

SUPPLEMENT TO “PROMISES AND PARTNERSHIP”  
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This web appendix contains the following supplementary material to Gary Charness and Martin Dufwenberg’s article “Promises and Partnership”:

1. Experimental instructions. The given text is from the treatment with an outside option of (5, 5) and no communication, and from the treatment with an outside option of (5, 5) and communication from B. The sheet used for B’s message as well as the instructions concerning the belief-elicitation part are also included. The instructions for the other treatments, with (7, 7) outside option or messages from A, were formulated analogously.
2. All the messages. These are presented alongside the subjects’ choices and our message classification.

1. INSTRUCTIONS

*[text in the message from B treatment is shown in brackets]*

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 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.

On the designated decision sheet, each person A will indicate whether he or she wishes to choose IN or OUT. If A chooses OUT, A and B each receive \$5. We will collect these sheets after the choices have been indicated. Next, each person B will indicate whether he or she wishes to choose ROLL or DON’T ROLL (a die). Note that B will not know whether A has chosen IN or OUT; however, since B’s decision will only make a difference when A has chosen IN,

we ask B's to presume (for the purpose of making this decision) that A has chosen IN.

If A has chosen IN and B chooses DON'T ROLL, then B receives \$14 and A receives \$0. If B chooses ROLL, B receives \$10 and rolls a six-sided die to determine 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:

	A Receives	B Receives
A chooses OUT	\$5	\$5
A chooses IN, B chooses DON'T ROLL	\$0	\$14
A chooses IN, B chooses ROLL, die = 1	\$0	\$10
A chooses IN, B chooses ROLL, die = 2, 3, 4, 5, or 6	\$12	\$10

#### [A Message

Prior to the decision by A and B concerning IN or OUT, 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, then these will be collected. Please print clearly if you wish to send a message to A.

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.

**A****MAKE A GUESS**

We now ask you to guess the percentage of **B's who chose ROLL.**

**I guess that \_\_\_\_\_% of all B's chose ROLL.**

**Payment for the guess**

If your guess differs by no more than 5 percentage points from the actual percentages, you will receive \$5.00.

If your guess differs by more than 5 percentage points from the actual percentages, you will receive \$0.

**B****MAKE A GUESS**

We have asked A's to make guesses about the percentages of B's who chose ROLL. We now ask you to guess some of the average guesses made by those A's who chose IN.

**For A's who chose IN, I guess that the average guess about the percentage of B's who chose ROLL is \_\_\_\_\_%.**

**Payment for guess:**

If your guess differs by no more than 5 percentage points from the actual percentages, you will receive \$5.00.

If your guess differs by more than 5 percentage points from the actual percentages, you will receive \$0.

(If there are no A's who chose IN, you will be paid \$5.00 for your guess, regardless of your answer.)

## 2. THE MESSAGE

In all tables: P = Promise, E = Empty Talk, N = No Message, R = ROLL, DR = DON'T ROLL.

TABLE S.I  
(5, 5) MESSAGES FROM B

Sess.	ID	Message	Class	A	B
1	1	Please choose In so we can get paid more.	E	Out	DR
1	2	Choose <u>in</u> , I will roll dice, you are 5/6 likely to get 2,3,4,5, or 6 → \$12. This way both of us will win something.	P	In	DR
1	3	If you stay in, the chances of the die coming up other than 1 are 5 in 6 – pretty good. Otherwise, we'd both be stuck at \$5. (If you opt out)	E	In	DR
1	4	I have to do laundry tonight and I really don't want to do it! But I don't have any clean underwear left and I don't want to go commando tomorrow. We'll see what I decide tonight. This man acts funny doesn't he? But he seems cool, he's quite a character. All this mystery is kinda cool.	E	Out	R
1	5	If you will choose "In", I will choose to roll. This way, we both have an opportunity to make more than \$5! ☺	P	In	R
1	6		N	Out	R
1	7	If I roll a 2–6 (you'll know when you receive the \$, you will give \$5.00 to a stranger. [[[then there is a line, under which is written "Sign here if you are so kind]]] Thanks. You'll still be gaining more than if I had chosen Don't roll.	P	In	R
1	8	The fairest thing to do is if you opt "IN". Then I will proceed to choose "roll." That way you and I have 5/6 chances to make money for the both of us. That's much better than just making \$5 each. Increases both our chances. Thanks.	P	In	R
1	9	Choose In and I will Roll You have my word	P	In	DR
1	10	<b>Good luck</b> I do not know what I'm going to do, so I have no hints on how to advise you on choosing "in" or "out." Though it would be beneficial for me to pick don't roll and hope you pick "in", I also like to give you a chance to gain some cash. <u>Who knows?</u>	E	In	R
1	11	What's up? Good luck on your decision. Choose whatever. If you choose "out," you get only \$10 total. If you choose "In," you can get \$17 total instead of only \$10. 7 bucks is a lot of money!	E	In	DR
1	12	Hey. OK I think that the best way for both of us to make a profit is for you to choose <u>IN</u> and for me to roll. That way we both make some money. There's no point in me not rolling because that would give you <u>and</u> me less profit. So I'm a roller if you're in ☺.	P	In	DR

