

Online Appendix for:  
Social Preferences and Fairness Norms as Informal Institutions

## 1 Experimental Procedures

### 1.1 Experimental Protocol

Each experimental session was assigned to one of four treatments, represented in Figure 1 below. In Luck treatments, subjects won money by rolling a twenty-sided die — the amount that they won depended on which number landed facing up. Each player who rolled the die in the Luck treatments won 100 Kenyan shillings plus the number that she rolled times ten shillings. In Effort treatments, subjects were paid a piece rate for completing a simple task. Each subject was given a bucket containing several different kinds of dried beans; subjects were paid a piece rate for collecting a particular type of bean from the bucket. Subjects could work for a maximum of ten minutes on the task, but they were informed that if they wished to stop collecting beans at any time, their earnings would be calculated immediately based on their work up to that point. At the end of the ten minutes, players’ beans were weighed using a digital scale.

For all treatments, procedures were identical in the US lab and in the field labs in western Kenya. After a brief introduction, participants were divided into two groups and assigned to a separate room. Each subject was matched with a partner in the other room; partners’ identities were not revealed to subjects during or after the experiment. Subjects in both rooms faced identical decision problems — i.e. all subjects played the dictator role. At the end of the experiment, the decisions of one room were randomly chosen to determine final payouts.

**Figure 1: Experimental Treatments**

	LUCK	EFFORT
GIVING	Luck $\times$ Giving (LG)	Effort $\times$ Giving (EG)
TAKING	Luck $\times$ Taking (LT)	Effort $\times$ Taking (ET)

Experimental instructions were presented orally, in English in the US and in Swahili in Kenya.<sup>1</sup> The script for each treatment is provided below. Instructions included a practice period in which subjects were allowed to practice rolling the die (in the Luck Treatments) or carrying out the piece rate task (in the Effort Treatments). After the instructions and the trial period, subjects were called outside one at a time to make their allocation decisions, which were recorded by a research assistant (RA) in private. Before recording any decisions, the RA verified subject comprehension. Since a range of budgets was possible in each treatment, the strategy method was used to record decisions: each participant indicated how she would divide every feasible budget that could be generated in the game between herself and her partner. Once all decisions had been recorded, the income-generation portion of the experiment began: subjects in Luck treatments each rolled the die, while subjects in Effort treatments were given ten minutes to complete the bean-sorting task. After the income generation phase of the experiment, subjects returned to a single classroom, and the room whose decisions would determine final payouts was selected. Two colored disks labeled “A” and “B” were placed into a large plastic cup, and one of the disks was chosen at random by a neutral observer (the driver of the research team’s van). Subjects received their payments in cash in private at the close of the experimental session. Payouts were given out in envelopes, allowing subjects to hide their winnings easily.

### 1.2 Recruitment

Fourteen experimental sessions were conducted in field laboratories which in Busia District, Kenya. Each session took place in a different rural community located less than one hour from Busia Town, the

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<sup>1</sup>Instructions were translated into Swahili and verified via back-translation.

main urban center. In each location, participants were recruited from the catchment area of a single primary school. Before each session, members of the research team worked with the school's head teacher and village elders to compile a list of adults between the ages of 18 and 35.<sup>2</sup> Letters of introduction explaining the presence of the research teams in the community were sent to these target households; letters were either sent home with children in the school or hand delivered by a village elder. The day before each experimental session, members of the research team visited each household on the target roster. Potential subjects completed a short survey and were invited to attend a session of economic games. 548 individuals were surveyed prior to the experiment, of whom 78.1 percent chose to attend the game session the next day. The sample also includes 118 individuals who were not surveyed prior to the game session because they were not at home when the survey team visited. A total of 546 people participated in the experimental sessions in Busia.

## 1.3 Experimental Instructions

### 1.3.1 Instructions for Luck-Giving Treatment

NARRATOR: We will start by giving you an overview of this game. Each person in this room has been matched with a partner in the other room. Everyone in this game will win money which will be divided between you and your partner. You will win money by rolling a die, and each of you will decide how you want to divide the money that you win between you and your partner. At the end of the game, one of the two rooms will be randomly selected, and only the decisions made in the room that we select will determine actual payouts.

First, we will explain one part of this game that might be a little confusing. Please listen carefully, and if there is anything you don't understand, you are free to ask questions at any time. In this game, you will win money and you will make decisions about how to divide money between yourself and a partner seated in the next room. While we are playing the game in this room, your partner in the next room will also be making decisions about how he or she would divide money — money that your partner will win in the game. After we finish playing the game, we are going to pick one of the two classrooms — this one or the other one. Only the decisions made in the classroom that we pick will count. So, if this classroom is picked, we will pay both you and partner based only on the decisions that you made in the game — you will decide how to divide the money that you win. However, if we pick the other classroom, we will pay both you and your partner based only on the decisions that your partner made — your partner will decide how to divide the money that he or she wins.

So, if we choose this room, how much you take home is determined by your decisions and how much you win. If we choose the other room, how much you take home is determined by your partner's decisions and how much your partner wins.

How will we choose which room and whose decisions determine how much you and your partner take home from the game? After we have finished playing the game, while you are drinking your juice, we will place these two round plastic disks into a cup like this <<demonstrate using the yellow and red disks>>. Without looking, we will pull one of the two disks out of the cup <<demonstrate using the yellow and red disks>>. We are in Room A. That means that, if we pull out the yellow disk labeled "A" we will divide the money you won and your decisions will determine how much everyone takes home today; if we pull out the red disk labeled "B" we will divide the money that your partner won based on your partner's decisions. So, if we choose "A" we will pay you and your partner based on your decisions; if we choose "B" we will pay you and your partner based on the decisions that your partner makes in the next room.

So, either your decisions or your partner's decisions — but not both — will determine how much both you and your partner take home at the end of the game. In this game, you will win money and decide how to divide it between yourself and your partner. In the next room, your partner will do the same. However, you'll only get to keep the money you've won — and your partner will only get the money that you give them — if we pull the yellow disk out of the cup at the end of the game. Otherwise, how much you take home today will be determined by how much your partner wins and the decisions your partner makes.

Are there any questions so far?

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<sup>2</sup>Adults 35 and under were targeted because almost all Kenyans of that age are proficient in Swahili.

