

## **Appendix: Sample Instructions of the Experiment**

### GENERAL EXPLANATION FOR PARTICIPANTS

Welcome! As part of today's experiment, we will be performing some tasks. The funding for this research has been provided by the University of Limoges in France and any money that you end up with will be yours to take home. You will be paid for only 1 of the tasks. The one task you will be paid for will be randomly chosen.

In addition to any earnings you might have in this task, you will be given P50 as a participation reward. Depending on your answers and the task chosen to be paid, you may earn up to an additional P3000. The more you earn in each task, the higher the likelihood that you will get more take-home money. We do not know yet which task will be paid, so give your honest and best answers in all of the tasks.

We are about to begin the first task. Please listen carefully. It is important that you understand the rules of each task properly. If you do not understand well, you will not be able to participate effectively. We will explain the instructions for each task and will do some examples together. Do not speak with your seatmate / schoolmate. If you have questions or if you did not understand the instructions, ask Prof. XX.

During this experiment, please wait at your seat and do not do anything unless instructed by the experimenter. Also do not look at others' responses at any time during this experiment. Because you are all automatically given 50 PESOS as participation reward, you are expected to stay for the whole experiment and finish all the tasks.

After we have completed all the tasks, I would like you to answer some questions about yourself. Please take your time and answer as honestly and as accurately as possible. You will not be identified and your survey answers will only be used for this experiment and will only be used by the researchers involved in this project.

Finally, stapled behind this page is a slip of paper with your ID# on it. Please keep this page with the stapled ID# with you at all times. Do not show this ID# to anyone or allow it to be visible to anyone during or after this experiment. You will need to present this page with the stapled ID# to the cashier at the end of the experiment in order to receive your payment.

If you are ready, then we will proceed. Please turn the page and follow along with the experimenter.

## TASK

Before the start of Task, answer the questions below. Let us read them aloud.

Are you male or female? \_\_\_\_\_

What do you think are the major differences between men and women?

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We shall now read aloud the instructions. For Task 4, each of you will be paired with a different person. One person will be from Group 1, while the other is from Group 2. You will not be told who your partner is, and he or she will not be told who you are either during or after the experiment. Your decisions will be strictly anonymous.

For this task, you have access to P1000. Your partner also has separate access to another P1000. If a dice shows 1, 2, 3 or 4 (with a 66.66% probability), you win. However, if a dice shows 5 or 6 (with a 33.33% probability), you lose.

Before the dice is tossed, you will decide how much money you will give your partner in case he lost

You must divide the P1000 into two accounts: Account A and Account B.

Account A is the amount you will receive if you win (which means the dice showed 1, 2, 3 or 4)

Account B is the amount you will give your partner if he/she loses (if his/her dice showed 5 or 6).

Account A + Account B = 1000

Your Partner's Account A + Your Partner's Account B = 1000

So if you won, you will receive what you decided to put in your Account A BUT if you lost, you will receive instead your partner's Account B.

If you and your partner will both win, you will keep what each of you put in your Account A. Prof. XX will keep the money you allotted in Account B.

Whatever you will earn depends on the amount you AND your partner put in Account A and Account B, and of course depends on whether you won or you lost in the dice game.

EARNINGS:

|         |                                   |                                   |
|---------|-----------------------------------|-----------------------------------|
|         | Win (Dice= 1, 2, 3 or 4)          | Lose (Dice = 5 or 6)              |
| You     | Money in your ACCOUNT A           | Money in your Partner's ACCOUNT B |
| Partner | Money in your Partner's ACCOUNT A | Money in your ACCOUNT B           |

Here is an example: Assume You divided P1000 into P400 for Account A and P600 for Account B. Assume too that your partner divided his P1000 into P700 for Account A and P300 for Account B.

Here are the potential payoffs of you and your partner:

EARNINGS:

|         |                          |                      |
|---------|--------------------------|----------------------|
|         | Win (Dice= 1, 2, 3 or 4) | Lose (Dice = 5 or 6) |
| You     | 400                      | 300                  |
| Partner | 700                      | 600                  |

Note that the above is only an example. You do not need to follow it. Decide with the best of your ability. Before we start the task, please complete the question below.

Assume you divided P1000 into P800 for Account A and P200 for Account B. Assume too that your partner divided his P1000 into P500 for Account A and P500 for Account B. How much money will you and your partner earn in each of the following cases?

If your dice is 1, 2, 3, or 4, you will get: P\_\_\_\_\_

If your dice is 5 or 6, you will get: P\_\_\_\_\_

If your partner's dice is 1, 2, 3, or 4, he will get: P\_\_\_\_\_

IF your partner's dice is 5 or 6, he will get: P\_\_\_\_\_

Now, finish this task by giving your response below.

YOUR ANSWER:

You have access to P1000.

How much of this P1000 will you put in Account B?

Again, what you put in Account B will be given to you partner in case he loses. Whatever is not put in Account B will be automatically kept in your Account A.

Choose an amount from P0 to P1000.

Write your answer here: \_\_\_\_\_

Why is this your answer? \_\_\_\_\_

FOR THE EXPERIMENTER (PROF. XX & ASSISTANTS) TO FILL:

Outcome of dice (1, 2, 3, 4, 5, 6): \_\_\_\_\_

Subject's investment in Amount B: \_\_\_\_\_

Total earnings: \_\_\_\_\_