*Continues*

TABLE S.I—Continued

Sess.	ID	Message	Class	A	B
1	13	take a risk	E	In	R
1	14	If you choose IN the first round and then I will choose Don't Roll at first. I will get \$14 but then after that I will choose roll each time after the 1 <sup>st</sup> role. Chances are most likely you will get \$12 and I will get only \$10. I will the only take 7 rolls for you to get even with me. That way we both leave with a good amount of money. Hope you have a great evening and that this works out for both of us. ☺	E	Out	R
1	15	If you choose in I'll roll. Why? If you choose out, we walk out with \$10 each. If you choose IN & I choose IN then both of us coin. So it's a compromise. By agreeing to this I guarantee myself more \$ than risking you choose out. So if you choose out I get \$10 (\$5 diff.) if you choose in I get \$15 vs. \$19 (\$4 diff.). that's why	P	In	R
1	16		N	Out	DR
1	17		N	Out	R
1	18	Choose "In" so we can both make some \$\$ What are the chances me rolling a 1? I'll try my best.	P	In	R
2	1	I'm going to roll.	P	Out	R
2	2	I'll choose roll.	P	In	R
2	3	I will choose roll.	P	In	DR
2	4	I'm going to choose roll	P	In	R
2	5	choose in, & I'll roll.	P	In	R
2	6	You can have the 2 extra dollars. I'll be nice and choose to roll. ☺	P	In	R
2	7		N	In	R
2	8	Hey, choose in and I will roll. You have to like your odds that I will roll a 2,3,4,5, or 6. 5/6 odds ain't bad.	P	In	DR
2	9	If you choose "In", I'll choose Roll and you've got a 5/6 chance of getting \$12.	P	In	R
2	10	Stay IN, I really need the money.	E	In	R
2	11	If you choose IN, and I roll, the chances of our getting the most \$ are very high. The likelihood of my rolling a 1 is small compared to the chances of rolling a 2–6. So we both get cash.	E	Out	DR
2	12	Hi, well I'm going to Roll so you have at least a shot for more money. I hope it works out.	P	In	R
3	1	Hopefully I'll make a lucky role.	E	Out	DR

Continues

TABLE S.I—*Continued*

Sess.	ID	Message	Class	A	B
3	2	It's much more likely that I'll roll a 2–6 and thus get more money then if we don't roll or choose out. I promise that I won't cheat you and that I'll choose to roll. ☺	P	In	R
3	3	Tee hee, this is kinda Twilight Zone – ism; Why not “go for it”, eh? I hope you have a lovely evening as well.	E	Out	R
3	4	Hello fair stranger, anonymous partner . . . Choose whatever you want. Far be it from me to influence your decision, but I think you should choose “in” and I should choose “roll” and we should take the chance at both earning as much as we can. 5 chances out of 6 say it'll work, and I'm totally broke, looking to rake in stray cash however I can. I feel the luck in the air. I don't really have much else to say. Hope you're doing well, whoever you are. Yes. That's all.      Random note from random human	E	In	R
3	5	Both of 'us' can earn.	E	In	DR
3	6	Ok. You're probably thinking, lets chose out, and I'll at least get 5 bucks. But. . . . . .Chose 'IN', and I WILL chose to roll. The probability that I will roll a 2,3,4,5, or 6 is pretty high, and I think worthy of trying for. (I have no way of assuring you that I will roll . . . but, its probably worth going for, you'll get \$12 for finding out, where I could get \$10.) x. I WILL ROLL	P	In	R
3	7	I <u>will</u> roll, so if you stay in, you've got a 5/6 chance of getting \$12. If you don't mind the risk, if you stay in we'll both probably get more than \$5 . . . Pretty cool to get money, eh? I'm kinda bored. Hope you've had a great day so far! My country Tis of Thee Sweet Land of Liberty Of Thee I sing. Land where my fathers died Land of the Pilgrim's Pride On every mountainside Let freedom ring.	P	In	R
George W. Bush wants you to go in! Bin Laden says “out”! ☺					