Everything we've said so far doesn't affect you until after the game—it doesn't affect the choices you will make, or what you need to understand to play the game. Now, we will explain in more detail how you win money in this game. This is also the way that your partner in the other room will win money in the game.

How much money you win in this game is determined by rolling a die like this one. The die has twenty sides, and each side has a number on it. The numbers go from one to twenty. You can roll the die into a box like this. Demonstrate. I just rolled the die, and you can see that it landed on a «number which landed facing up»—that is, it landed with «number which landed facing up» facing up. If you roll the die, you don't know in advance which number will land facing up. It could be any number from one to twenty.

In this game, we will ask you to roll the die inside a box like this. When you roll the die, you will win money, and the how much you win depends on the outcome of the roll. You will win ten times the number that you roll plus one hundred additional shillings. So, if you roll a two, you will win 100 shillings plus 20 shillings; that's 120 shillings. On the other hand, if you roll an eighteen, you will win 100 shillings plus 180 shillings—that's 280 shillings. The lowest number on the die is one. Ten times one is ten, plus one hundred shillings is 110. Therefore, the lowest amount that you might win is 110 shillings.

Here are two examples of winning money in this game. This is Player A. Indicate the individual acting as the Player A. Player A will come up to the front of the room and roll the die. Player A approaches the Narrator and rolls the die in the lid of the box. Player A rolled a «number which landed facing up», so he will win a total of « $100 + 10 \times$  number which landed facing up» shillings.

Now this is Player B. Player A steps aside. Narrator points to the individual acting as Player B. Player B will also come up to the front of the room and roll the die. Player B approaches the Narrator and rolls the die in the lid of the box. Player B rolled a «number which landed facing up», so he will win a total of « $100 + 10 \times$  number which landed facing up » shillings.

PLAYER B: I have a question. I'm not happy with my roll. Can I roll again?

NARRATOR: No, you only get one chance to roll the die.

PLAYER B: OK.

So, you win money in this game by rolling a die with twenty sides. The higher the number you roll, the more money you win.

Before we explain the rest of the game, we are going to let you try rolling the die. We are going to come around and let each of you roll the die into the box. Hold up both the die and the lid of the box. You will not be paid any money for the number that you roll during this trial period—it is just to give you a sense of what rolling the die will be like.

FOs should come around to each person and let them roll the die. After each player rolls, FOs ask the following. “So, what did you roll?” The player should answer. “So, you'll receive what? One hundred shillings plus ten times «number which landed facing up»—that's «amount the player would have won».

We've finished explaining how you will win money in this game by rolling a die. Now we will explain about your partners. This is the last thing you need to understand about this game.

We've divided you into two groups. We randomly assigned half of the seat numbers to each room. Everyone in this room is in Group A, and everyone in the other room is in Group B. Every player in Group A has been matched with a player in Group B. That person is your partner. You will never learn your partner's identity, nor will your partner ever learn who you are.

In this game, you will win money by rolling a die and you will decide how you want to divide the money that you win between yourself and your partner in the next room. You can divide it any way you like—the choice is yours. You can give your partner all of your winnings, none of your winnings, or any amount in between. Remember, all of you are going to receive a fifty token participation fee for attending this game. However, the only way your partner can receive additional money in this game is for you to transfer it to him or her. The money that you give to your partner will be the only additional money that your partner receives if we draw the yellow disk out of the bowl at the end of the game. Hold up the yellow disk to remind the audience about the disks.

Before you win money by rolling the die, we'll ask you to indicate how much, if any, of your winnings you would like to give to your partner. You are allowed to transfer as much or as little to your partner

as you want it is your decision. How much you want to give to your partner might depend on how much you win. For each possible amount that you might win, we'll ask you how much money you would like to transfer to your partner.

Here is how this will work. Before we give you the opportunity to roll the die, we will call you outside by seat number. This may take some time, and you must sit quietly while you are waiting to be called.

When you come outside, we will go through all of the possible amounts that you might win. The smallest amount that you might win is 110 shillings you would win this if you rolled a one. The largest amount you can win is 300 shillings you will win this much if you roll a 20. You have tried rolling the die you know that you can't know in advance how much you will win. For each possible amount that you might end up winning, we'll ask you how you would divide that money between yourself and your partner.

When you go outside to make your decisions, you will sit down at a desk with one of us. For each possible amount that you might win 110 shillings, 120 shillings, all the way up to 300 shillings we'll ask you how much you want to keep for yourself and how much you want to transfer to your partner. We'll write down your decisions. Later, when we find out how much you have actually won by rolling the die, we'll divide the money you've won between you and your partner however you told us to.

Let's look at a couple of examples.

Player A has gone outside to make his decisions about dividing money. Player A approaches the Narrator. Remember, we are going to ask Player A how he would divide every possible amount that he might end up winning when he rolls the die. Narrator faces Player A. Are you ready to make your decisions?

PLAYER A: Yes, but I have a question. After the game, can I find out who my partner is, so that I know whether I gave him enough money?

NARRATOR: No. You'll never know who your partner is.

PLAYER A: OK.

NARRATOR: Continues to face Player A. OK. Remember, both you and your partner will receive a 50 token participation fee in addition to the money that you will win and divide between the two of you. If you end up winning 110 shillings, how do you want to divide them between yourself and your partner?

PLAYER A: I will take 55 shillings and give the other 55 shillings to my partner. Narrator notes this on a clipboard that he is holding.

NARRATOR: Still facing Player A. Now I want you to tell me what you would do if you won 120 shillings instead of 110. If you end up winning 120 shillings, how would you like to divide it between yourself and your partner?

PLAYER A: Player A thinks for a few seconds. I will give myself 90 shillings and I will give my partner 30 shillings.

NARRATOR: OK. Narrator notes Player A's decision on a clipboard. He then turns to face the audience. The following is directed to the audience and not Player A. Remember, you can divide the money that you've won any way you want the decision is yours. You can give your partner all of your winnings, or none of it. You can do whatever you want to do. The narrator turns back to face Player A. Now, please tell me how you want us to divide your winnings if you win 130 shillings.

PLAYER A: Player A thinks for a few seconds. I will keep all of the money and give my partner zero shillings.

NARRATOR: Narrator turns back to face the audience. Player A walks away from the desk and Player B walks over as the Narrator reads the next two sentences. Different people might make different decisions. Player B might make a different decision than Player A. Narrator turns to face Player B. OK, Player B, now please tell me how you want us to divide your winnings if you win 130 shillings.

