

## Appendix 2. Instructions of the experiment

The experiment's instructions were originally written in Spanish, the language spoken in Chile. A monitor read the instructions aloud to the subjects at the beginning of each session. The subjects were allowed to interrupt the reading at any time to ask questions. Here, we present an English translation of the instructions. The text in parentheses describes actions performed by the monitor or by the subjects.

(Five subjects enter the room and sit in front of the computers. They are greeted by the monitor.)

“Welcome, and thank you for being here. You are about to participate in an experiment. You have been randomly chosen from the list of union members provided by the union president. This experiment is part of a research project carried out by Pontificia Universidad Católica about the co-management of benthic resources. This project is not related whatsoever to the Undersecretary of Fisheries or the National Fisheries Service.

“We will spend about an hour playing a game. By participating in the game, you will earn between 10 and 20 thousand pesos. You will be paid privately at the end of the game.

“I will read the instructions now. If you have any questions, please raise your hand, and I will answer. Let's begin.

“First, the game is played using computers. Don't worry if you have never used a computer before. You will only have to use the number keys like on a calculator or phone.

“The game recreates a situation where you go fishing for loco, and you must decide how many loco to harvest. The game is divided into 20 rounds. You are assigned an individual quota of 100 loco per round. The computer will assume that you always harvest the whole quota, but you can overharvest up to 50 extra loco per round. Overharvesting benefits you but harms the other members of your group. For every loco you overharvest, the others lose half a loco each. Similarly, for every 2 loco you overharvest, the others lose 1 each.

“In each round, the computer will ask you the same question: “How many extra loco do you want to overharvest?” (from 0 to 50). If you want to comply with your individual quota, your answer should be 0. You must answer using the number keys, and then press Enter (Monitor shows fishers on the computer). Your answers will be stored anonymously in the computer. The researchers and the other players will never know how many loco you overharvested. Your identity will be hidden from them and us. To maintain anonymity, it is very important that you remain silent during the game. Talking is forbidden.

“I will now show you the screens that you will see on your computer while playing the game.”

(The monitor projects the user interface onto the wall.)

“In each round, the following screen will appear. You must decide how many units to overharvest. Please enter your decision inside this box, and then press Enter. Remember, you can

overharvest between 0 and 50 units per round. Once you and the other four players have entered your decisions, the following screen will appear.”

(The monitor shows the next screen.)

“This screen summarizes the results of the round. As you can see, the first box shows your harvest, and the second box shows your group’s average harvest. The third box shows how many loco you lost due to the other fishers’ overharvest, and the fourth box shows the amount of money that will be added to your account. Remember that your gains will accumulate during the game. Once you see your results for the round, you can press any button, and a new round will begin.

“Now you will play five rounds for practice that will not count towards your earnings. Please raise your hand if you have any difficulties using the computer or don’t understand what boxes mean. I will immediately answer any questions. Remember that talking is not allowed.”

(The subjects play the five rounds of practice.)

“The trial rounds have finished. Now, the actual game will start. From now on, you will be playing for real money. Good luck.”

(After round 10, a screen appears on the computers, which the monitor reads aloud.)

“From now on, the rules of the game will change. The computer will play the role of the National Fisheries Service. After each of the remaining rounds, the computer will inspect two subjects selected at random. If the computer finds that a subject has exceeded his quota, it will confiscate the subject’s entire harvest of that round. You will know if you were inspected because a message will appear on your screen. You will not know who of the other members was inspected, or whether or not he was sanctioned. ”

(At the end of the game, an assistant leads the subjects out of the room. He gives them a brief survey, and then pays them in sealed envelopes. In parallel, the monitor leads the next group in. There is no communication between groups.)