*Continues*

TABLE S.I—Continued

Sess.	ID	Message	Class	A	B
3	8	Lets together get the most \$ out of this that we can. ⇒ you 12 0 0 5 me 10 10 14 5 I promise not to do this one. ↑ I promise I will choose to roll. You can have the extra \$2 bucks. It's good karma.  Thanks. I will choose ROLL in any case considering I will get the same amount no matter what you choose, as long as you choose IN. please excuse the awful handwriting. I'm trying	P	In	DR
3	9	I'm choosing ROLL, which gives you a chance to get \$12 instead of \$5, so stay. It's a risk, but you could end up getting a lot more.	P	In	R
3	10	If you choose in then I'm going to choose roll. This gives you a 5/6 chance of getting 12 dollars. That is 7 more than if you choose out. Since the money is free anyway – why not believe me. I'm don't lie – I promise I will choose roll.	P	In	R
3	11	If you choose <u>IN</u> you have the best opportunity to make the most money. You have a 5/7 chance of making more money! So <u>IN</u> would be your best bet. Cheers. ☺	E	In	DR
3	12	Choose IN. I promise I'll ROLL.	P	Out	R

TABLE S.II  
(7, 7) MESSAGES FROM B

Sess.	ID	Message	Class	A	B
1	1	If you choose to be in this, then I'll choose to roll. That way we both receive more money, because it's likely that he will roll 2,3,4,5 or 6 rather than 1. I'm willing to bet this if you will. ☺In return you will probably receive \$12!	P	In	R
1	2	Choose IN and you get 12 – 7 = \$5 more (most probably) and I can get 10 – 7 = \$3 more. Please think about it!	E	In	DR
1	3	Hi. I hope you're having a great day! And I hope that we will both be able to make some money!	E	Out	DR
1	4	I'm going to choose "roll." I'd rather have \$10 than \$7. I <u>promise</u> I won't screw you over and pick "don't roll!"	P	Out	R
1	5	I solemnly promise that I <u>WILL</u> choose Roll. (If I don't—you can hit me.) (That means you might want to choose in.) (This is Pareto optimal.)	P	In	R
1	6	CHOOSE IN, SO WE CAN ROLL AND GET \$12 AND \$10.	E	Out	DR

Continues

TABLE S.II—*Continued*

Sess.	ID	Message	Class	A	B
1	7	Hello Buddy, I would rather have \$10 than \$7. . .there is such a small chance he'll roll a 1. . .it's totally worth the risk. Do you like Pina Coladas? And getting caught in the rain? Me too.	E	Out	DR
1	8		N	Out	R
1	9		N	Out	DR
1	10	Hi A. Hope you are having a nice day! I think I shall choose roll so you can hope for a number 2,3,4,5 or 6 if you choose IN. . . . . .6x.	E	Out	R
1	11	If you choose IN, I'll roll the die (it maximizes profit. $12 + 10 = 22$ vs. any other option)	P	In	DR
1	12		N	Out	DR
1	13		N	Out	DR
1	14	Hi. I'm choosing <u>Roll</u> . If we were doing this many times, on average you would get $(5/6) * \$12 = \$10 > \$7$ , but it's riskier. Anyways, it's your choice, but I don't like to screw people, and I believe in the Golden Rule.	P	In	R
1	15	I'm still trying to decide what I want to do. . .Not sure.	E	Out	DR
1	16	Hello!	E	Out	DR
1	17	Have a happy day ☺	E	Out	DR
2	1	You can trust me. . . <u>I will Roll</u> . I figure you have a 5/6 chance to get \$12—that's a high probability. Let's try to get the 12 and 10 dollars.	P	In	R
2	2	Don't choose "out" & we'll make more \$	E	Out	DR
2	3	I am going to roll. I promise. ☺	P	Out	R
2	4	Choose "In" & I'll choose "Roll"; we'll have a 5 out of 6 chance of both getting big payouts.	P	Out	DR
2	5	Hope you have a nice weekend! ☺	E	In	DR
2	6	I will definitely choose ROLL.	P	In	R
2	7	Hi! ☺If you choose "IN," I will choose roll (I'll choose "roll" no matter what assuming you chose "roll") and then you'll have a 5/6 chance of getting \$12 (so we'll each get about the same).	P	Out	R
2	8	Choose IN because then I will choose Roll and there is a 5/6 chance that the die will roll a 2,3,4,5 or 6. That way you will receive \$5 more than if you were to choose out.	P	Out	R
2	9		N	In	DR
2	10		N	Out	DR
2	11	I'm going to choose "roll." Choose in.	P	In	R

