A   Allocation Decision Task

DECISION SHEET

DIRECTIONS: Please fill in all the blanks below. Make sure the number of tokens listed under *Hold* plus the number listed under *Pass* equals the total number of tokens available. Remember, all points are worth $0.10 to all subjects.

1. Divide 40 tokens: *Hold* _ @ 3 points each, and *Pass* _ @ 1 point each.

2. Divide 40 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 3 points each.

3. Divide 60 tokens: *Hold* _ @ 2 points each, and *Pass* _ @ 1 point each.

4. Divide 60 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 2 point each.

5. Divide 75 tokens: *Hold* _ @ 2 points each, and *Pass* _ @ 1 point each.

6. Divide 75 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 2 points each.

7. Divide 60 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 1 point each.

8. Divide 100 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 1 point each.

B   Instructions for Baseline

<div align="center">

INSTRUCTIONS

</div>

Welcome

This is an experiment about decision making. Each of you has earned $5 for showing up on time; any additional earnings will be added to this amount. You will be paid for participating, and the amount of money you will earn during the experiment depends on the decisions that you and the other participants make. If you make good decisions, you stand to earn a considerable amount of money.

The entire experiment should be complete within an hour. At the end of the experiment you will be paid privately and in cash for your decisions.

Your Identity

You will never be asked to reveal your identity to anyone during the course of the experiment. Neither the experimenters nor the other subjects will be able to link you to any of your decisions. In order to keep your decisions private, *please do not reveal your choices to any other participant.*

Claim Check

At the top of this page is a number on a yellow piece of paper. This is your <u>Claim Check</u>. Each participant has a different number. You may want to verify that the number on your Claim Check is the same as the number on the top of *page 4.*

You will present your Claim Check to a monitor at the end of the experiment to receive your cash payment.

Please remove your claim check now and put it in a safe place.

THIS EXPERIMENT

In this experiment you are asked to make a series of choices about how to divide a set of tokens between yourself and one other subject in the room. You and the other subject will be paired randomly, and you <u>will not</u> be told each others identity.

As you divide the tokens, you and the other subject will each earn points. Every point that subjects earn will be worth 10 cents. For example, if you earn 58 points you will make $5.80 in the experiment.

Each choice you make is similar to the following:

Example: Divide 50 tokens: *Hold* .@ 1 point each, and *Pass* ˍ @ 2 points each.

In this choice you must divide 50 tokens. You can keep all the tokens, keep some and pass some, or pass all the tokens. In this example, you will receive 1 point for every token you hold, and the other player will receive 2 points for every token you pass. For example, if you hold 50 and pass 0 tokens, you will receive 50 points, or $50 \times \$0.10 = \$5.00$, and the other player will receive no points and $0. If you hold 0 tokens and pass 50, you will receive $0 and the other player will receive $50 \times 2 = 100$ points, or $100 \times \$0.10 = \$10.00$. However, you could choose any number between 0 and 50 to hold. For instance, you could choose to hold 29 tokens and pass 21. In this case you would earn 29 points, or $29 \times \$0.10 = \$2.90$, and the other subject would receive $21 \times 2 = 42$ points, that is $42 \times \$0.10 = \$4.20$.

Here is another example:

Example: Divide 40 tokens: *Hold* ˍ @ 3 points each, and *Pass* ˍ @ 1 point each.

In this example every token you hold earns you 3 points, and every token you pass earns the other subject 1 point. Again, each point you earn is worth $0.10 to you, and each point the other subject earns is worth $0.10 to the other subject.

Important Note: In all cases you can choose any number to hold and any number to pass, but the number of tokens you hold plus the number of tokens you pass must equal the total number of tokens to divide. Please feel free to use the calculator provided by the experimenter to calculate points and to assure that all of the tokens have been allocated.

EARNING MONEY IN THIS EXPERIMENT

You will be asked to make 8 allocation decisions like the examples we just discussed. We will calculate your payments as follows:

After all your decisions forms have been collected, we will shuffle the forms and randomly pair your form with that of another subject in this experiment. Using an 8-sided die, we will select <u>one</u> of your decisions to carry out. You will then get the points you allocated in the 'hold' portion of your decision, and the other subject will get the points you allocated on the 'pass' portion of your decision. You will then be paired again with a different subject in the experiment. This time we will randomly choose <u>one</u> of the other subjects eight decisions to carry out. The other subject will get the points in the 'hold' portion of the decision, and you will get the points in the 'pass' portion.

