

## INFORMATION

### Experimental Instructions for Conventional Payoffs Treatment Condition

#### Instructions

Thank you for signing up for our experiment. Please read through the following instructions carefully. Take all the time you need and please don't hesitate to ask the experimenter in case of questions.

This is an interactive decision-making experiment.

You will complete a computerised decision task which will take approximately 45-60 minutes to complete.

Before starting the task, the computer will randomly assign you a participant role in the experiment—**Participant Blue** or **Participant Red**. Your role will remain the same for the whole duration of the testing session.

Then, you will be randomly paired with another person in this room of the opposite participant role. You will not know who you are paired with and neither will the other person. You will remain paired with the same other person for the entire experiment.

Subsequently, you and the other person will be presented with a series of identical decision grids on your computer screens. The grids will look as follows:

		Red	
		J	K
Blue	J	3, 3	0, 5
	K	5, 0	1, 1

In each grid, you and the other person will be asked to decide between two options. **Participant Blue** can choose between Row “J” and Row “K”, and **Participant Red** can choose between Column “J” and Column “K”. The choices that you make will affect payoffs to yourself and to the other participant. Equally, the choices of the

other person will affect their own payoffs as well as yours. **Participant Blue**’s payoffs are printed in blue and **Participant Red**’s payoffs are printed in red. The payoff numbers represent British Pounds Sterling.

The different choice combinations can lead to four different outcomes in the grid:

1. If **Participant Blue** chooses “J” and **Participant Red** chooses “J”,  
**Participant Blue** receives £3 and **Participant Red** receives £3.
2. If **Participant Blue** chooses “J” and **Participant Red** chooses “K”,  
**Participant Blue** receives £0 and **Participant Red** receives £5.
3. If **Participant Blue** chooses “K” and **Participant Red** chooses “J”,  
**Participant Blue** receives £5 and **Participant Red** receives £0.
4. If **Participant Blue** chooses “K” and **Participant Red** chooses “K”,  
**Participant Blue** receives £1 and **Participant Red** receives £1.

You and the other person will complete a **total of 300 grids**, one after another. Both of you will make your choices at the same time, and you will not know what the other person has chosen until you have entered your own decision. Once both of you have made a choice, you will be shown a results screen displaying the outcome of the grid as well as your and the other person's payoffs. You will then be asked to make a choice in the next grid, and continue in this way until you have completed all 300 grids.

At the end of the experiment, you will receive a payment. This payment will include a **show-up fee of £3**. Additionally, you will be paid your **payoffs from two randomly selected grids** which you completed during the testing session. The computer will make this random choice, and you will receive your payment information on the final computer screen.

Please make sure that you have fully understood these instructions before moving on to the decision-making task.

It is in your interest to consider your choices in the grids carefully as they will determine how much money you will earn in the end of the session.

If you have any further questions, please ask the experimenter now.