

Conveniently Upset: Avoiding Altruism by Distorting Beliefs About Others' Altruism

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Online Appendix

This appendix includes the **experimental instructions**. All experiments are divided in three stages:

- i. **Completing tasks:** these instructions are the same for all allocators and sellers.
- ii. **The game:** we provide separate instructions for the two players: allocators and sellers.
- iii. **The survey:** this surveys collect some background information about the participant, and is the same for all allocators and sellers.

In the following pages, we first list the English translations corresponding to the instructions for completing the tasks and the survey, which were identical for all experiments. Second, we list the English translations corresponding to the each of the different games.

Q.2. All Experiments: Final Survey

Please answer the following questions:

1. Did you understand the rules of the experiment?
 - I fully understood them
 - I understood them almost fully
 - I only partly understood them
 - I did not understand them

2. Would you like to be called for a future experiment?
 - Yes No

3. How old are you? _____

4. What is your gender? M F

5. As compared to the families of the other students in the university, do you think your family is;
 - Much poorer than average
 - Poorer than average
 - Average
 - Richer than average
 - Much richer than average

6. There are currently people who want more income redistribution, and who reject

the criticisms of people who say that would be a bad thing (for example, because it would lead to inefficiency in production, inflation, or other problems). Do you agree that the government should redistribute more?

- Agree that redistribution should be increased a lot
- Agree that redistribution should be increased a little
- Agree that current redistribution levels should be maintained
- Agree that redistribution levels should be decreased a little
- Agree that current redistribution levels should be decreased a lot

Q.3. Basic Game

Q.3.1. Basic Game: Allocator (with Able=8)

Your only task in this experiment will be to make ONE decision (with regard to the distribution of some tokens).

The experiment is played out in PAIRS: you (Participant 1, also known as “the allocator”) will play with another person Participant 2, also known as the “seller”). The seller shall be selected at random from the other Participants in the lab. Each one of you must make a single decision, and then the payments will be distributed according to some rules we’ll explain to you in a moment.

In the contract we sign we guarantee you that you REALLY are playing with another person, and accordingly your decisions will affect your payment and the payment of the other person you’re playing with.

This experiment is completely anonymous: neither the other Participants, nor the organizer will be able to know what your decision was. Also, you are not able to find out the identity of the person you’re playing with.

You are Participant 1 (the “allocator”). You received 10 tokens on account of having completed the 5 tasks.

Another Participant in the lab (Participant 2), has been randomly assigned, who also completed the 5 tasks and received 10 tokens. Between the two of you, you have 20 tokens. You need to distribute those 20 tokens between you and Participant 2. In other words, you have to decide how many tokens out of the 20 you are going to keep, and how many you'll give to Participant 2. This is your only task in the experiment. The ONLY task of Participant 2 is to set the price at which each of those 20 tokens will be sold. The price you can obtain is \$2 per token, although the organizers prefer to pay \$1 per token. To that end, the organizers will offer the seller a payment of \$10 for himself only, if he agrees to sell the tokens for \$1.

Now you will see that decision in detail. Press CONTINUE to see the options that Participant 2 will face.

Continue

These are NOT your instructions. These are ALL the instructions that Participant 2 (the “seller”) sees:

Participant 1 (the “allocator”) is going to distribute the 20 tokens between Participants 1 and 2. Beforehand, you (Participant 2) need to decide what is the value of those 20 tokens:

Option A: *Each token will be worth \$2.*

Option B: *Each token will be worth \$1, and as compensation you’ll receive \$10 just for yourself.*

The allocator will not be able to know if the seller chose Option A or Option B until after the tokens have been distributed. And the seller will not know how the allocator distributed the tokens until after having chosen either Option A or Option B.

Remember that the game is completely anonymous: neither participant knows which of the other participants in the lab he is playing with.

Continue

Note that the instructions to the seller don’t give any details on how the allocators may

distribute the tokens. Before we continue, we want to make sure the rules are clear, so we're going to ask you 4 questions about the rules of the game. Please reply to the following questionnaire. For each correct answer, you'll earn an extra \$2, on top of the other payments in the experiment.

Continue

1. If, when you carry out the distribution, you decide to keep 10 tokens and leave 10 tokens to the seller, and the seller chooses Option B (\$1 per token), how much will each of you collect? (in pesos):

You:

Participant 2:

2. If, when you carry out the distribution, you decide to keep 19 tokens and leave 1 token to the seller, and the seller choose Option A (\$2 per token), how much will each of you collect? (in pesos):

You:

Participant 2:

Continue

1 If you decide to keep 10 tokens and leave 10 tokens to the seller, and the seller chooses

Option B (\$1 per token): **Your answer is incorrect!** You would get \$10 (10 tokens at \$1 each).

And Participant 2 would take \$20 (10 tokens at \$1 each, plus an additional payment of \$10).

Option A (\$2 per token): **Your answer is incorrect!** You would get \$38 (19 tokens at \$2 each).

Participant 2 would get \$2 (1 token for \$2).

Continue

3. The organizers of the experiment or the other players can find out what your decision was (in other words, the proportions in which you distributed the 20 tokens).

True

False

4. Even though nobody knows your identity, Participant 2 knows how you (Participant 1) distributed the 20 tokens, before choosing Option A or B.

