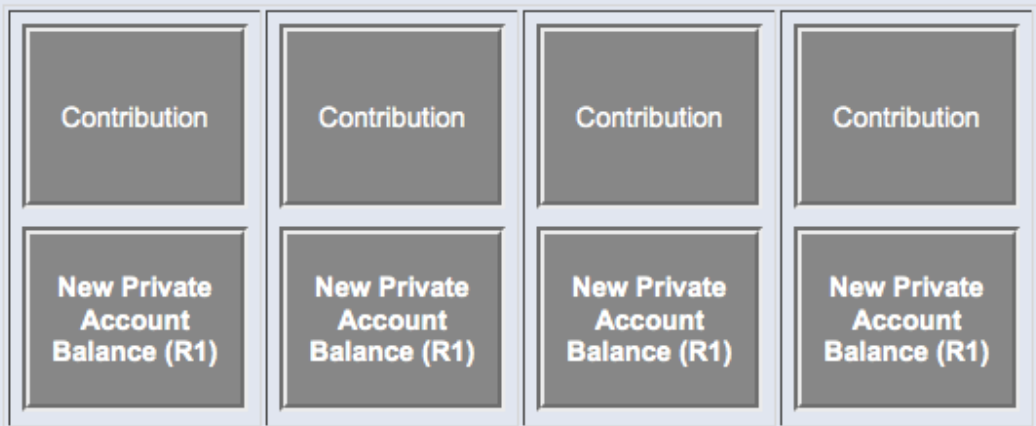
**Your Game Play and Changes to your Private Account Balance:**

These are the details of your experimental decisions. The "New Private Account Balance" includes the amount you earned in this round *plus* your initial endowment and the earnings you have from previous rounds.



**Other Player's Game Play and Changes to Their Private Account Balances:**

For each other player, their contribution is listed *above* their new account balance. Again, the "New Private Account Balance" includes earnings from this round *plus* their initial endowment and earnings from previous rounds.



Submit

Round:1, Write messages/advice.

## Write a Message to the Other Participants

Please use the following input box to write a message to the other participants in this game. This will be displayed together with messages from other participants before anyone makes decisions in the next round.

All of the other participants will be able to see your message, but the identity of the sender remains anonymous. You will also be able to see the messages from other participants, but you won't know their identity either. Even if you have no message, type "I have no message." so that everyone types something.

Submit

Round:7, Write messages/advice.

## **Leave Advice for Next Group of Participants**

The main part of the experiment is now over, and you have gained a bit of experience and learned how best to play this game. Please take a moment to write a paragraph to the next group of participants, telling them any suggestions you now have about how to play the game. You may be as detailed as you wish in your recommendations. As always, your identity will never be displayed alongside what write here.