

Appendix B: Messages

The (5,7)-game

In the tables below: R = *Roll*, D = *Don't*. We classify messages as HR = Promise High & *Roll*, IHR = Implicit promise High & *Roll*, LD = Promise Low, then *Don't*, ILD = Implicit promise Low, then *Don't*, PH = Promise High, PL = Promise Low, PNS = Promise not selfish, PD = Promise *Don't*, E = Empty Talk, and N = No Message. This classification scheme maps onto the scheme in the text as follows: 1) HR, IHR, and PH are considered to be HR-messages, 2) LD, ILD, PD, and PNS are considered to be LD-messages (promises one will choose *Don't* or not be selfish only really make sense for a low-talent agent), and 3) E and N are considered to be Silence.

| Session | ID (B) | Message | Class | Type | A | B |
|---------|--------|---|-------|------|-----|---|
| 1 | 1 | I am a B that is Low. | PL | L | OUT | - |
| 1 | 2 | I won't be selfish—Choose In. | PNS | L | IN | D |
| 1 | 3 | I hope you had a good summer so far. Santa Barbara's a neat place to be...I'm here with my wonderful boyfriend...I feel very blessed & content. I hope you are feeling great too. Bye! | E | H | IN | R |
| 1 | 4 | I won't roll. | PD | L | IN | D |
| 1 | 5 | Trust me. I am a nice person. ☺ | PNS | L | IN | D |
| 1 | 6 | You have a 5/6 chance of getting \$12. Wanna go for it? <u>Live dangerously.</u> ☺ Either way, free cash. Enjoy. | IHR | H | IN | R |
| 1 | 7 | Hello A, you should choose IN. After doing this I will agree to select DON'T ROLL considering I am a LOW B. The outcome will be that we both receive \$7 each. I am a very altruistic person and would receive more gratification from both of us receiving \$7 each than me only being the one to receive \$10. You have my word and we will both leave happy! | LD | L | IN | D |
| 1 | 8 | Choose IN, I want you to get money too! Everybody wins when A chooses in ☺ | E | L | IN | D |
| 1 | 9 | I'll take care of you, so don't worry. I am not a "Pursue wealth forgetting all but self" type of person. | PNS | H | IN | R |
| 1 | 10 | I am a <u>Low Type</u> . Please choose IN because I <u>will not</u> choose ROLL. I will not use you for my benefit. | LD | L | IN | D |
| 1 | 11 | I am <u>LOW</u> TYPE. I am going to choose "Don't roll" because I want <u>both</u> of us to get \$7. (I would feel bad if I got \$10 & you got nothing b/c we all came here to get something). Have a great weekend, whoever you are. | LD | L | IN | D |
| 1 | 12 | - | N | H | OUT | - |
| 1 | 13 | High type. | PH | L | IN | D |
| 1 | 14 | I am a high number so choosing IN would work out best for both of us so I hope you choose it. I plan to roll. I think it is worth the risk. | HR | L | IN | R |
| 1 | 15 | 5/6 CHANCE FOR \$12 FOR YOU IF YOU CHOOSE IN... | IHR | H | OUT | - |
| 1 | 16 | If you choose in we will both win. | E | L | IN | D |
| | | | | | | |

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|---|----|---|-----|---|-----|---|
| 2 | 1 | I need TP for my Bunghole! Let's choose IN and don't roll so we both get \$7. | PD | L | IN | D |
| 2 | 2 | I will choose don't roll. | PD | L | IN | D |
| 2 | 3 | Choose IN, I'm high. Big chance of winning high amount. | IHR | H | IN | R |
| 2 | 4 | You will not get \$0. I promise. Do not choose out. | PD | L | IN | D |
| 2 | 5 | Want to win money, attend a psych test. Huzzah! I don't know what to write you, but I suppose you just need to trust I'm going to act in your best interests... In the meantime! There are two sausages in a frying pan. One of them says "It's getting hot in here." The other says "Ahh! Tolling sausage!" | E | L | IN | D |
| 2 | 6 | Hi, anyway I think you should know that I am a high type because we can both make more money if you choose in. | PH | H | IN | R |
| 2 | 7 | - | N | L | IN | D |
| 2 | 8 | If you choose "In" I will choose "don't Roll" so we both get \$7. | LD | L | IN | D |
| 2 | 9 | I AM A HIGH TYPE AND I'M GOING TO CHOOSE ROLL IF YOU CHOOSE IN, BECAUSE 17 IS THE BEST CHANCE OF DOING VERY WELL. | PH | H | IN | R |
| 2 | 10 | Best of luck on this game. I hope we both win lots of \$, so please choose <u>IN</u> ! | E | L | OUT | - |
| 2 | 11 | I am a <u>LOW</u> B. If you choose <u>IN</u> , and I choose don't roll, the 7 bucks is better than the 5...win/win. | LD | L | IN | D |
| 2 | 12 | I'm happy with my current situation lucky today. You can make your own decision. | E | H | OUT | - |
| 2 | 13 | - Imagine no possessions, no religion, too. Imagine all the people living life in peace... You may say I'm a dreamer but I'm not the only one I hope someday you will join us And the world will live as one. | E | L | OUT | - |
| 3 | 1 | I'm low. But do select IN. I will opt <u>not to Roll</u> so we can get \$& each. Trust me ☺ . | LD | L | IN | D |
| 3 | 2 | I'm a low type, and am planning on choosing not to roll so if you choose in, that was we both get a good amount of \$. | LD | L | OUT | - |
| 3 | 3 | No risk, no money. You choose in and I can give you 5 out of 6 odds that your wallet will be fatter. | IHR | H | IN | R |

