

## **Appendix A: Sample Instructions [(5,7)-game with communication]**

Thank you for participating in this session. The purpose of this experiment is to study how people make decisions in a particular situation. Feel free to ask us questions as they arise, by raising your hand. Please do not speak to other participants during the experiment.

You will receive \$5, as a show-up fee for participating in this session. You may also receive additional money, depending on the decisions made (as described below). Upon completion of the session, this additional amount will be paid to you individually and privately.

During the session, you will be paired with another person. However, no participant will ever know the identity of the person with whom he or she is paired.

### *Decision tasks*

In each pair, one person will have the role of A, and the other will have the role of B. The amount of money you earn depends on the decisions made in your pair. There are 2 types for B; call these HIGH and LOW. Each B participant will draw a number from a bag to determine his or her type. Each B who draws a number that is a multiple of three (for example: 3, 6, 9, etc.) will be a HIGH type; all other B's are LOW types. Thus, there are about twice as many LOW types as HIGH types. Information about B's type is not conveyed to A.

On the designated decision sheet, each person A will indicate whether he or she wishes to choose IN or OUT. If A chooses OUT, each of A and B receives \$5 (in addition to the show-up fee).

We will collect these sheets after the choices have been indicated. We will then convey to each B the choice made by the A with whom he or she is paired. If A chose OUT, B has no choice to make. If A has chosen IN, B will indicate whether he or she wishes to ROLL.

If A chooses IN and B chooses DON'T ROLL, A receives \$7 and B receives \$7. If A chooses IN and B chooses ROLL, the result depends on B's type. If B is the LOW type and chooses ROLL, then A receives \$0 and B receives \$10. If B is the HIGH type and chooses ROLL, then B receives \$10 and the outcome of the roll of a 6-sided die determines A's payoff. If the die comes up 1, A receives \$0; if the die comes up 2-6, A receives \$12. (All of these amounts are in addition to the \$5 show-up fee.) This information is summarized in the chart below:

	<b>A receives</b>	<b>B receives</b>
A chooses OUT	<b>\$5</b>	<b>\$5</b>
A chooses IN and:		
B is LOW type and chooses DON'T ROLL	<b>\$7</b>	<b>\$7</b>
B is LOW type and chooses ROLL	<b>\$0</b>	<b>\$10</b>
B is HIGH type and chooses DON'T ROLL	<b>\$7</b>	<b>\$7</b>
B is HIGH type, chooses ROLL, die=1	<b>\$0</b>	<b>\$10</b>
B is HIGH type, chooses ROLL, die= 2,3,4,5, or 6	<b>\$12</b>	<b>\$10</b>

### *A Message*

Prior to the decisions by A and B, B has an option to send a message to A. Each B receives a blank sheet, on which a message can be written, if desired. We will allow time as needed for people to write messages; these will be collected when people are ready. Please print clearly if you wish to send a message to A. We will convey this message to the appropriate A participant (without the identifying number) and then A and B will proceed as described above.

In these messages, no one is allowed to identify him or herself by name or number or gender or appearance. (The experimenter will monitor the messages. Violations (experimenter discretion) will result in B receiving only the \$5 show-up fee, and the paired A receiving the average amount received by other A's.) Other than these restrictions, B may say anything that he or she wishes in this message. If you wish to not send a message, simply circle the letter B at the top of the sheet.

**B**

You may print a message to A below if you wish.