True

False

Continue

3. The organizers of the experiment or the other players can find out what your decision was (in other words, the proportions in which you distributed the 20 tokens).

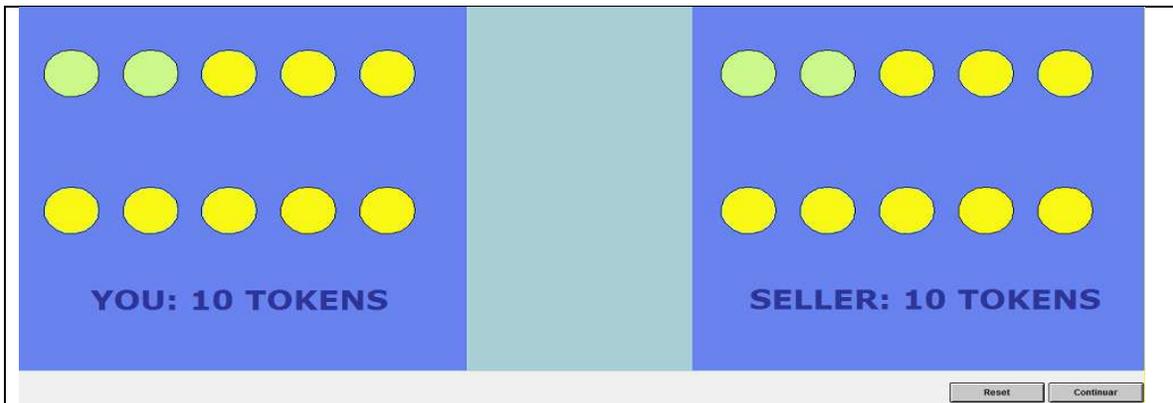
Your answer is correct. The decisions of all the participants are completely anonymous.

4 Even though nobody knows your identity, Participant 2 knows how you (Participant 1) distributed the 20 tokens, before choosing Option A or B.

Your answer is incorrect. Participant 2 must chose either Option A or B without knowing how you distributed the 20 tokens.

These were all the instructions. Press CONTINUE to proceed to distribute the 20 tokens.

Continue



Help: You have to distribute the 20 tokens. Click on a token, and drag it to the other blue square in order to transfer it. Note that the computer will not let you transfer the green tokens. Press RESET in order to return to the original positions. Take your time to make your choice, because this is your only task in the experiment. Once you are satisfied with your choice, press CONTINUE.

What do you think Participant 2 chose?

Option A: \$2 for each token

Option B: \$1 for each token, and \$10 just for Participant 2.

Why do you think Participant 2 chose that Option? Please take 2 minutes to explain your reasoning on the sheet that was given to you.

Once you've finished writing your response, press CONTINUE

CONTINUE

Bonus question: for an additional \$20.

Half of the participants in the lab today played the role of Participant 2. We are going to calculate the percentage of sellers who chose Option B.

- 0-10% of Participants 2 chose Option B;
- 10-20% of Participants 2 chose Option B;
- 20-30% of Participants 2 chose Option B;
- 30-40% of Participants 2 chose Option B;
- 40-50% of Participants 2 chose Option B;
- 50-60% of Participants 2 chose Option B;
- 60-70% of Participants 2 chose Option B;
- 70-80% of Participants 2 chose Option B;
- 80-90% of Participants 2 chose Option B;
- 90-100% of Participants 2 chose Option B;

If your answer is correct, you will receive an additional \$20 as a prize.

Continue

Q.3.2. Basic Game: Seller

Your only task in this experiment will be to make ONE decision (with regard to the value of some tokens).

This experiment is completely anonymous: neither the other Participants, nor the organizer will be able to know what your decision was. Also, you are not able to find out the identity of the person you're playing with.

The experiment is played out in PAIRS: you (Participant 2, also known as “the seller”) will play with chosen at random from the other Participants in the lab (Participant 1, also known as the “allocator”). Each one must take single decision, and then the payments will be distributed according to some rules we'll explain to you in a moment.

In the contract we sign we guarantee you that you REALLY are playing with another person, and accordingly your decisions will affect your payment and the payment of that Participant.

Press CONTINUE to continue with the instructions of the experiment.

You are Participant 2 (also called the “seller”). You received 10 tokens on account of having completed the 5 tasks. You have been randomly assigned another Participant in

the lab, who we'll call Participant 1, who also completed the 5 tasks (and received 10 tokens). Between the two of you, you have accumulated 20 tokens. All that Participant 1 ("the allocator") has to do is to distribute those 20 tokens between you and Participant 1. In other words, Participant 1 decides how many tokens out of the 20 he's going to keep, and how many he's going to give you. Your ONLY task is to set the price at which each of those 20 tokens will be sold. In other words, you have to negotiate with the organizers whether the value of each token will be \$1 or \$2. The organizers will offer you an extra payment of \$10 (for you alone) if you agree to sell the tokens for \$1.

Continue

You (Participant 2) have to decide what is the value of these 20 tokens. The options are:

Option A: Each token will be worth \$2.

Option B: Each token will be worth \$1, and as compensation you'll receive \$10 just for yourself.