We will then total the points from these two pairings and determine your monetary earnings. These earnings will be placed in your earnings envelope. The monitor chosen at the beginning of the experiment will verify that these procedures are followed.

After all the calculations have been made, the monitor will ask you to bring up your claim check and will hand you your earnings envelope. This will again help to guarantee your privacy.

On the following page are the 8 choices we would like you to make. Please fill out the form, taking the time you need to be accurate. When all subjects are done, we will collect the forms.

Thank you very much. Good luck!

C Instructions for Exogenous Treatment

INSTRUCTIONS

Welcome

This is an experiment about decision making. Each of you has earned $5 for showing up on time; any additional earnings will be added to this amount. You will be paid for participating, and the amount of money you will earn during the experiment depends on the decisions that you and the other participants make. If you make good decisions, you stand to earn a considerable amount of money.

The entire experiment should be complete within an hour. At the end of the experiment you will be paid privately and in cash for your decisions.

Your Player Role: Player A

Each of you has been randomly selected to either be a PLAYER A (A) or a PLAYER B (B). Each Player A will be paired randomly with a Player B, and you <u>will not</u> be told each other's identity. **You are a Player A.**

Your Identity

You will never be asked to reveal your identity to anyone during the course of the experiment. Neither the experimenters nor the other subjects will be able to link you to any of your decisions. In order to keep your decisions private, *please do not reveal your choices to any other participant.*

Claim Check

At the top of this page is a number on a yellow piece of paper. This is your <u>Claim Check</u>. Each participant has a different number. You may want

to verify that the number on your Claim Check is the same as the number on the top of *page 4*.

You will present your Claim Check to a monitor at the end of the experiment to receive your cash payment.

Please remove your claim check now and put it in a safe place.

THIS EXPERIMENT

This experiment will consist of two stages. In the first stage, A's are asked to make a series of choices. Both A and B will earn points, depending on the choices that A makes. Every point that subjects earn will be worth 10 cents. For example, if you earn 58 points you will make $5.80 in the experiment. In the second stage, both A's and B's will have the opportunity to earn more points via a random device that will be explained shortly.

In the first stage, each choice A makes is similar to the following:

Example: Divide 50 tokens: *Hold* _@ 1 point each, and *Pass* _ @ 2 points each.

In this choice A must divide 50 tokens. A can keep all the tokens, keep some and pass some, or pass all the tokens. In this example, A will receive 1 point for every token A holds, and B will receive 2 points for every token A passes. For example, if A holds 50 and passes 0 tokens, A will receive 50 points, or $50 \times \$0.10 = \$5.00$, and B will receive no points and $0. If A holds 0 tokens and passes 50, A will receive $0 and B will receive $50 \times 2 = 100$ points, or $100 \times \$0.10 = \$10.00$. However, A could choose any number between 0 and 50 to hold. For instance, A could choose to hold 29 tokens and pass 21. In this case A would earn 29 points, or $29 \times \$0.10 = \$2.90$, and B would receive $21 \times 2 = 42$ points, that is $42 \times \$0.10 = \$4.20$.

Here is another example:

Example: Divide 40 tokens: *Hold* _ @ 3 points each, and *Pass* _ @ 1 point each.

In this example every token Player A holds A earns 3 points, and every token Player A passes earns Player B 1 point. Again, each point A earns is

worth $0.10 to A, and each point B earns is worth $0.10 to B.

Important Note: In all cases A can choose any number to hold and any number to pass, but the number of tokens A holds plus the number of tokens A passes <u>must</u> equal the total number of tokens to divide. Please feel free to use the calculator provided by the experimenter to calculate points and to assure that all of the tokens have been allocated.