*Continues*

TABLE S.II—Continued

Sess.	ID	Message	Class	A	B
2	12	I'm choosing Roll and hoping that you choose in. I doubt it will be a 1 and if you choose in we will both get more money. I'm not concerned about you getting \$2 more than me, just that we both can maximize our earnings in the fairest way. Trust me I won't screw you. I have morals and I'd feel bad.	P	In	R
2	13	Take a chance. Good Luck. ☺	E	Out	DR
2	14	I'll be picking "Roll," so if you want you should pick "In."	P	Out	R
2	15	If nothing is better than life And cheese is better than nothing Is cheese better than life?  Interesting isn't it...OK I will win money no matter what, so I am not about to screw you over. On my word, I guarantee I will roll. That's it, I am rolling. MY WORD is said!	P	In	R
2	16	Hey, this is your B pair. I am going to roll (though I cannot promise that I am not going to roll 1 ☺). So, just ROLL...	P	In	R
2	17	I don't have anything to say, except that I will roll the die. Good Luck!	P	In	DR
2	18	Gonna <u>roll</u> , high odds of both getting good payoff, I'm all for trying to get the best outcome for both of us.	P	In	R
3	1	Writing messages is the best. Still, I'm confused. Can't wait till Summer. I'm bored. To the center this goes.	E	In	DR
3	2	I will make a decision where we both get money.	E	In	DR
3	3	I will choose roll for two reasons. 1) you need an incentive to not pick Out, I would much rather have \$10 than \$7.2) I assume you are here because you are poor, like me, and I derive no pleasure from getting 4 more dollars at the expense of you getting nothing.  I swear on my mother's grave I am choosing ROLL.	P	In	R
3	4	Good afternoon. I will choose ROLL.	P	Out	DR
3	5	Quote the wisdom of Fred Durst: Keep on <u>rollin'</u> baby, You know what time it is!  Do it, you, and buy yourself a Jamba Juice later. ☺	E	Out	R
3	6	If you choose IN, I'll choose roll. Let's take this guy for as much as possible. ☺	P	In	R
3	7	Hopefully we both walk out of here with more than \$5.	E	In	R
3	8	Hello! It's such a beautiful day, and I hope you are having a wonderful day. ☺	E	Out	DR

Continues

TABLE S.II—*Continued*

Sess.	ID	Message	Class	A	B
3	9	I will honestly choose “Roll” if you choose “IN.” We both have the best chances at making money since the odds of rolling a one are only 1 in 6 and it doesn’t matter if you make 2 more dollars than me as long as I get \$10 for sure.	P	In	R
3	10	I will choose to <u>ROLL</u> . If you choose <u>IN</u> , and rely that it won’t be a 1, you will receive 12 dollars. I swear that I chose to <u>ROLL</u> . Please choose <u>IN</u> . I am willing to only get 10 dollars so you can get 12. I promise that I have chosen to <u>ROLL</u> . 83% chance you will get 12 dollars.	P	In	R
3	11	Choose <u>in</u> and I will roll. That way, we’ll both get extra money.	P	Out	R
3	12	☺ Hi	E	Out	DR
3	13	This is free money! Let’s go for it!	E	In	DR
3	14	CHOOSE “IN.”	E	Out	DR

TABLE S.III  
(5, 5) MESSAGES FROM A

Sess.	ID	Message	A’s Choice	B’s Choice
1	1		Out	R
1	2	Let’s share & Roll. Yey money wahoo cool ☺	In	R
1	3	Good chance I’ll be getting screwed over here cuz I’ll be going IN ... But taking the chance, and interested in whether I’ll lose out big here or not ... Care to help me out? If not, no bigs. I’d probably go for \$14 if I was B too... So either way, I understand ... go for 14 if you’d like ... I’m for sure going IN.	In	DR
1	4	Mathematically, you’re ahead no matter what I do, so let’s gamble!	Out	R
1	5	Choose roll!	In	DR
1	6		Out	DR
1	7	You can’t lose! ☺ but you can take a chance and sacrifice four dollars for both of us to go home happy. The decision is yours. ☺ Best of luck.	In	DR
1	8	Hello B! I’m going to choose IN, hoping that you’d choose <u>ROLL</u> . I’m assuming that you’re not a selfish type to choose don’t roll to only benefit yourself. So ... hopefully, by me choosing <u>IN</u> and you choosing <u>ROLL</u> , we’ll both get at least \$10. (I’m willing to take the risk of getting \$0)	In	R
		Bye! ☺		