(We've provided you a sheet that describes the two options). Participant 1 (the allocator) will not be able to know if you chose Option A or Option B until after the tokens have been distributed. You will not be able to know how the Participant 1 distributed the tokens until after having chosen either Option A or Option B.

Remember that the game is completely anonymous: accordingly, Participant 2 (the allocator) does not know with which of the other participants in the lab he is playing. Likewise, you (Participant 1) don't know the identity of Participant 2.

Continue

Before we continue, we want to make sure the rules are clear, so we're going to ask you 4 questions about the rules of the game. Please reply to the following questionnaire. For

each correct answer, you'll earn an extra \$2, on top of the other payments of experiment.

Continue

1 If the allocator decides to keep 10 tokens and leave 10 tokens to you, and you choose Option A (\$1 per token), how much will each of you collect? (in pesos):

You:

Participant 2:

2. 1 If Participant 1 decides to keep 19 tokens and leave 1 token to you, while at the same time you arrange the high price (\$2 per token), how much would each one of you collect (in pesos):

You:

Participant 2:

Continue

1 If the allocator decides to keep 10 tokens and leave 10 tokens to you, and you choose Option A (\$1 per token): **Your answer is incorrect!** You would get \$20 at \$1 each, plus an additional payment of \$10) and Participant 1 would get \$10 (10 tokens at \$1 each).

1. If Participant 1 decides to keep 19 tokens and leave 1 token to you, and at the same time you choose the high price (\$2 per token): **Your answer is incorrect!** You would get \$2 (1 token at \$2), and Participant 1 would get \$38 (19 tokens at \$2 each).

Continue

3. The organizers of the experiment or the other participants in the lab can find whether you chose Option A or B when playing the game.

True

False

4. Even though nobody knows your identity, Participant 1 knows whether Participant 2 chose Option A or B, when he distributed the tokens.

True

False

Continue

3. The organizers of the experiment or the other participants can find out whether you chose Option A or Option B in the game. **Your answer is correct!** The decisions of all the participants are completely anonymous.

4. Even though he doesn't know knows your identity, Participant 1 knows whether Participant 2 chose Option A or B when he distributed the tokens. **Your answer is incorrect!** Participant 1 must choose how to distribute the tokens without knowing whether you chose Option A or B.

These were all the instructions. Press CONTINUE in order to proceed to make your only decision.

Continue

Please select the option you want:

Option A: \$2 for each token.

Option B: \$1 for each token, and \$10 just for you.

Continue

Q.4. Modified Game

Q.4.1. Modified Game: Allocator (with Able=8)

Introduction

Now you're going to make a decision in order to see how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "allocator", and you'll be participating with another person, whose role is to be the "seller", and who is randomly chosen from the other participants in the room. Each one will make a single decision, and then the payments will be distributed in accordance with some rules we'll explain to you shortly.

In the contract you signed, we guarantee you that you are really participating with another person, and that your decisions will therefore affect the payments to that participant (and yours).

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating.

Allocator: Your Instructions.

You received 10 tokens on account of having completed the 5 tasks.

The number at the top of this page was randomly paired with another number on another page belonging to a “seller” with whom you’ll be making decisions. The “seller” also completed 5 tasks and received 10 tokens. Between the two of you’ve accumulated 20 tokens. You’re going to decide how those 20 tokens are going to be distributed between you and the seller.

Out of the 20 tokens, you can chose how may you want to keep, and how many your partner will keep. The decision margin is chosen at random. There are two types of allocator: those who can move up to 8 of each person’s tokens, and those who can move up to 2 of each person’s tokens. You got to move up to 2 tokens, which means that you can keep any number of tokens between 8 and 12. Your partner will keep the remaining tokens (up to 20). Your options are:

Table 1:

Tokens for You	Tokens for Your Partner
12	8
11	9
10	10
9	11
8	12

Before you make your decision we're going to explain the instructions received by the person who was randomly designated to participate with you (called the "seller). What follows are the instructions that person receives (remember that you are the allocator, not the seller). We're showing you that person's instructions so that you can see them and understand how the experiment works, as seen from your point of view and the person participating with you.

NOTE: There are the seller's instructions, NOT your instructions.

Seller's Instructions

You are the "seller". For the completed tasks, you've got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an "allocator" with whom you're going to make some decisions. The allocator you're participating with did the same task and also earned 10 tokens.

The allocator is going to distribute the 20 tokens accumulated by the two of you. He'll decide how many tokens he's going to keep and how many you'll get to keep.

*We (the researchers) are going to buy the tokens from you and the allocator you're playing with. Your task is to negotiate the price of the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself. In other words, **your decision will affect them both**. You can sell each one for \$1.5. You can also make a deal and sell them at \$0.5. If you do that, you'll collect a premium of \$5. To summarize, you (the seller) have to decide the value of those 20 tokens. The options are:*

Option A: Each token will be worth \$1.5.

Option B: Each token will be worth \$0.5, and as compensation you will receive \$5 only for yourself (plus the value of your tokens).

The allocator will not be able to know if you chose Option A or Option B until after the

tokens have been distributed. And you (the seller) will not know how the allocator distributed the tokens until after you have chosen Option A or Option B. Remember that the experiment is completely anonymous; accordingly, the allocator doesn't know with whom he is participating, out of all the people in the room. Likewise, you (the seller) don't know the identity of the allocator. When the allocator distributes the tokens, he has no way of knowing which option you're going to chose.