EARNING MONEY IN THIS EXPERIMENT

In the first stage, A's will be asked to make 8 allocation decisions like the examples we just discussed. From these decisions, we will calculate your payments as follows: After all the decision forms have been collected, we will shuffle the forms and randomly pair one of A's forms with the claim check number of a Player B in this experiment. Using an 8-sided die, we will select <u>one</u> of A's decisions to carry out. Player A will then get the points allocated in the 'hold' portion of the decision, and Player B will get the points allocated on the 'pass' portion of the decision.

In the second stage, all players will have an opportunity to earn more points via a random device that does not depend in any way upon the decisions of any subjects in the experiment. Each Player A will be paired again with a different Player B. Unlike the first stage, the payoffs will be determined by a random draw from a bingo cage. Using an 8-sided die, we will first select <u>one</u> of the eight allocation decisions to carry out. Then we will use a random draw from a bingo cage to determine the 'hold' and 'pass' portions. We will place bingo balls numbered $0, 1, 2, \ldots,$ *total number of tokens* into the bingo cage. We will draw one bingo ball. So the outcomes of the second stage will be completely random and equally likely. The number on the bingo ball will indicate the amount Player B will 'pass' to Player A. The 'hold' portion Player B will receive will be the total number of tokens minus the amount passed to Player A. The payments in the second stage will only depend on the bingo draw.

We will then total the points from the two stages of the experiment–first from A's decisions, and second from the random bingo draw–to determine

your monetary earnings. These earnings will be placed in your earnings envelope.

The monitor chosen at the beginning will verify that these procedures are followed. After all the calculations have been made, the monitor will ask you to bring up your claim check and will hand you your earnings envelope. This will again help to guarantee your privacy.

On the following page are the 8 choices we would like Player A's to make. Since you are a Player A, please fill out the form, taking the time you need to be accurate. When all Player A's are done, the monitor will collect the forms.

Thank you very much. Good luck!

DECISION SHEET for Player A: First Stage

DIRECTIONS: Please fill in all the blanks below. Make sure the number of tokens listed under *Hold* plus the number listed under *Pass* equals the total number of tokens available. Remember, all points are worth $0.10 to all subjects.

1. Divide 40 tokens: *Hold* _ @ 3 points each, and *Pass* _ @ 1 point each.

2. Divide 40 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 3 points each.

3. Divide 60 tokens: *Hold* _ @ 2 points each, and *Pass* _ @ 1 point each.

4. Divide 60 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 2 point each.

5. Divide 75 tokens: *Hold* _ @ 2 points each, and *Pass* _ @ 1 point each.

6. Divide 75 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 2 points each.

7. Divide 60 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 1 point each.

8. Divide 100 tokens: *Hold* _ @ 1 point each, and *Pass* _ @ 1 point each.

D Demographic Questionnaire

Code: _____
Date: _____

Demographic Questionnaire

1. Gender: Male   Female   2. Age: _____

3. Which of the following are you attending? (circle one):   a. undergraduate college   b. graduate school

4. Which year of college or graduate school are you in?   1   2   3   4   5   6   7   8+

5. Major: _____

6. Country where you were born:

      a. U.S.   b. Other (please specify): _____

7. Country of citizenship:

      a. U.S.   b. Other (please specify): _____

8. How long have you lived in the United States?   a. All my life   b. _____ year(s)

9. How many of your parents were born in the U.S.?   0   1   2

10. How many of your grandparents were born in the U.S.?   0   1   2   3   4

11. What is the highest educational attainment of your father?

      a. Some high school   b. Completed high school   c. Some college   d. Completed college (bachelor's)

      e. Some post-graduate   f. Post-graduate degree (MD, Ph.D., LLB, MS, etc.)

12. What is the highest educational attainment of your mother?

      a. Some high school   b. Completed high school   c. Some college   d. Completed college (bachelor's)

      e. Some post-graduate   f. Post-graduate degree (MD, Ph.D., LLB, MS, etc.)

13. What is your occupation?_____

14. What is the income of your immediate family (to the best of your knowledge)?

      a. Less than $60,000   b. $60-100,000   c. $100-160,000   d. more than $160,000

15. If you are an American citizen, permanent resident, or have a green card, what is your racial/ethnic background? If you identify with more than one racial or ethnic group, please circle/write all that apply.

      a. African American   b. American Indian   c. Asian American   d. Hispanic/Latino

      e. White/Caucasian   f. Others (please specify): _____

16. If you are <u>not</u> an American citizen, permanent resident, or do not have a green card, what is your ethnic background? If you identify with more than one ethnic group, please write all that apply.