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|---|----|---|-----|---|-----|---|
| 3 | 4 | Hi! I am lucky to have got HIGH type B; which means we can get higher pay-offs! It only makes max sense if you choose IN so that we get more than \$5 each. Also you may tell me if you want me to roll or not by underlining your choice. <u>IN</u> = ROLL IN = DON'T ROLL Doing this just to involve you in the complete decision process. Good luck! | PH | L | IN | R |
| 3 | 5 | Hi, I am a HIGH B type. So I think we can earn a \$7 each. You choose IN & I'll choose DON'T ROLL. Instead of choosing to roll, I think not choosing it is better as there is no risk of you getting a \$0 at all. I loose \$3 but I guess it's better than you loosing \$7. Good luck! | HR | L | IN | R |
| 3 | 6 | Hi! I'm a high B, so probabilistically, it's to your advantage to choose IN, regardless of whether I choose roll or not. Of course, it wouldn't be if I was a low B, but I'm not. Pick IN and, chances are, you'll be pleasantly surprised. Have a nice day! | HR | H | IN | R |
| 3 | 7 | Nice day for an experiment. ☺ Good luck. | E | L | OUT | - |
| 3 | 8 | I AM A LOW TYPE. I <u>GIVE YOU MY WORD</u> . THAT I WILL CHOOSE "DON'T ROLL" IF YOU CHOOSE "IN." IN THAT CASE, WE WILL EACH MAKE \$7. | LD | L | IN | D |
| 3 | 9 | It's probably a good idea to take a chance... I'm a high type, so you're almost guaranteed to make \$12. | HR | H | IN | R |
| 3 | 10 | I am of high type, so you have a good chance of \$12 if you choose IN. | HR | L | IN | R |
| 3 | 11 | I am a high type!! Let's roll - there's a great chance you'll get \$12 plus the \$5 show-up fee. | HR | L | IN | R |
| 3 | 12 | If you choose <u>In</u> you have a 5 in 6 chance of getting 17. Much better than 10. | IHR | H | IN | R |

The (5,5)-game

| Session | ID (B) | Message | Class | Type | A | B |
|---------|--------|--|-------|------|-----|---|
| 1 | 1 | Hope you take a good decision Good luck | E | L | OUT | - |
| 1 | 2 | I'm a low type, you may as well choose out. Even if you choose in, I won't roll. \$5 extra ... yay! ☺ If I were an A, I'd want someone to do the same for me. | LD | L | IN | D |
| 1 | 3 | Well, I think that it would be in your best interest to choose IN, cause I'm a high type of B, that's just how I roll, and I'm pretty sure that the roll of the dice will go your way too! Ok well, I hope it goes well. | HR | H | OUT | - |
| 1 | 4 | - | N | L | IN | R |