Finally, you need to know that there are two kinds of allocators: those who can move up to 8 of each person's tokens, and those who can move up to 2 of each person's tokens. What you don't know is what kind of allocator you got to play with.

Example:

Before you make your decision, let's take a look at an example:

If the seller chooses Option B (\$0.5 per token) and you choose to keep 12 tokens, you would collect:

$$\$0.50 \times 12 = \$6$$

And the seller would collect:

$$\$0.50 \times 8 + \$5 = \$9$$

On the other hand, if the seller chooses Option A (\$1.5 per token) and you choose to keep 10 tokens, you would collect:

$$\$1.50 \times 10 = \$15$$

And the seller would collect:

$$\$1.50 \times 10 = \$15$$

Questionnaire:

Before continuing, we want to make sure the rules are clear, so we're going to ask you 5 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

1. If, when you distribute the tokens, you decide to keep 10 tokens for yourself and leave 10 tokens for the seller, and the seller chooses Option B (\$0.5 per token), how much will each one of you collect (in pesos)

Allocator (you): _____ Seller: _____

2. If, when you distribute the tokens, you decide to keep 12 tokens for yourself and leave 8 tokens for the seller, and the seller chooses Option B (\$1.5 per token), how much will each of you collect (in pesos).

Allocator (you): _____ Seller: _____

3. Can the organizer of the experiment find out who you are?

Yes No

4. Can the other participants find out if they are participating with you?

Yes No

5. Even if he doesn't know who you are, does the seller know how you (the allocator) distributed the 20 tokens before you chose Option A or Option B?

Yes No

Decisions

You don't have to make the final decision on how to distribute the tokens just yet.

Before that we want to ask you a few questions.

Bonus Questions: for an additional \$5. In your opinion, which of the following two do you think the seller chose? (Mark the appropriate square with an X).

Option A: each token \$1.5

Option B: each token \$0.5 (\$5 for the seller only).

If your answer is correct, you'll receive an additional \$5 as a prize.

Now is the time for you to make your decision on how to distribute the 20 tokens. Write down which of the options of Table 1 you chose:

Tokens for You	Tokens for Your Partner

Bonus Question: for an additional \$5. Out of all the participants who were assigned the role of seller, we're going to calculate which percentage chose Option B (\$0.5 per token plus \$5 for the seller only). In your opinion, what percentage chose Option B?

- 0-10% of the sellers chose Option B;
- 10-20% of the sellers chose Option B;
- 20-30% of the sellers chose Option B;
- 30-40% of the sellers chose Option B;
- 40-50% of the sellers chose Option B;
- 50-60% of the sellers chose Option B;
- 60-70% of the sellers chose Option B;
- 70-80% of the sellers chose Option B;
- 80-90% of the sellers chose Option B;
- 90-100% of the sellers chose Option B;

If your answer is correct, you will receive an additional \$5 as a prize.

Q.4.2. Modified Game: Seller

Introduction

Now you're going to make a decision in order to see how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "seller", and you'll be participating with another person, whose role is to be the "allocator", and who is randomly chosen from the other participants in the room. Each one will make a single decision, and then the payments will be distributed in accordance with some rules we'll explain to you shortly.

In the contract you signed, we guarantee you that you are really participating with another person, and that your decisions will therefore affect the payments to that participant (and yours).

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating.

Instructions

You're the "seller". For the completed tasks, you've got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an "allocator" with whom you're going to make some decisions. The allocator you're participating with did the same task and also earned 10 tokens.

The allocator is going to distribute the 20 tokens accumulated by the two of you. He'll decide how many tokens he's going to keep and how many you'll get to keep.

We, (the researchers) are going to buy the tokens from you and the allocator you're playing with. Your task is to negotiate the price of the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself. In other words, **your decision will affect them both**. You can sell each one for \$1.5. You can also make a deal and sell them at \$0.5. If you do that, you'll collect a premium of \$5. To summarize, you (the seller) have to decide the value of those 20 tokens. The options are:

Option A: Each token will be worth \$1.5.

Option B: Each token will be worth \$0.5, and as compensation you will receive \$5 only for yourself (plus the value of your tokens).

The allocator will not be able to know if you chose Option A or Option B until after the tokens have been distributed. And you (the seller) will not know how the allocator

distributed the tokens until after you have chosen Option A or Option B. Remember that the experiment is completely anonymous; accordingly, the allocator doesn't know with whom he is participating, out of all the people in the room. Likewise, you (the seller) don't know the identity of the allocator. When the allocator distributes the tokens, he has no way of knowing which option you're going to choose.

Finally, you need to know that there are two kinds of allocators: those who can move up to 8 of each person's tokens, and those who can move up to 2 of each person's tokens. What you don't know is what kind of allocator you got to play with.

Questionnaire

Before continuing, we want to make sure the rules are clear, so we're going to ask you 4 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

6. If the allocator decides to keep 10 tokens and leave you 10 tokens for the seller, and you choose Option B (\$0.5 per token), how much will each one of you collect (in pesos)

Seller (you): _____ Allocator: _____

7. If the allocator decides to keep 18 tokens for himself and leave 2 tokens for you, and at the same time you arrange for the high price (\$1.5 per token), how much will each of you collect (in pesos).

