

## Instructions

You will now take part in a decision-making experiment. The amount you will receive for participating will depend on your choices and the choices of the player you are matched with. If you have a question at any time, please feel free to ask us. Please do not talk with the other participants during the experiment.

There are two types of players in this experiment, a Row Player and a Column Player. Roles are randomly assigned. Once you have been allocated a role, you will remain in the same role until the end of the experiment. In every round you will be randomly matched against a different player.

There will be 11 rounds in this experiment.

		COLUMN PLAYER		
		Left	Middle	Right
ROW PLAYER	Top	1 \ 2	1 \ 2	1 \ 2
	Bottom	1 \ 2	1 \ 2	1 \ 2

In some rounds the task of the Row Player is to choose between Top and Bottom. The task of the Column Player is to choose between Left, Middle and Right. The payoffs of the Row Player are denoted “1” in the graph above, and the payoffs of the Column Player are denoted “2”. The payoffs will change from round to round.

In other rounds, you will be presented with an urn filled with different coloured balls. You must pick a colour. A ball will be drawn from the urn. If the colour of the ball matches the colour chosen by you, it will entitle you to a prize. Payoffs will change from round to round.

**You must choose only one option per round.** At the end of the experiment, we will randomly select 1 round corresponding to the decisions made regarding the table, and 1 round corresponding to the decisions made regarding the urn. Rounds are chosen with equal probability. The payoffs from these rounds will be summed (100 points earned = £2), together with a show-up fee, to represent your total earnings.

**Questions** (Note: Payoffs are different in the real experiment. This is just an Example)

**COLUMN PLAYER**

		COLUMN PLAYER		
		Left	Middle	Right
ROW PLAYER	Top	500 600	300 400	100 200
	Bottom	200 100	400 300	600 500

1. If the Row Player chooses Top, what payoffs can he earn? \_\_\_ \_\_\_ \_\_\_
2. If the Column Player chooses Middle, what payoffs can he earn? \_\_\_ \_\_\_
3. If the Row Player chooses Bottom, and the Column Player chooses Left, how much will the Row Player earn? \_\_\_
4. If the Row Player chooses Bottom, and the Column Player chooses Left, how much will the Column Player earn? \_\_\_

An urn contains 100 balls, of which 50 are Green. The remainder are either Black or Blue.

Which of the following options do you prefer?

- a) Payoff of 10 if a Green ball is drawn.
- b) Payoff of 10 if a Black ball is drawn.
- c) Payoff of 10 if a Blue ball is drawn.