PLAYER B: Player B thinks for a few seconds. I will give all of the money to my partner and keep nothing for myself. Narrator notes this on clipboard, and then turns back to face the audience.

NARRATOR: We will ask you how you want to divide all of the possible amounts you might win: 110 shillings, 120 shillings, all the way up to 300 shillings. Then, if the yellow disk is picked at the end of the game, we'll find out how much you actually won and divide your winnings exactly how you told us to.

Are there any questions? Answer any questions. OK, we are finished explaining the game. Now, let's review:

First, we are going to invite you outside to tell us how you want to divide your winnings between yourself and your partner in the next room. You'll tell us how you would divide all of the possible amounts that you might end up winning by rolling the die.

After all of you have made your decisions about how you want to divide your winnings, you will each be given a chance to roll the die. Everyone will win at least 110 shillings. Your winnings will be one hundred shillings plus ten times the number that lands facing up when you roll the die. After we determine how much you have won, we will divide that money between you and your partner however you told us to.

At the end of the game, we'll place these two plastic disks into a cup. We'll pull one of the disks out without looking. If we pull out the yellow disk with a letter "A" on it, you'll take home the fifty token participation fee and the money you won rolling the die minus whatever amount you give to your partner. Your partner will take home the fifty token participation fee plus the share of your winnings that you give to them.

Are we ready to begin?

Answer any questions, and then begin calling subjects outside by seat number whenever the FOs recording the choices are ready. It is very important that the one FO who remains in the classroom makes sure that everyone seated in there is not talking at all.

After all the players have made their decisions, give them a moment to rest and talk to each other. Then read the following. You've all decided how you want to divide the money that you win. Now, I am going to let each of you roll the die to determine how much you win.

### 1.3.2 Instructions for Effort-Giving Treatment

NARRATOR: We will start by giving you an overview of this game. Each person in this room has been matched with a partner in the other room. Everyone in this game will earn money which will be divided between you and your partner. You will earn money by sorting pinto beans out of a bucket, and each of you will decide how you want to divide the money that you win between you and your partner. At the end of the game, one of the two rooms will be randomly selected, and only the decisions made in the room that we select will determine actual payouts.

First, we will explain one part of this game that might be a little confusing. Please listen carefully, and if there is anything you don't understand, you are free to ask questions at any time. In this game, you will earn money and you will make decisions about how to divide money between yourself and a partner in the next room. While we are playing the game in this room, your partners in the next room will also be making decisions about how they would divide money—money that they will earn in the game. After we finish playing the game, we are going to pick one of the two classrooms—this one or the other one. Only the decisions made in the classroom that we pick will count. So, if this classroom is picked, we will pay both you and partner based only on the decisions that you made in the game—you will decide how to divide the money that you earn by sorting beans. However, if we pick the other classroom, we will pay both you and your partner based only on the decisions that your partner made—your partner will decide how to divide the money that he or she earns.

So, if we choose this room, how much you take home is determined by your decisions and how much you earn. If we choose the other room, how much you take home is determined by your partner's decisions and how much your partner earns.

How will we choose which room and whose decisions determine how much you and your partner take home from the game? After we have finished playing the game, while you are drinking your juice, we will place these two round plastic disks into a cup like this «demonstrate using the yellow and red disks». Without looking, we will pull one of the two disks out of the cup «demonstrate using the yellow and red disks». If we pull out the yellow disk labeled "A" we will divide the money you earned and your decisions will determine how much everyone takes home today; if we pull out the red disk labeled "B" we'll divide the money that your partner earned based on your partner's decisions. So, if we choose "A" we'll pay you and your partner based on your decisions; if we choose "B" we'll pay you and your partner based on the decisions that your partner makes in the next room.

So, either your decisions or your partner's decisions—but not both—will determine how much both

you and your partner take home at the end of the game. In this game, you will earn money and decide how to divide it between yourself and your partner. In the next room, your partner will do the same. However, you'll only get to keep the money you've earned and your partner will only get the money that you give them if we pull the yellow disk out of the cup at the end of the game. Otherwise, how much you take home today will be determined by how much your partner earns and the decisions your partner makes.

Are there any questions so far?

Everything we've said so far doesn't affect you until after the game—it doesn't affect the choices you will make, or what you need to understand to play the game. Now, we will explain in more detail how you earn money in this game. This is also the way that your partner in the other room will earn money in the game.

There is a large plastic bucket in front of you. The plastic bucket contains three different kinds of dried beans: pinto beans, black beans, and Peruvian white beans. There is also a plastic plate. Each player has a bucket and a plate with their number on them. After we go through the instructions, we'll ask you to remove the lid from your plastic container and place it on the floor by your seat. At that point, we will give you ten minutes to collect pinto beans from the plastic bucket and place them into the plate.

After you finish collecting pinto beans, we will weigh the pinto beans that you have in your plate using a scale like this one. Narrator demonstrates using one of the scales. We will place your plate of pinto beans onto the scale, and we will tell you how many grams of pinto beans you collected.

You'll be paid ten shillings for every ten grams of pinto beans that you collect. It takes about 25 pinto beans to weigh ten grams, so you will be paid approximately ten shillings for every 25 pinto beans in your plastic plate. We'll round up the number of beans that each person collects to the nearest ten grams.

Here are two examples of winning money in this game. This is Player A. Indicate the individual acting as the Player A. Player A will bring his beans up to be weighed. Player A approaches the Narrator with a plate of pinto beans. Narrator places the plate on the scale and calls out the weight. Player A sorted out  $\ll\text{weight of plate and beans}\gg$  grams, so he will earn  $\ll\text{weight of plate and beans, rounded up to the nearest ten shillings}\gg$  shillings.

Now this is Player B. Player A steps aside. Narrator points to the individual acting as Player B. Player B will bring his beans up to be weighed. Player B approaches the Narrator with a larger plate of pinto beans. Narrator places the plate on the scale and calls out the weight. Player B sorted out  $\ll\text{weight of plate and beans}\gg$  grams, so he will earn  $\ll\text{weight of plate and beans, rounded up to the nearest ten shillings}\gg$  shillings.

So, you earn money in this game by collecting pinto beans from the bucket. The more pinto beans you collect, the more money you earn.