      _____

17. What is/are your native language/s? (the language/s you speak at home) _____

Thank you for your participation.

E Distributional Charts by Gender for Each Allocation Decision Task
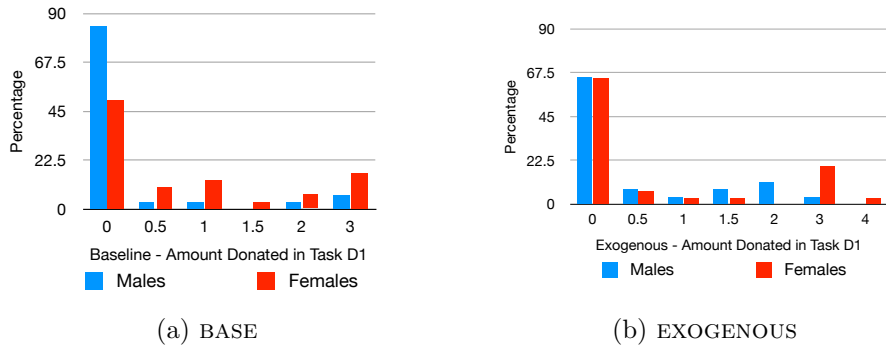

(a) BASE

(b) EXOGENOUS

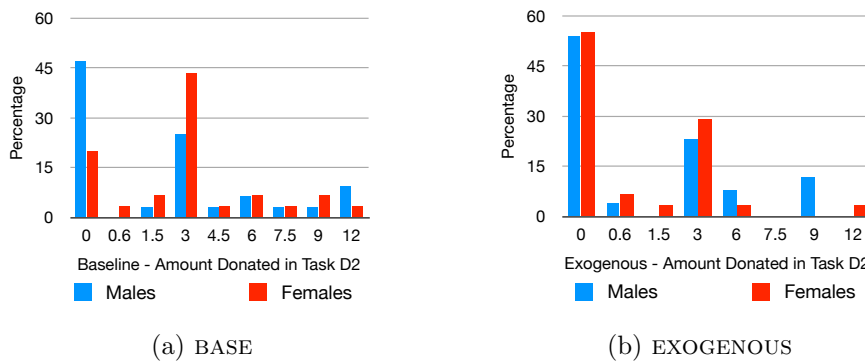Figure 5: Amount Donated in Decision 1 (Income=$4, $p = \frac{1}{3}$)
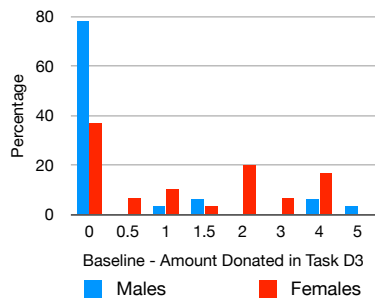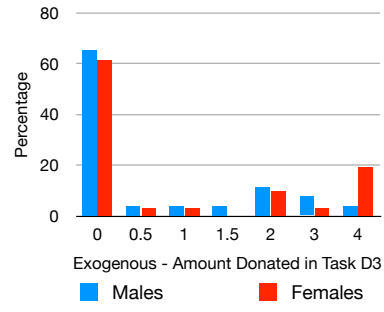

(a) BASE

(b) EXOGENOUS

Figure 6: Amount Donated in Decision 2 (Income=$6, $p = \frac{1}{2}$)
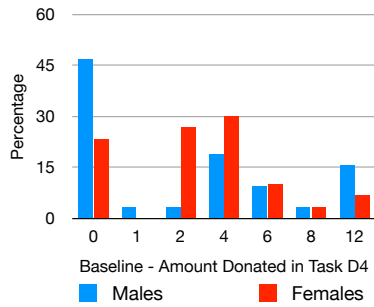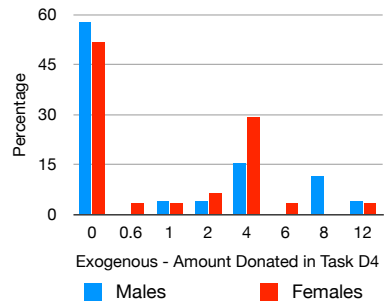
(a) BASE   (b) EXOGENOUS