| | | | | | | |
|---|----|---|-----|---|-----|---|
| 1 | 5 | Low Type | PL | L | OUT | |
| 1 | 6 | Sure I'm high type, odds are that you will get 12 dollars if you choose "in" and allow me to roll. ☺ | HR | H | IN | R |
| 1 | 7 | Choose in, thanks | E | L | OUT | - |
| 1 | 8 | You're at pretty good odds to make some money. Take a risk, you know? | E | L | OUT | - |
| 1 | 9 | I am B <u>high</u> type. Your odds are good, 2 out of 3, do it, go in. Odds of die roll are 5/6, 5 out of 6 for a winner. Pretend your in Vegas!! | IHR | H | IN | R |
| 1 | 10 | I'm high, so pick IN, because that would give you a 5/6 chance of receiving 12 dollars, so that's an average of 10 dollars per person, instead of 5. | IHR | L | IN | R |
| 1 | 11 | I am a low type | PL | L | OUT | - |
| 1 | 12 | I'm high type, so choose IN so I can roll. You've got a 5/6 chance in scoring 12 bucks, pretty good odds. P.S. I love you. If only you'd stop staring at me, maybe it could work. | HR | H | OUT | - |
| 1 | 13 | I'm a high type, and I'm planning to roll if you go in. I suggest you do, not only so I can get \$10, but also because you have a 5/6 chance of getting \$12 rather than \$5. | HR | L | IN | R |
| | | | | | | |
| 2 | 1 | I'm a Low. | PL | L | OUT | - |
| 2 | 2 | Choose In, I'll hook you up. 5/6 chance we both win big. | IHR | L | OUT | - |
| 2 | 3 | Go in. I am high; 5/6 chance of a higher payoff. | IHR | H | IN | R |
| 2 | 4 | I've done these experiments before and it tends to pay off when you take risks. I'm high type & it's unlikely for you to roll a 1. | IHR | L | IN | R |
| 2 | 5 | I'm a high type. 1 n 6 chance of both of us getting a good payoff. | IHR | L | OUT | - |
| 2 | 6 | I am a high type. So please choose <u>in</u> ; we will have a higher chance to win more money. \$17 for me and \$15 for you id I roll anything other than 1 ☺ Even if I roll a 1 you will still get \$10 \$15. | HR | H | OUT | - |
| 2 | 7 | Choose 'IN'? I don't know what to write | E | L | OUT | - |
| 2 | 8 | Go in. | E | L | IN | R |
| 2 | 9 | - | N | H | IN | R |
| 2 | 10 | - | N | L | IN | R |
| 2 | 11 | - | N | L | OUT | - |

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|---|----|--|-----|---|-----|---|
| 2 | 12 | A, Choose IN, because I am a high. I will role. We have a 5/6 chance to make some serious \$\$\$\$. You can make \$17 minimum. And I heard he actually gives \$2 extra, in addition to the \$5 entry money. That's \$19. Do it! This is for you! & me! - B | HR | H | IN | R |
| 2 | 13 | - | N | L | IN | R |
| 2 | 14 | - | N | L | OUT | - |
| 2 | 15 | I'm a B high type – I'm rolling. | HR | H | OUT | - |
| 2 | 16 | - | N | L | IN | R |
| 2 | 17 | You should choose to stay in. ☺ | E | L | IN | R |
| 2 | 18 | Hey. I'm a high type so most likely you're going to make some money. Lucky you! | IHR | H | OUT | - |
| 3 | 1 | You should go in to get more money. | E | L | OUT | - |
| 3 | 2 | Hey! Choose <u>IN</u> ! If I am a low type I'll choose <u>Don't Roll</u> and we both get \$5. <u>But</u> , if I am a High type I'll choose roll and you'll have a 5/6 chance to win \$12. | PNS | L | IN | R |
| 3 | 3 | Hey, Choose in because we will "both" make a lot of money, or at least we both have an extremely <u>high</u> probability of making a lot of money. | IHR | H | OUT | - |
| 3 | 4 | Choose 'In' you have a good chance of making more than me. It will benefit both of us. | IHR | L | IN | R |
| 3 | 5 | - | N | L | IN | D |
| 3 | 6 | You should choose IN and since I am HIGH I will roll and the likelihood of me getting a 2-6 is 5/6 (about (84%) chance that you'll get 12\$ and I will get 10\$ | HR | H | IN | R |
| 3 | 7 | We will likely both leave very happy as long as you are in. | E | L | OUT | - |
| 3 | 8 | - | N | L | IN | R |
| 3 | 9 | - | N | H | IN | R |
| 3 | 10 | ☺ g'day! | E | L | IN | D |
| 3 | 11 | - | N | L | OUT | - |
| 3 | 12 | I encourage you to choose "IN", it is more likely to be financially rewarding, and just makes life more interesting. Good luck to us! | E | H | IN | R |
| 3 | 13 | - | N | L | OUT | - |
| 3 | 14 | - | N | L | OUT | - |

| | | | | | | |
|---|----|--|---|---|-----|---|
| 3 | 15 | I think you should choose IN. It can give us a better opportunity for more money. | E | H | OUT | - |
| 3 | 16 | Hi, I don't really like the idea of not knowing who you are or not being able to tell you my name, but we can't do anything about it. | E | L | IN | R |