You can spend up to ten minutes collecting pinto beans. At the end of the ten minutes, we will ask you to replace the lid on your plastic bucket. However, you are free to stop at any time during the ten minute period. If you stop before the ten minutes are over, please put the lid back on your plastic bucket. If you stop, you can bring your pinto beans up to the front of the room, where we will weigh them. Then, you will be allowed to help yourself to juice and cookies. Otherwise, we will call you up to the front of the room after the ten minutes are up. After we weigh your pinto beans, you'll be able to help yourself to some juice and cookies.

Which beans are pinto beans? Pinto beans are speckled. They are different from the black beans and the Peruvian white beans because black beans are black and Peruvian white beans are white. We are passing around some plastic bags filled with pinto beans, so that you can take a closer look at them. After you remove the lids from your plastic buckets, we will come around and ask each of you to hold up a pinto bean, to make sure that you understand the distinction between the types of beans.

While you are collecting pinto beans from your tray, you must follow these rules.

- No one is allowed to leave beans on the classroom floor. If a player leaves pinto beans of any type on the floor (rather than in the plastic bucket) at the end of the ten minutes, that player will not be paid anything for the pinto beans that he or she collected.

- Also, you cannot empty out your bucket and pick the pinto beans off the floor. Any player who empties out their bucket onto the floor will not be paid anything for the pinto beans he or she collected.
- In addition, everyone must make sure that to only place pinto beans into the plastic plate that will weigh to determine how much you earn. When each player brings their pinto beans up to be weighed, we will deduct ten shillings from for each bean in the plate that is not a pinto bean. For example, if a player sorted out 200 grams of pinto beans, he would earn 200 shillings. However, if there were ten black beans in his plate, we would deduct 100 shillings from his earnings so, he would only earn 100 shillings.
- Finally, players are not allowed to remove the plastic bucket from the floor in front of them at any time while they are sorting out pinto beans. They may not tip or lift the bucket, as pinto beans could spill onto the floor.

So, you will have ten minutes to collect pinto beans from the bucket. You can stop at any time, or you can work for the full ten minutes. You will be paid ten shillings for every ten grams of pinto beans that you collect. However, you'll lose ten shillings for every bean in your plate that is not a pinto bean, and you won't be paid anything if you leave beans on the floor around you.

Are there any questions?

Before we explain the rest of the game, we are going to let you try sorting into beans into the plate. Each of you can take the lid off of your plastic bucket and place it on the floor. Please reach into the bucket and pull out one pinto bean. We will come around and verify that each of you understands the distinction between the different types of beans.

The two FOs who are not reading the script should come around and do this. If any player has pulled out the wrong type of bean, pull out a pinto bean from their bucket and say the following.

FIELD OFFICER: OK, you pulled out one that was not a pinto bean. Can you see how this one that you pulled out is black, white? We want you to pull out these ones, which are speckled. Now, can you reach into the bucket and pull out a pinto bean for me, please?

If the subject correctly identifies a pinto bean, congratulate the player and move on.

NARRATOR:

Now we would like each of you to try sorting out beans from the bucket and putting them onto the plate. We are going to give you a two minute period in which to practice. You will not be paid any money for the beans you collect during this trial period it is just so that you have a sense of what sorting out the beans will be like.

Narrator takes out his or her cell phone and gets ready to time a two-minute interval.

Is everyone ready to try sorting out pinto beans for two minutes? Are there any questions before we try it? Answer any questions. OK, begin.

Narrator announces when there are thirty seconds left, and then counts down the last ten seconds. During the two minutes, all three FOs walk around, checking to make sure that no one is creating a secret stash of beans.

Everybody stop. Please place the lids back on your buckets. Now we will come around and take a look at what you have done. If a player has successfully sorted out some pinto beans without (1) either including any other types of beans or (2) leaving a bunch of dropped beans on the floor, acknowledge the player's work and dump their beans back into their bucket. Seal and shake the bucket before continuing to the nearest player.

The first person to encounter a player who has included another type of bean in their plate should read the following, getting the attention of the entire room first:

Someone over here inadvertently included some beans that were not pinto beans in their plate. Remember, we will deduct 10 shillings from your earnings for every bean in your plate that is not a pinto bean. This person has <<number of other beans in plate>>, so he will have <<ten times number of other beans in plate>> deducted from his earnings.

You do not want to point out the person that you are describing directly, as this may embarrass them.

The first person to encounter a player who has left beans on floor should read the following, getting the attention of the entire room first:

Someone on this side of the room made a mess of the room by leaving beans on the floor. Remember, you wont earn anything if you make a mess like this. Please be neat.

You do not want to point out the person that you are describing directly, as this may embarrass them. The FO should either pick up the beans or sweep them up to the front of the classroom after resealing and shaking the messy players bucket. Repeat the speech above for the next person who has made a mess of their area. When all the players have been checked and the beans that they have sorted out have been returned to their buckets, the Narrator continues.

Weve finished explaining how you will earn money in this game by collecting pinto beans from your bucket. Now we will explain about your partners. This is the last thing you need to understand about this game.

Weve divided you into two groups. We randomly assigned half of the seat numbers to each room. Everyone in this room is in Group A, and everyone in the other room is in Group B. Every player in Group A has been matched with a player in Group B. That person is your partner. You will never learn your partners identity, nor will your partner ever learn who you are.

In this game, you will earn money by collecting pinto beans, and you will decide how you want to divide the money that you earn between yourself and your partner in the next room. You can divide it any way you like the choice is yours. You can give your partner all of your earnings, none of your earnings, or any amount in between. Remember, all of you are going to receive a fifty token participation fee for attending this game. However, if we pull the yellow disk from the cup at the end of the game, the only way your partner can receive additional money in this game is for you to transfer it to him or her. The money that you give to your partner will be the only additional money that your partner receives if we draw the yellow disk out of the bowl at the end of the game. Hold up the yellow disk to remind the audience about the disks.

Before you earn money by collecting pinto beans, well ask you to indicate how much, if any, of your earnings you would like to give to your partner. You are allowed to transfer as much or as little to your partner as you want it is your decision. How much you want to give to your partner might depend on how much you earn. For each possible amount that you might earn, well ask you how much money you would like to transfer to your partner.