Seller (you): _____ Allocator: _____

8. Can the other player (or the organizers) find out who you are, or is your identity completely anonymous (the organizer knows only the number at the top of the page to whom the payments must be made)

The other player (or the organizers) know who decided what

The decision is completely anonymous.

9. Even if he doesn't know who you are, does the allocator know if the seller chose Option A or Option B when he distributed the tokens?

Yes No

Decisions

Please choose which option you want:

- Option A: each token \$1.5
- Option B: each token \$0.5, and \$5 just for you.

Q.5. Forced Seller

Q.5.1. Forced Seller: Allocator (with Able=8)

Introduction

Now we're going to tell you how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "allocator", and you'll be participating with another person, whose role is to be the "seller", and who is randomly chosen from the other participants in the room. Each one will make a single decision, and then the payments will be distributed in accordance with some rules we'll explain to you shortly.

In the contract you signed, we guarantee you that you are really participating with another person, and that your decisions will therefore affect the payments to that participant (and yours).

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating.

Allocator: Your Instructions.

You received 10 tokens on account of having completed the 5 tasks.

The number at the top of this page was randomly paired with another number on another page belonging to a “seller” with whom you’ll be making decisions. The “seller” also completed 5 tasks and received 10 tokens. Between the two of you’ve accumulated 20 tokens. You’re going to decide how those 20 tokens are going to be distributed between you and the seller.

Out of the 20 tokens, you can chose how may you want to keep, and how many your partner will keep. The decision margin is chosen at random. There are two types of allocator: those who can move up to 8 of each person’s tokens, and those who can move up to 2 of each person’s tokens. You got to move up to 2 tokens, which means that you can keep any number of tokens between 8 and 12. Your partner will keep the remaining tokens (up to 20). Your options are:

Table 1:

Tokens for You	Tokens for Your Partner
12	8
11	9
10	10
9	11
8	12

Before you make your decision we're going to explain the instructions received by the person who was randomly designated to participate with you (called the "seller). What follows are the instructions that person receives (remember that you are the allocator, not the seller). We're showing you that person's instructions so that you can see them and understand how the experiment works, as seen from your point of view and the person participating with you.

Seller's Instructions

You are the “seller”. For the completed tasks, you’ve got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an “allocator” with whom you’re going to make some decisions. The allocator you’re participating with did the same task and also earned 10 tokens.

The allocator is going to distribute the 20 tokens accumulated by the two of you. He’ll decide how many tokens he’s going to keep and how many you’ll get to keep.

We, (the researchers) are going to buy the tokens from you and the allocator you’re playing with. Your task is to sell the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself.

You’re going to sell each token for \$1.5

Remember that the experiment is completely anonymous; accordingly, the allocator doesn’t know with whom he is participating, out of all the people in the room. Likewise, you (the seller) don’t know the identity of the allocator.

Finally, you need to know that there are two kinds of allocators: those who can move up to 8 of each person’s tokens, and those who can move up to 2 of each person’s tokens. What you don’t know is what kind of allocator you got to play with.

Example:

Before you make your decision, let's take a look at an example:

If you choose to keep 10 tokens, you would collect:

$$\$1.50 \times 10 = \$15$$

And the seller would collect:

$$\$1.50 \times 10 = \$15$$

Questionnaire:

Before continuing, we want to make sure the rules are clear, so we're going to ask you 3 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

1. If, when you distribute the tokens, you decide to keep 12 tokens for yourself and leave 8 tokens for the seller, how much will each of you collect (in pesos).

Allocator (you): _____ Seller: _____

2. Can the organizer of the experiment find out who you are?

Yes No

3. Can the other participants find out if they are participating with you?

Yes No

Decision

Now is the time for you to make your decision on how to distribute the 20 tokens. Write down which of the options of Table 1 you chose:

Tokens for You	Tokens for Your Partner

Q.5.2. Forced Seller: Seller

Introduction

Now you're going to make a decision on how to distributed what you've collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "seller", and you'll be participating with another person, whose role is to be the "allocator", and who is randomly chosen from the other participants in the room. Each one will make a single decision, and then the payments will be distributed in accordance with some rules we'll explain to you shortly.

In the contract you signed, we guarantee you that you are really participating with another person, and that your decisions will therefore affect the payments to that participant (and yours).

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating.

Instructions

You are the “seller”. For the completed tasks, you’ve got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an “allocator” with whom you’re going to make some decisions. The allocator you’re participating with did the same task and also earned 10 tokens. That person’s 10 tokens and yours are going to be combined in a pool of 20 tokens.

The allocator is going to distribute the 20 tokens that you’ve both accumulated. He’s going to decide how many tokens he gets to keep, and how many you get to keep.

We (the researchers) are going to buy the tokens from you and the allocator you’re playing with. Your task is to sell the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself.

You’re going to sell each token for \$1.5

Remember that the experiment is completely anonymous; accordingly, the allocator doesn’t know with whom he is participating, out of all the people in the room. Likewise, you (the seller) don’t know the identity of the allocator.

