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.

In some rounds you will be matched with a random player and each of you must decide on an effort level you would like to exert. The effort will be exerted at a cost. The amount you earn from the round will be either the higher or the lower of the two efforts made (as pre-specified in the round) minus the cost incurred in making the effort.
For example, if one player decides to make effort 100 at cost 0.5*100 and the other to make effort 200 at cost 0.5*200. If 200 is the amount awarded to both, the amount earned by the first player will be = (200 – 50=150), and the amount earned by the other player would be (200 – 100=100).
The table shows final payoffs.

You must choose only one option per round. At the end of the experiment, we will randomly select 1 round. Rounds are chosen with equal probability. The payoffs from these rounds will be summed (100 points earned = £2), together with a show-up fee of £3, to represent your total earnings.

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

1. You can exert an effort from the following – 10, 20, 30, 40. Cost of exerting an effort is (0.5*Effort).

		Opponent's Effort			
		10	20	30	40
My Effort	10	5	15	25	35
	20	10	10	20	30
	30	15	15	15	25
	40	20	20	20	20

What effort level would you like to choose?

a) 10 ☐
b) 20 ☐
c) 30 ☐
d) 40 ☐