*Continues*

TABLE S.III—Continued

Sess.	ID	Message	A's Choice	B's Choice
1	9	I like the computer-based experiments better—this game has a low pay-off and takes <u>TOO</u> long!	Out	R
1	10	Let's roll! Chances will be the results will be good for at least one of us. Right?	In	DR
1	11	Your most rational choice is to choose don't roll. My most rational decision is out. I've given up gambling so I'm going with out. Sorry. Enjoy the \$10.	Out	DR
1	12	Please choose to roll! That way we'll both have a chance to get some extra money instead of just \$5. ☺	In	R
1	13	Hey, this is beer money. Be cool and choose to roll. You're the difference between Natty Ice and something better.	In	R
1	14	Hi. I am choosing "IN", I would like you to roll. If you roll I have a chance of making more than \$5. You will make more than \$5 in any case, as I will select roll. Thanks!	In	DR
1	15	Dear B, I came to participate in this exp because I am low on cash, really low. Have you ever been in that position? Please be nice and we'll both make \$. ☺	In	DR
1	16		Out	DR
1	17	<u>PLEASE!</u> Choose to Roll, that way we can both have a chance of winning any money. No matter what happens if you Roll you will get \$10. Please don't be selfish and choose not to Roll, Feel sorry for me!	In	R
1	18		Out	DR
2	1	Let's make this beneficial for both of us ... (a condition where we would both win something). ☺	In	DR
2	2	I will choose to opt <u>in</u> , please choose to roll, it will be good for both of us. I'm trusting that you will do the right thing and not leave me with anything, but opting <u>in</u> I risk getting nothing if you roll a 1, please trust me, I am trusting you!!	In	DR
2	3	Please roll ☺	In	R
2	4	Let's do it! Let's roll!!! I am in!	In	R
2	5	Cut me some slack. I'm really broke. Please roll the dice.	In	R
2	6		In	DR
2	7	Let's make this fun, please pick roll.	In	R
2	8	Better be Safe than Sorry.	Out	R
2	9	Please roll, & then I will choose <u>in</u> & we can both have a greater chance of winning 7 if it happens that you roll 2,3,4,5 or 6 I can give you \$4 so that you won't lose out @ all. Thanks	In	DR

Continues

TABLE S.III—*Continued*

Sess.	ID	Message	A's Choice	B's Choice
2	10	I need to go to Albertsons so lets aim for money.	In	R
2	11	Roll ... you are guaranteed at least a ten.	In	DR
2	12	If I were to choose out we would both only get \$5 but if I choose in you are guaranteed to receive more than 5 dollars. I am going to choose in so that you have a higher chance at getting money. Please choose roll so that we will both get more money hopefully. I think we could split the money so we both have a really good chance of getting \$11 or a guarantee of \$5 each.	In	DR
2	13	I'm deciding if you're greedy or not. If you are, you're gonna choose don't roll and screw me over where I get nothing & you get 14. If you're not greedy, you're not greedy & want to help me, I'll help you too. I want us both to win. Be kind.	In	DR
2	14	If you choose Roll and it is not a 1 result, I will give you \$4.	In	R
2	15	Choose roll so we can both get paid.	In	DR
3	1		In	DR
3	2	It would be nice of you to choose ROLL so we both get money & can have a happy Memorial day weekend yey! ☺ Go 2,3,4,5,6 you can do it	In	R
3	3	An elephant never forgets	Out	DR
3	4	Do you want to go in or out? It'd be nice if we both got \$.	Out	R
3	5	Probably going to choose "out" just to make sure I get something substantial out of this session. Hope ya don't mind too much!	Out	DR
3	6	Please choose roll	In	DR
3	7		Out	DR
3	8	I am going to play conservatively and choose out.	Out	DR
3	9	I promise to choose in, This way we both get more money You're <u>guaranteed</u> \$10 as opposed to \$5 & I have a 5/6 chance of getting \$12 & a 1/6 chance of getting \$0. I'm ok with these odds though! PLEASE choose roll! I'm putting myself on the line here, don't let me leave here with \$0 earnings.  Thanks a lot	In	DR
3	10	GOOD LUCK! ☺	In	DR
3	11		Out	R
3	12		Out	DR
3	13	I am choosing "IN" in order to ensure you will make \$15. I would ask that you show the same consideration and choose to "ROLL" so I am not left with only \$5. Together we can both walk away with a fair amount of money. Thanks in advance.	In	DR