The (7,7)-game

| Session | ID (B) | Message | Class | Type | A | B |
|---------|--------|--|-------|------|-----|----|
| 1 | 1 | Dear numbers 1,2,3,4,5,6,7, I'm so sorry. You know I need this money for my life. My life is humble. Sorry I've killed you | E | L | OUT | - |
| 1 | 2 | not sure what to write here | E | L | OUT | - |
| 1 | 3 | Chose IN and you have a high chance of making cash money. "Skinner said the teachers will crack any minute Purple monkey Dishwasher" - Simpsons | IHR | H | IN | R |
| 1 | 4 | Let's make money. I'm a low type B | PL | L | IN | DR |
| 1 | 5 | I'll choose DON'T ROLL, so you're good! | PD | L | IN | R |
| 1 | 6 | Hi Partner – Please Choose in. I am a high type so you have a very high chance of receiving 12\$ instead of 7\$ dollars if you choose because I am planning on choosing in. Thanks! | PH | H | IN | R |
| 1 | 7 | - | N | L | IN | R |
| 1 | 8 | Let's go for \$12 & \$10 ☺ | IHR | L | IN | R |
| 1 | 9 | If you choose IN we can both benefit more! | IHR | H | IN | R |
| 1 | 10 | We'll break even | ILD | L | OUT | - |
| 1 | 11 | - | N | L | OUT | - |
| 1 | 12 | Lets gamble! | E | H | IN | R |
| 1 | 13 | Your decision is based upon whether I turn out to be a high or low B. If I'm low, then you have the possibility of getting only \$5 today ... doesn't matter to me, I'm not mean ... so I'd give you money. \$3 bucks isn't a big deal ☺ | ILD | L | IN | DR |
| 1 | 14 | - | N | L | OUT | - |
| 1 | 15 | [In-In]-out? ☺ | E | H | IN | R |
| 1 | 16 | Good luck on this. | E | L | OUT | - |
| 2 | 1 | Dear A, I am a low B. | PL | L | OUT | - |
| 2 | 2 | #12 high Go IN | HR | L | OUT | - |

| | | | | | | |
|---|----|--|-----|---|-----|---|
| | | I ROLL | | | | |
| 2 | 3 | ☺ | E | H | OUT | - |
| 2 | 4 | - | | L | OUT | - |
| 2 | 5 | Choose in please so we can get some money | E | L | IN | R |
| 2 | 6 | - | N | H | IN | R |
| 2 | 7 | I'm a Low. Probably. | PL | L | OUT | - |
| 2 | 8 | I am a Low type B. | PL | L | OUT | - |
| 2 | 9 | Please choose In. I'm high and not in the illegal way. Please believe it. ☺ | PH | H | IN | R |
| 2 | 10 | - | N | L | IN | R |
| 2 | 11 | We both have a good chance for a nice payout | IHR | L | IN | R |
| 2 | 12 | - | N | H | OUT | - |
| 2 | 13 | FYI: you have no/little chance for an extra payout. Decide accordingly. | PL | L | OUT | - |
| 2 | 14 | Choose "In" for a better pay out | IHR | L | OUT | - |
| 2 | 15 | My dear friend The decision you are about to make is going to change your life forever! Just kidding ☺ take it easy pal | E | H | IN | R |
| | | | | | | |
| 3 | 1 | Good luck | E | L | OUT | - |
| 3 | 2 | I'm high (not from weed ... just my number). Choose in. There will only be a 1/6 chance you get nothing and a 5/6 chance to get \$12. We will both make more money. I won't roll a one I promise lol. | HR | L | IN | R |
| 3 | 3 | I am a high type As long as you choose IN, we have 5/6 chance of getting max money | HR | H | IN | R |
| 3 | 4 | If you choose "IN", I will choose ROLL. | E | L | OUT | - |
| 3 | 5 | I am 3!!! Lets leave with 17 and 15 | PH | L | OUT | - |
| 3 | 6 | I am <u>High</u> . I don't think there is an interest to lie. So believe it I'm High: the only way you get \$0 is if I roll 1 otherwise you get \$7 or \$12: let's do it! | PH | H | IN | R |
| 3 | 7 | - | N | L | OUT | - |
| 3 | 8 | I'm High | PH | L | IN | R |
| 3 | 9 | I am not going to roll the dice. | PDR | H | OUT | - |
| 3 | 10 | - | N | L | OUT | - |
| 3 | 11 | Think positive & let's both leave here with some major cash flow ☺ | IHR | L | IN | R |