Finally, you need to know that there are two kinds of allocators: those who can move up to 8 of each person’s tokens, and those who can move up to 2 of each person’s tokens. What you don’t know is what kind of allocator you got to play with.

Q.6. Forced Allocator

Q.6.1. Forced Allocator: Allocator (with Take=2)

Introduction

Now we're going to tell you how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "allocator", and you'll be participating with another person, whose role is to be the "seller", and who is randomly chosen from the other participants in the room.

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating, and vice versa.

Allocator: Your Instructions.

You received 10 tokens on account of having completed the 5 tasks.

The number at the top of this page was randomly paired with another number on another

page belonging to a “seller” with whom you’ll be making decisions. The “seller” also completed 5 tasks and received 10 tokens. Between the two of you, you’ve accumulated 20 tokens.

There are two types of allocator: depending on what type of allocator you get to be, you’ll have to distribute the tokens in a certain way. The type A allocators distribute the tokens, keeping 12 tokens for themselves and leaving 8 tokens for the seller. The type B allocators distribute the tokens, keeping 18 tokens for themselves and leaving 2 tokens for the seller. You got to be a type A, which means you have to leave the “seller” 8 tokens (and you get to keep 12).

Now we’re going to explain the instructions received by the person who was randomly designated to participate with you (called the “seller). What follows are the instructions that person receives (remember that you are the allocator, not the seller). We’re showing you that person’s instructions so that you can see them and understand how the experiment works, as seen from your point of view and the person participating with you.

Seller’s Instructions

You are the “seller”. For the completed tasks, you’ve got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an “allocator” with whom you’re going to make some decisions. The allocator you’re participating with did the same task and also earned 10 tokens. That person’s 10 tokens and yours are going to be combined in a pool of 20 tokens.

The allocator cannot choose how to distribute the tokens. He’ll distribute them

according to instructions that we will be providing him. We told half of them they can keep 12 (out of the 20) and the other half that they could keep 18. This allocation is completely random, so you have a 50% chance of getting 2 tokens, and a 50% chance of getting 8.

*We (the researchers) are going to buy the tokens from you and the allocator you're playing with. Your task is to negotiate the price of the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself. In other words, **your decision will affect both of you**. You can sell each one for \$1.5. You can also make a deal and sell them at \$0.5. If you do that, you'll collect a premium of \$5. To summarize, you (the seller) have to decide the value of those 20 tokens. The options are:*

Option A: Each token will be worth \$1.5.

Option B: Each token will be worth \$0.5, and as compensation you will receive \$5 only for yourself (plus the value of your tokens).

Remember that the experiment is completely anonymous: so the allocator does not know with which of all the persons in the room he is participating. Likewise, you (the seller) do not know the identity of the allocator.

Example:

Before we go ahead, let's take a look at an example:

If the seller chooses Option B (\$0.5 per token) and you choose to keep 12 tokens, you would collect:

$$\$0.50 \times 12 = \$6$$

And the seller would collect:

$$\$0.50 \times 8 + \$5 = \$9$$

Questionnaire:

Before continuing, we want to make sure the rules are clear, so we're going to ask you 4 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

1. If, the seller chooses Option A (\$1.5 per token), how much will each one of you collect (in pesos)

Allocator (you): _____ Seller: _____

2. Can the organizers of the experiment find out who you are?

Yes No

3. Can the other participants find out if they are participating with you?

Yes No

4. Even if he doesn't know who you are, does the Seller know how you (the allocator) were told to distribute the 20 tokens before you chose Option A or Option B?

Yes No

Bonus Questions

1. Bonus Question: for an additional \$5. In your opinion, which of the following two do you think the seller chose? (Mark the appropriate square with an X).

- Option A: each token \$1.5
- Option B: each token \$0.5 (\$5 for the seller only).

If your answer is correct, you'll receive an additional \$5 as a prize.

Bonus Question: for an additional \$5. Out of all the participants who were assigned the role of seller, we're going to calculate which percentage chose Option B (\$0.5 per token plus \$5 for the seller only). In your opinion, what percentage chose Option B?

- 0-10% of the sellers chose Option B;
- 10-20% of the sellers chose Option B;
- 20-30% of the sellers chose Option B;
- 30-40% of the sellers chose Option B;
- 40-50% of the sellers chose Option B;
- 50-60% of the sellers chose Option B;
- 60-70% of the sellers chose Option B;
- 70-80% of the sellers chose Option B;
- 80-90% of the sellers chose Option B;
- 90-100% of the sellers chose Option B;

If your answer is correct, you will receive an additional \$5 as a prize.



Q.6.2. Forced Allocator: Seller

Introduction

Now we're going to tell you how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "allocator", and you'll be participating with another person, whose role is to be the "seller", and who is randomly chosen from the other participants in the room.

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating, and vice versa.

Instructions

You are the “seller”. For the completed tasks, you’ve got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an “allocator” with whom you’re going to make some decisions. The allocator you’re participating with did the same task and also earned 10 tokens. That person’s 10 tokens and yours are going to be combined in a pool of 20 tokens.