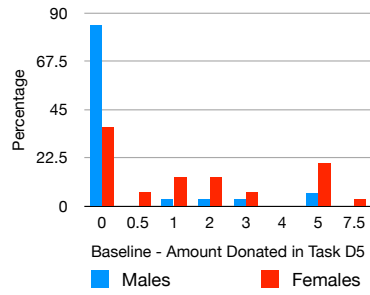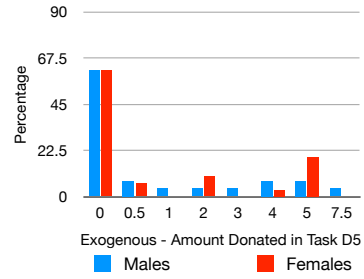Figure 7: Amount Donated in Decision 3 (Income=\$7.50, $p = \frac{1}{2}$)

(a) BASE   (b) EXOGENOUS

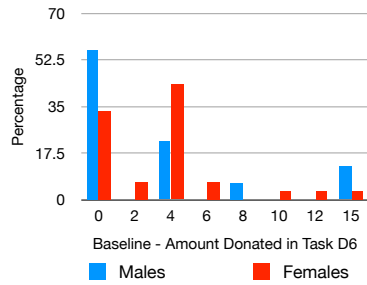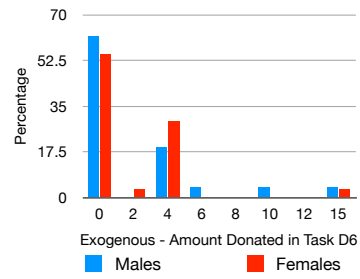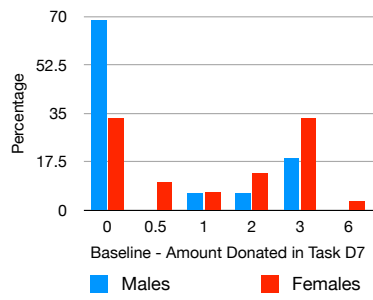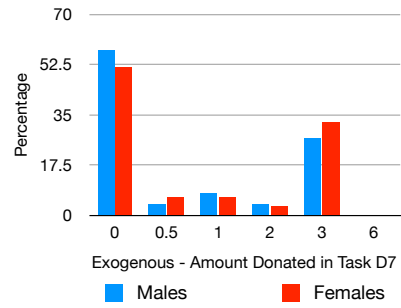Figure 8: Amount Donated in Decision 4 (Income=\$6, $p = 1$)

(a) BASE   (b) EXOGENOUS

Figure 9: Amount Donated in Decision 5 (Income=$10, $p = 1$)

(a) BASE   (b) EXOGENOUS

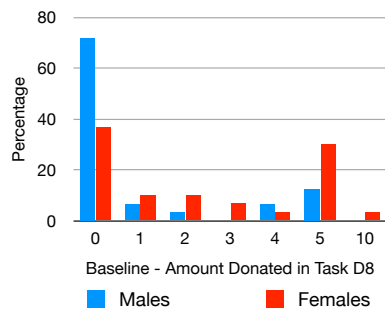Figure 10: Amount Donated in Decision 6 (Income=$12, $p = 2$)

(a) BASE
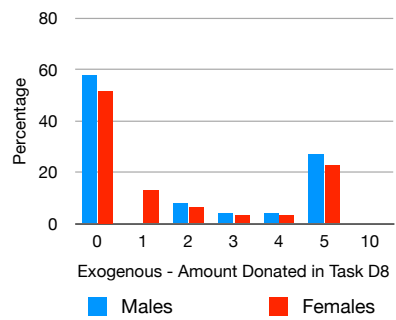
(b) EXOGENOUS

Figure 11: Amount Donated in Decision 7 (Income=$15, $p = 2$)

(a) BASE

(b) EXOGENOUS

Figure 12: Amount Donated in Decision 8 (Income=$12, $p = 3$)

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