Here is how this will work. Before we give you the opportunity to sort beans, we will call you outside by seat number. This may take some time, and you must sit quietly while you are waiting to be called.

When you come outside, we will go through all of the possible amounts that you might earn. The smallest amount that you might earn is zero shillings you would earn this if you didnt collect any pinto beans. On the other hand, no matter how hard you work, it is very unlikely that you will earn more than three hundred shillings. We have played this game many times, and no one has ever earned that much. You have tried collecting the beans you know that you cant know in advance how many grams you will be able to sort out. For each possible amount that you might end up earning, well ask you how you would divide that money between yourself and your partner.

When you go outside to make your decisions, you will sit down with one of us. For each possible amount that you might earn 10 shillings, 20 shillings, all the way up to 300 shillings well ask you how much you want to keep for yourself and how much you want to transfer to your partner. Well write down your decisions. Later, when we find out how much you have actually earned, well divide the money youve earned between you and your partner however you told us to.

Lets look at a couple of examples.

Player A has gone outside to make his decisions about dividing money. Player A approaches the Narrator. Remember, we are going to ask Player A how he would divide every possible amount that he might end up earning by sorting out pinto beans. Narrator FOces Player A. Are you ready to make your decisions?

PLAYER A: Yes, but I have a question. After the game, can I find out who my partner is, so that I know whether I game him enough money?

NARRATOR: No. Youll never know who your partner is.

PLAYER A: OK.



NARRATOR: Continues to FOce Player A. Remember, both you and your partner will receive a 50 token participation fee in addition to the money that you will earn and divide between the two of you. If you end up earning ten shillings, how do you want to divide it between yourself and your partner?

PLAYER A: I will take 5 shillings and give the other 5 shillings to my partner. Narrator notes this on a clipboard that he is holding.

NARRATOR: Still FOcing Player A. Now I want you to tell me what you would do if you earn 20 shillings instead of ten. If you end up earning 20 shillings, how would you like to divide it between yourself and your partner?

PLAYER A: Player A thinks for a few seconds. I will give myself 15 shillings and I will give my partner 5 shillings.

NARRATOR: OK. Narrator notes Player As decision on a clipboard. He then turns to face the audience. The following is directed to the audience and not Player A. Remember, you can divide the money that youve earned any way you want the decision is yours. You can give your partner all of your earnings, or none of it. You can do whatever you want to do. The narrator turns back to face Player A. Now, please tell me how you want us to divide your earnings if you earn 30 shillings.

PLAYER A: Player A thinks for a few seconds. I will keep all of the money and give my partner zero shillings.

NARRATOR: Narrator turns back to face the audience. Player walks away and Player B walks over as the Narrator reads the next two sentences. Different people might make different decisions. Player B might make a different decision than Player A. Narrator turns to face Player B. OK, Player B, now please tell me how you want us to divide your earnings if you earn 30 shillings.

PLAYER B: Player B thinks for a few seconds. I will give all of the money to my partner and keep nothing for myself. Narrator notes this on clipboard, and then turns back to face the audience.

NARRATOR: We will ask you how you want to divide all of the possible amounts you might earn: 10 shillings, 20 shillings, all the way up to 300 shillings. Then, when we find out how much you actually earn, well divide your earnings exactly how you told us to.

Are there any questions? Answer any questions. OK, we are finished explaining the game. Now, lets review:

First, we are going to invite you outside to tell us how you want to divide your earnings between yourself and your partner in the next room. Youll tell us how you would divide all of the possible amounts that you might end up being paid for collecting pinto beans from the bucket.

After all of you have made your decisions about how you want to divide your earnings, you will have up to ten minutes to place pinto beans into the plastic plate. You can stop at any time. After you finish sorting out beans, we will weigh the pinto beans that you have collected and pay you ten shillings for every ten grams of pinto beans. After we determine how much you have earned, we will divide that money between you and your partner however you told us to.

At the end of the game, well place these two plastic disks into a cup. Well pull one of the disks out without looking. If we pull out the yellow disk with a letter “A” on it, youll take home the fifty token participation fee and the money you earned sorting out pinto beans minus whatever amount you give to your partner. Your partner will take home the fifty token participation fee plus the share of your earnings that you give to them.

Are we ready to begin?

Answer any questions, and then begin calling subjects outside by seat number whenever the FOs recording the choices are ready. It is very important that the one FO who remains in the classroom makes sure that everyone seat in there is not talking at all.

After all the players have made their decisions, give them a moment to rest and talk to each other. Then read the following. Youve all decided how you want to divide the money that you earn. Now, you have ten minutes to collect pinto beans from the bucket in front of you. Is everyone ready to begin?

### 1.3.3 Instructions for Luck-Taking Treatment

NARRATOR: We will start by giving you an overview of this game. Each person in this room has been matched with a partner in the other room. Everyone in this game will win money which will be divided

between you and your partner. You will win money by rolling a die, each of you will decide how to divide the money that your partner wins between yourself and your partner. At the end of the game, one of the two rooms will be randomly selected, and only the decisions made in the room that we select will determine actual payouts.

First, we will explain one part of this game that might be a little confusing. Please listen carefully, and if there is anything you don't understand, you are free to ask questions at any time. In this game, your partner in the next room will win money and you will decide how to divide that money between the two of you. While we are playing the game in this room, your partner in the next room will also be making decisions about how he or she would divide money—money that you will win in the game. After we finish playing the game, we are going to pick one of the two classrooms—this one or the other one. Only the decisions made in the classroom that we pick will count. So, if this classroom is picked, we will pay both you and partner based only on the decisions that you made in the game—you will decide how to divide the money that your partner wins by rolling the die. However, if we pick the other classroom, we will pay both you and your partner based only on the decisions that your partner made—you partner will decide how to divide the money that you win.

So, if we choose this room, how much you take home is determined by your decisions and how much your partner wins. If we choose the other room, how much you take home is determined by your partner's decisions and how much you win.

How will we choose which room and whose decisions determine how much you and your partner take home from the game? After we have finished playing the game, while you are drinking your juice, we will place these two round plastic disks into a cup like this <<demonstrate using the yellow and red disks>>. Without looking, we will pull one of the two disks out of the cup <<demonstrate using the yellow and red disks>>. We are in Room A. That means that, if we pull out the yellow disk labeled “A” we will divide the money your partner won and your decisions will determine how much everyone takes home today; if we pull out the red disk labeled “B” we'll divide the money that your partner won based on your partner's decisions. So, if we choose “A” we'll pay you and your partner based on your decisions; if we choose “B” we'll pay you and your partner based on the decisions that your partner makes in the next room.