The allocator cannot choose how to distribute the tokens. He’ll distribute them according to instructions that we will be providing him. We told half of them they can keep 12 (out of the 20) and the other half that they could keep 18. This allocation is completely random, so you have a 50% chance of getting 2 tokens, and a 50% chance of keeping 8.

We (the researchers) are going to buy the tokens from you and the allocator you’re playing with. Your task is to negotiate the price of the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself. In other words, **your decision will affect both of you**. You can sell each one for \$1.5. You can also make a deal and sell them at \$0.5. If you do that, you’ll collect a premium of \$5. To summarize, you (the seller) have to decide the value of those 20 tokens. The options are:

Option A: Each token will be worth \$1.5.

Option B: Each token will be worth \$0.5, and as compensation you will receive \$5 only for yourself (plus the value of your tokens).

Remember that the experiment is completely anonymous: so the allocator does not know with which of all the persons in the room he is participating. Likewise, you (the seller) do not know the identity of the allocator.

Questionnaire:

Before continuing, we want to make sure the rules are clear, so we're going to ask you 4 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

1. If, the Allocator keeps 12 tokens and leaves you 8 tokens, and you choose Option B (\$0.5 per token), how much will each one of you collect (in pesos)
Seller (you): _____ Allocator: _____
2. If the allocator keeps 18 tokens for himself and leave 2 tokens for you, and at the same time you arrange for the high price (\$1.5 per token), how much will each of you collect (in pesos).
Seller (you): _____ Allocator: _____
3. Can the other player (or the organizers) find out who you are, or is your identity completely anonymous (the organizer knows only the number at the top of the page to whom the payments must be made)
 The other player (or the organizers) know who decided what
 The decision is completely anonymous.
4. Even if he doesn't know who you are, does the allocator know if the seller chose Option A or Option B when he distributed the tokens?
 Yes No

Decisions

1. Please choose which option you want:

- Option A: each token \$1.5
- Option B: each token \$0.5, and \$5 just for you.

Q.7. Conditional Game

Q.7.1. Conditional Game: Allocator (with Able=10)

Introduction

Now you're going to make a decision in order to see how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "allocator", and you'll be participating with another person, whose role is to be the "seller", and who is randomly chosen from the other participants in the room. Each one will make a single decision, and then the payments will be distributed in accordance with some rules we'll explain to you shortly.

In the contract you signed, we guarantee you that you are really participating with another person, and that your decisions will therefore affect the payments to that participant (and yours).

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating.

Allocator: Your Instructions.

You received 10 tokens on account of having completed the 5 tasks.

The number at the top of this page was randomly paired with another number on another page belonging to a “seller” with whom you’ll be making decisions. The “seller” also completed 5 tasks and received 10 tokens. Between the two of you’ve accumulated 20 tokens. You’re going to decide how those 20 tokens are going to be distributed between you and the seller.

Out of the 20 tokens, you can chose how may you want to keep, and how many your partner will keep. Your options are:

Tokens for You	Tokens for Your Partner
20	0
19	1
18	2
17	3
16	4
15	5
14	6
13	7
12	8
11	9
10	10
9	11
8	12

7	13
6	14
5	15
4	16
3	17
2	18
1	19
0	20

Before you make your decision we're going to explain the instructions received by the person who was randomly designated to participate with you (called the "seller). What

follows are the instructions that person receives (remember that you are the allocator, not the seller). We're showing you that person's instructions so that you can see them and understand how the experiment works, as seen from your point of view and the person participating with you.

NOTE: There are the seller's instructions, NOT your instructions.

Seller's Instructions

You are the "seller". For the completed tasks, you've got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an "allocator" with whom you're going to make some decisions. The allocator you're participating with did the same task and also earned 10 tokens.

The allocator is going to distribute the 20 tokens accumulated by the two of you. He'll decide how many tokens he's going to keep and how many you'll get to keep.

*We (the researchers) are going to buy the tokens from you and the allocator you're playing with. Your task is to negotiate the price of the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself. In other words, **your decision will affect them both**. You can sell each one for \$1.5. You can also make a deal and sell them at \$0.5. If you do that, you'll collect a premium of \$5. To summarize, you (the seller) have to decide the value of those 20 tokens. The options are:*

Option A: Each token will be worth \$1.5.

Option B: Each token will be worth \$0.5, and as compensation you will receive \$5

only for yourself (plus the value of your tokens).

The allocator will not be able to know if you chose Option A or Option B until after the tokens have been distributed. And you (the seller) will not know how the allocator distributed the tokens until after you have chosen Option A or Option B. Remember that the experiment is completely anonymous; accordingly, the allocator doesn't know with whom he is participating, out of all the people in the room. Likewise, you (the seller) don't know the identity of the allocator. When the allocator distributes the tokens, he has no way of knowing which option you're going to chose.

