

Experimental instructions from Rand et al 2013 PNAS

Instructions

In this decision task, you have been randomly assigned to interact with another person. One of you will be randomly assigned to be Player 1. The other person will be Player 2. Both of you receive this same set of instructions. You cannot participate in this interaction more than once.

The two of you have together been assigned \$0.40. Player 1's task is to make a proposal to Player 2 about how to divide up the money.

If Player 2 accepts the proposal, you will both be paid bonuses according to the proposed division.

If Player 2 rejects the proposal, neither of you will earn any bonus.

The other person is **REAL** and will really make a decision – there is no deception in this game.

Once both players have made a decision, the interaction is over. Neither player will be able to affect the other's payoff once the interaction is over.

Next >>

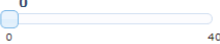
Comprehension questions

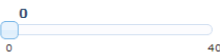
You MUST answer these questions correctly to receive a bonus!

If Player 1 offers 10 cents (out of 40 cents) to Player 2 and Player 2 accepts:

a. What bonus does Player 1 receive?

b. What bonus does Player 2 receive?

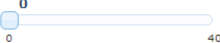
(a) Bonus for player 1 

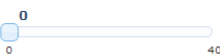
(b) Bonus for player 2 

If Player 1 offers 10 cents (out of 40 cents) to Player 2 and Player 2 rejects:

a. What bonus does Player 1 receive?

b. What bonus does Player 2 receive?

(a) Bonus for player 1 

(b) Bonus for player 2 

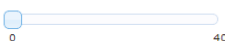
Next >>

Decision A

*** If you are randomly assigned to be Player 2, what is the minimum amount (out of 40 cents total) that Player 1 must offer to you in order for you to accept?**

Please use the slider to choose the minimum offer you will accept.

If Player 1's offer is less than the amount you indicate, you will both receive 0 bonus.

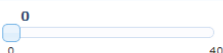
Minimum offer by Player 1 that you will accept as Player 2 

Next >>

Decision B

*** If you are assigned to be Player 1, how much of the 40 cents will you offer to Player 2?**

Please use the slider to choose the amount you wish to offer.

Cents offered for Player 2 to have 

Next >>