So, either your decisions or your partner's decisions—but not both—will determine how much both you and your partner take home at the end of the game. In this game, your partner will win money and you will decide how to divide it between yourself and your partner. Later on in the game, you will also win money. Your partner will decide how to divide that money between the two of you. However, you'll only get to keep the share of your partner's earnings that you allocate yourself—and your partner will only get the money that you leave them—if we pull the yellow disk out of the cup at the end of the game. Otherwise, how much you take home today will be determined by how much you win and the decisions your partner makes.

Are there any questions so far?

Everything we've said so far doesn't affect you until after the game—it doesn't affect the choices you will make, or what you need to understand to play the game. Now, we will explain in more detail how you win money in this game. This is also the way that your partner in the other room will win money in the game.

How much money your partner wins in this game is determined by rolling a die like this one. The die has twenty sides, and each side has a number on it. The numbers go from one to twenty. You can roll the die into a box like this. Demonstrate. I just rolled the die, and you can see that it landed on a <<number which landed facing up>>—that is, it landed with <<number which landed facing up>> facing up. If you roll the die, you don't know in advance which number will land facing up. It could be any number from one to twenty.

In this game, we will ask your partner to roll the die inside a box like this. When your partner rolls the die, he or she will win money, and the amount that he or she win depends on the outcome of the roll. Your partner will win ten times the number that he or she roll plus one hundred additional shillings. So, if your partner rolls a two, he or she will win 100 shillings plus 20 shillings; that's 120 shillings. On the other hand, if your partner roll an eighteen, he or she will win 100 shillings plus 180 shillings—that's 280 shillings. The lowest number on the die is one. Ten times one is ten, plus one hundred shillings is 110. Therefore, the lowest amount that your partner might win is 110 shillings.

Here are two examples of winning money in this game. This is Player A. Indicate the individual acting as the Player A. Player A will come up to the front of the room and roll the die. Player A approaches the Narrator and rolls the die in the lid of the box. Player A rolled a «number which landed facing up», so he will win a total of « $100 + 10 \times$  number which landed facing up» shillings.

Now this is Player B. Player A steps aside. Narrator points to the individual acting as Player B. Player B will also come up to the front of the room and roll the die. Player B approaches the Narrator and rolls the die in the lid of the box. Player B rolled a «number which landed facing up», so he will win a total of « $100 + 10 \times$  number which landed facing up » shillings.

PLAYER B: I have a question. Im not happy with my roll. Can I roll again?

NARRATOR: No, you only get one chance to roll the die.

PLAYER B: OK.

So, your partner wins money in this game by rolling a dies with twenty sides. The higher the number your partner rolls, the more money your partner wins.

Before we explain the rest of the game, we are going to let you try rolling the die. We are going to come around and let each of you roll the die into the box. Hold up both the die and the lid of the box. Though you will win money later in the game by rolling a die, you will not be paid any money for the number that you roll during this trial period it is just to give you a sense of what rolling the die will be like.

FOs should come around to each person and let them roll the die. After each player rolls, FOs ask the following. “So, what did you roll?” The player should answer. “So, youll receive what? One hundred shillings plus ten times «number which landed facing up» thats «amount the player would have won».

Weve finished explaining how you will win money in this game by rolling a die. Now we will explain about your partners. This is the last thing you need to understand about this game.

Weve divided you into two groups. We randomly assigned half of the seat numbers to each room. Everyone in this room is in Group A, and everyone in the other room is in Group B. Every player in Group A has been matched with a player in Group B. That person is your partner. You will never learn your partners identity, nor will your partner ever learn who you are.

In this game, your partner in the next room will win money by rolling a die and you will decide how you want to divide the money that your partner wins between the two of you. You can divide it any way you like the choice is yours. You can leave your partner all of their winnings, none of their winnings, or any amount in between. Remember, all of you are going to receive a fifty token participation fee for attending this game. However, the only way your partner can receive additional money in this game is for you to leave it for him or her. The money that you leave for your partner will be the only additional money that your partner receives if we draw the yellow disk out of the bowl at the end of the game. Hold up the yellow disk to remind the audience about the disks.

Before your partner wins money by rolling the die, well ask you to indicate how much, if any, of their winnings you would like to transfer to yourself. You are allowed to transfer as much or as little of your partners earnings to yourself as you want it is your decision. How much you want to leave with your partner might depend on how much your partner wins. For each possible amount that your partner might win, well ask you how much money you would like to transfer to yourself.

Here is how this will work. Before we give either you or your partner the opportunity to roll the die, we will call you outside by seat number. This may take some time, and you must sit quietly while you are waiting to be called.

When you come outside, we will go through all of the possible amounts that your partner might win. The smallest amount that your partner might win is 110 shillings your partner would win this if they rolled a one. The largest amount your partner can win is 300 shillings your partner will win this much if he rolls a 20. You have tried rolling the die you know that you cant know in advance how much you will win. For each possible amount that your partner might end up winning, well ask you how you would divide that money between yourself and your partner.

When you go outside to make your decisions, you will sit down at a desk with one of us. For each possible amount that your partner might win 110 shillings, 120 shillings, all the way up to 300 shillings well ask you how much you want to take for yourself and how much you want to leave for your partner.

Well write down your decisions. Later, when we find out how much your partner has actually won by rolling the die, well divide the money your partner won between you and your partner however you told us to.

Lets look at a couple of examples.

Player A has gone outside to make his decisions about dividing money. Player A approaches the Narrator. Remember, we are going to ask Player A how he would divide every possible amount that his partner might end up winning when he rolls the die. Narrator faces Player A. Are you ready to make your decisions?

PLAYER A: Yes, but I have a question. After the game, can I find out who my partner is, so that I know whether I game him enough money?

NARRATOR: No. Youll never know who your partner is.

NARRATOR: Continues to face Player A. OK. Remember, both you and your partner will receive a fifty token participation fee in addition to the money that your partner will win and you will divide between the two of you. If your partner ends up winning 110 shillings, how do you want to divide it between yourself and your partner?