Example:

Before you make your decision, let's take a look at an example:

If the seller chooses Option B (\$0.5 per token) and you choose to keep 12 tokens, you would collect:

$$\$0.50 \times 12 = \$6$$

And the seller would collect:

$$\$0.50 \times 8 + \$5 = \$9$$

On the other hand, if the seller chooses Option A (\$1.5 per token) and you choose to keep 10 tokens, you would collect:

$$\$1.50 \times 10 = \$15$$

And the seller would collect:

$$\$1.50 \times 10 = \$15$$

Questionnaire:

Before continuing, we want to make sure the rules are clear, so we're going to ask you 5 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

10. If, when you distribute the tokens, you decide to keep 10 tokens for yourself and leave 10 tokens for the seller, and the seller chooses Option B (\$0.5 per token), how much will each one of you collect (in pesos)

Allocator (you): _____ Seller: _____

11. If, when you distribute the tokens, you decide to keep 12 tokens for yourself and leave 8 tokens for the seller, and the seller chooses Option B (\$1.5 per token), how much will each of you collect (in pesos).

Allocator (you): _____ Seller: _____

12. Can the organizer of the experiment find out who you are?

Yes No

13. Can the other participants find out if they are participating with you?

Yes No

14. Even if he doesn't know who you are, does the seller know how you (the allocator) distributed the 20 tokens before you chose Option A or Option B?

Yes No

Decisions

Now is the time for you to make your decision on how to distribute the 20 tokens. From all the participants playing in the role of seller, we will calculate the proportion that chose Option B (\$0.5 for each token plus \$5 only for the seller), and we will let you make your decision on who to allocate the tokens conditional on that proportion.

The sum between the tokens for you and the tokens for your partner must be 20, otherwise you will be disqualified:

If 0-10% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 10-20% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 20-30% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 30-40% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 40-50% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 50-60% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 60-70% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 70-80% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

If 80-90% of sellers chose Option B: how do you want to allocate the tokens?

Tokens for You	Tokens for Your Partner

<input type="checkbox"/> If 90-100% of sellers chose Option B: how do you want to allocate the tokens?	
Tokens for You	Tokens for Your Partner

Q.7.2. Conditional Game: Seller

Introduction

Now you're going to make a decision in order to see how to distribute what has been collected in the 5 tasks up to this point. Afterwards, you'll get paid by a person who doesn't know anything about the experiment. In order for the experiment to be completely anonymous, we, the researchers won't see your name; instead, we'll see the number at the top of this page. Cut it out, and save it, or write it down. You will need it in order to collect.

The experiment is conducted in PAIRS. Your role is to be the "seller", and you'll be participating with another person, whose role is to be the "allocator", and who is randomly chosen from the other participants in the room. Each one will make a single decision, and then the payments will be distributed in accordance with some rules we'll explain to you shortly.

In the contract you signed, we guarantee you that you are really participating with another person, and that your decisions will therefore affect the payments to that participant (and yours).

The experiment is completely anonymous: neither the other participants, nor the organizer will be able to find out what your decision was. Nor will you be able to know the identity of the person with whom you are participating.

Instructions

You're the "seller". For the completed tasks, you've got 10 tokens. The number at the top of this page was randomly paired with another number on another page belonging to an "allocator" with whom you're going to make some decisions. The allocator you're participating with did the same task and also earned 10 tokens.

The allocator is going to distribute the 20 tokens accumulated by the two of you. He'll decide how many tokens he's going to keep and how many you'll get to keep.

We, (the researchers) are going to buy the tokens from you and the allocator you're playing with. Your task is to negotiate the price of the tokens on behalf of both of you (you and the allocator). The price you arrange for the tokens will cover both your tokens (the ones the allocator lets you keep) as well as the tokens the allocator is going to keep for himself. In other words, **your decision will affect them both**. You can sell each one for \$1.5. You can also make a deal and sell them at \$0.5. If you do that, you'll collect a premium of \$5. To summarize, you (the seller) have to decide the value of those 20 tokens. The options are:

Option A: Each token will be worth \$1.5.

Option B: Each token will be worth \$0.5, and as compensation you will receive \$5 only for yourself (plus the value of your tokens).

The allocator will not be able to know if you chose Option A or Option B until after the tokens have been distributed. And you (the seller) will not know how the allocator

distributed the tokens until after you have chosen Option A or Option B. Remember that the experiment is completely anonymous; accordingly, the allocator doesn't know with whom he is participating, out of all the people in the room. Likewise, you (the seller) don't know the identity of the allocator. When the allocator distributes the tokens, he has no way of knowing which option you're going to chose.

Questionnaire

Before continuing, we want to make sure the rules are clear, so we're going to ask you 4 questions. In order for you to collect the money you've earned in the experiment, you'll have to correctly answer these questions:

15. If the allocator decides to keep 10 tokens and leave you 10 tokens for the seller, and you choose Option B (\$0.5 per token), how much will each one of you collect (in pesos)

Seller (you): _____ Allocator: _____

16. If the allocator decides to keep 18 tokens for himself and leave 2 tokens for you, and at the same time you arrange for the high price (\$1.5 per token), how much will each of you collect (in pesos).

Seller (you): _____ Allocator: _____

17. Can the other player (or the organizers) find out who you are, or is your identity completely anonymous (the organizer knows only the number at the top of the page to whom the payments must be made)

- The other player (or the organizers) know who decided what
- The decision is completely anonymous.

18. Even if he doesn't know who you are, does the allocator know if the seller chose Option A or Option B when he distributed the tokens?

- Yes
- No

Decisions

Please choose which option you want:

- Option A: each token \$1.5
- Option B: each token \$0.5, and \$5 just for you.