PLAYER A: I will take 55 shillings and leave the other 55 shillings for my partner. Narrator notes this on a clipboard that he is holding.

NARRATOR: Still facing Player A. Now I want you to tell me what you would do if your partner won 120 instead of 110. If your partner ends up winning 120 shillings, how would you like to divide it between yourself and your partner?

PLAYER A: Player A thinks for a few seconds. I will give myself 90 shillings and I will leave my partner 30 shillings.

NARRATOR: OK. Narrator notes Player As decision on a clipboard. He then turns to face the audience. The following is directed to the audience and not Player A. Remember, you can divide the money that youve won any way you want the decision is yours. You can leave your partner all of their winnings, or none of it. You can do whatever you want to do. The narrator turns back to face Player A. Now, please tell me how you want us to divide your partners winnings if he or she wins 130 shillings.

PLAYER A: Player A thinks for a few seconds. I will take all of the money and leave my partner zero shillings.

NARRATOR: Narrator turns back to face the audience. Player A walks away from the desk and Player B walks over as the Narrator reads the next two sentences. Different people might make different decisions. Player B might make a different decision than Player A. Narrator turns to face Player B. OK, Player B, now please tell me how you want us to divide your partners winnings if he or she wins 130 shillings.

PLAYER B: Player B thinks for a few seconds. I will leave all of the money to my partner and take nothing for myself. Narrator notes this on clipboard, and then turns back to face the audience.

NARRATOR: We will ask you how you want to divide all of the possible amounts your partner might win: 110 shillings, 120 shillings, all the way up to 300 shillings. Then, if the yellow disk is picked at the end of the game, well find out how much your partner actually won and divide the winnings exactly how you told us to.

Are there any questions? Answer any questions. OK, we are finished explaining the game. Now, lets review:

First, we are going to invite you outside to tell us how you want to divide your partners winnings between yourself and your partner in the next room. Youll tell us how you would divide all of the possible amounts that your partner might end up winning by rolling the die.

After all of you have made your decisions about how you want to divide your partners winnings, they will be given a chance to roll the die. Everyone will win at least 110 shillings. Their winnings will be one hundred shillings plus ten times the number that lands facing up when they roll the die. After we determine how much your partners have won, we will divide that money between you and your partner however you told us to.

At the end of the game, well place these two plastic disks into a cup. Well pull one of the disks out without looking. If we pull out the yellow disk with a letter "A" on it, youll take home the fifty token participation fee and the money your partner won rolling the die minus whatever amount you left

for your partner. Your partner will take home the fifty token participation fee plus the share of their winnings that you left for them.

Are we ready to begin?

Answer any questions, and then begin calling subjects outside by seat number whenever the FOs recording the choices are ready. It is very important that the one FO who remains in the classroom makes sure that everyone seated in there is not talking at all.

After all the players have made their decisions, give them a moment to rest and talk to each other. Then read the following. You've all decided how you want to divide the money that your partner wins. Now, I am going to let each of you roll the die to determine how much you win.

### 1.3.4 Instructions for Effort-Taking Treatment

NARRATOR: We will start by giving you an overview of this game. Each person in this room has been matched with a partner in the other room. Everyone in this game will earn money which will be divided between you and your partner. You will earn money by sorting pinto beans out of a bucket, and each of you will decide how to divide the money that your partner earns between the two of you. At the end of the game, one of the two rooms will be randomly selected, and only the decisions made in the room that we select will determine actual payouts.

First, we will explain one part of this game that might be a little confusing. Please listen carefully, and if there is anything you don't understand, you are free to ask questions at any time. In this game, your partner in the next room will earn money and you will decide how to divide that money between the two of you. While we are playing the game in this room, your partner in the next room will also be making decisions about how he or she would divide money—money that you will earn in the game. After we finish playing the game, we are going to pick one of the two classrooms—this one or the other one. Only the decisions made in the classroom that we pick will count. So, if this classroom is picked, we will pay both you and partner based only on the decisions that you made in the game—you will decide how to divide the money that your partner earns by sorting beans. However, if we pick the other classroom, we will pay both you and your partner based only on the decisions that your partner made—your partner will decide how to divide the money that you earn.

So, if we choose this room, how much you take home is determined by your decisions and how much your partner earns. If we choose the other room, how much you take home is determined by your partner's decisions and how much you earn.

How will we choose which room and whose decisions determine how much you and your partner take home from the game? After we have finished playing the game, while you are drinking your juice, we will place these two round plastic disks into a cup like this «demonstrate using the yellow and red disks». Without looking, we will pull one of the two disks out of the cup «demonstrate using the yellow and red disks». If we pull out the yellow disk labeled “A” we will divide the money your partner earned and your decisions will determine how much everyone takes home today; if we pull out the red disk labeled “B” we will divide the money that you earned based on your partner's decisions. So, if we choose “A” we will pay you and your partner based on your decisions; if we choose “B” we will pay you and your partner based on the decisions that your partner makes in the next room.

So, either your decisions or your partner's decisions—but not both—will determine how much both you and your partner take home at the end of the game. In this game, your partner will earn money and you will decide how to divide it between the two of you. Later on in the game, you will also earn money. Your partner will decide how to divide that money between the two of you. However, you'll only get to keep the share of your partner's earnings that you allocate yourself—and your partner will only get the money that you leave them—if we pull the yellow disk out of the cup at the end of the game. Otherwise, how much you take home today will be determined by how much you earn and the decisions your partner makes.

Are there any questions so far?

Everything we've said so far doesn't affect you until after the game—it doesn't affect the choices you will make, or what you need to understand to play the game. Now, we will explain in more detail how your partner in the other room will earn money in the game. Pay close attention: this is also the way

that you will earn money later in the game.

There is a large plastic bucket in front of you. There is an identical bucket sitting in front of your partner in the next room. The plastic bucket contains three different kinds of dried beans: pinto beans, black beans, and Peruvian white beans. There is also a plastic plate. Each player has a bucket and a plate with their number on them. After we finish explaining the instructions, we will ask your partner to remove the lid from his or her plastic bucket and place it on the floor. At that point, we will give your partner ten minutes to collect pinto beans from the plastic bucket and place them into the plate.

After your partner finishes collecting pinto beans, we will weigh the pinto beans that your partner has in their plate using a scale like this one. Narrator demonstrates using one of the scales. We will place your partner's plate of pinto beans onto the scale, and tell them how many grams of pinto beans they collected.

Your partner will be paid ten shillings for every ten grams of pinto beans that they collect. It takes about 25 pinto beans to weigh ten grams, so your partner will be paid approximately ten shillings for every 25 pinto beans in their plastic plate. We will round up the number of beans that each person collects to the nearest ten grams.

Here are two examples of winning money in this game. This is Player A. Indicate the individual acting as the Player A. Player A will bring his beans up to be weighed. Player A approaches the Narrator with a plate of pinto beans. Narrator places the plate on the scale and calls out the weight. Player A sorted out  $\llcorner$ weight of plate and beans $\lrcorner$  grams, so he will earn  $\llcorner$ weight of plate and beans, rounded up to the nearest ten shillings $\lrcorner$  shillings.

Now this is Player B. Player A steps aside. Narrator points to the individual acting as Player B. Player B will bring his beans up to be weighed. Player B approaches the Narrator with a larger plate of pinto beans. Narrator places the plate on the scale and calls out the weight. Player B sorted out  $\llcorner$ weight of plate and beans $\lrcorner$  grams, so he will earn  $\llcorner$ weight of plate and beans, rounded up to the nearest ten shillings $\lrcorner$  shillings.

So, your partner will earn money in this game by collecting pinto beans from the bucket. The more pinto beans your partner collects, the more money your partner earns.

Your partner can spend up to ten minutes collecting pinto beans. At the end of the ten minutes, we will ask everyone to replace the lids on their plastic buckets. However, your partner is free to stop at any time during the ten minute period. If your partner stops before the ten minutes are over, we will ask him or her to put the lid back on the plastic bucket. Your partner will then bring the pinto beans he or she has collected up to the front of the room, where we will weigh them. After we weigh your partner's pinto beans, your partner will be able to help himself or herself to some juice and cookies.

Which beans are pinto beans? Pinto beans are speckled. They are different from the black beans and the Peruvian white beans because black beans are black and Peruvian white beans are white. We are passing around some plastic bags filled with pinto beans, so that you can take a closer look at them. Later on, we will ask you to remove the lids from your plastic buckets, and we will come around and ask each of you to hold up a pinto bean, to make sure that you understand the distinction between the types of beans.

While your partner is collecting pinto beans from the bucket, he or she will follow these rules.

- No one is allowed to leave beans on the classroom floor. If a player leaves pinto beans of any type on the floor (rather than in the plastic bucket) at the end of the ten minutes, that player will not be paid anything for the pinto beans that he or she collected.
- Also, you cannot empty out your bucket and pick the pinto beans off the floor. Any player who empties out their bucket onto the floor will not be paid anything for the pinto beans he or she collected.
- In addition, everyone must make sure to only place pinto beans into the plastic plate that we will weigh to determine how much you earn. When each player brings their pinto beans up to be weighed, we will deduct ten shillings for each bean in the plate that is not a pinto bean. For example, if a player sorted out 200 grams of pinto beans, he would earn 200 shillings. However, if there were ten black beans in his plate, we would deduct 100 shillings from his earnings so, he would only earn 100 shillings.

- Finally, players are not allowed to remove the plastic bucket from the floor in front of them at any time while they are sorting out pinto beans. They may not tip or lift the bucket, as pinto beans could spill onto the floor.

So, your partner will have ten minutes to collect pinto beans from the bucket. Your partner can stop at any time, or work for the full ten minutes. Your partner will be paid ten shillings for every ten grams of pinto beans that he or she collects. However, your partner will lose ten shillings for every bean in the plate that is not a pinto bean, and won't be paid anything if they leave beans on the floor around them.

Are there any questions?

Before we explain the rest of the game, we are going to let you try sorting into beans into the plate. Each of you can take the lid off of your plastic bucket and place it on the floor. Please reach into the bucket and pull out one pinto bean. We will come around and verify that each of you understands the distinction between the different types of beans.

The two FOs who are not reading the script should come around and do this. If any player has pulled out the wrong type of bean, pull out a pinto bean from their bucket and say the following.

FIELD OFFICER: OK, you pulled out one that was not a pinto bean. Can you see how this one that you pulled out is black, white? We want you to pull out these ones, which are speckled. Now, can you reach into the bucket and pull out a pinto bean for me, please?

If the subject correctly identifies a pinto bean, congratulate the player and move on.

NARRATOR:

Now we would like each of you to try sorting out beans from the bucket and putting them onto the plate. We are going to give you a two minute period in which to practice. You will not be paid any money for the beans you collect during this trial period it is just so that you have a sense of what sorting out the beans will be like for your partner.

Narrator takes out his or her cell phone and gets ready to time a two-minute interval.

Is everyone ready to try sorting out pinto beans for two minutes? Are there any questions before we try it? Answer any questions. OK, begin.

Narrator announces when there are thirty seconds left, and then counts down the last ten seconds. During the two minutes, all three FOs walk around, checking to make sure that no one is creating a secret stash of beans.

Everybody stop. Please place the lids back on your buckets. Now we will come around and take a look at what you have done. If a player has successfully sorted out some pinto beans without (1) either including any other types of beans or (2) leaving a bunch of dropped beans on the floor, acknowledge the players work and dump their beans back into their bucket. Seal and shake the bucket before continuing to the nearest player.

The first person to encounter a player who has included another type of bean in their plate should read the following, getting the attention of the entire room first:

FIELD OFFICER: Someone over here inadvertently included some beans that were not pinto beans in their plate. Remember, we will deduct 10 shillings from your earnings for every bean in your plate that is not a pinto bean. This person has <<number of other beans in plate>>, so he will have <<ten times number of other beans in plate>> deducted from his earnings.

You do not want to point out the person that you are describing directly, as this may embarrass them.

The first person to encounter a player who has left beans on floor should read the following, getting the attention of the entire room first:

Someone on this side of the room made a mess of the room by leaving beans on the floor. Remember, you won't earn anything if you make a mess like this. Please be neat.

You do not want to point out the person that you are describing directly, as this may embarrass them. The FO should either pick up the beans or sweep them up to the front of the classroom after resealing and shaking the messy players bucket. Repeat the speech above for the next person who has made a mess of their area. When all the players have been checked and the beans that they have sorted out have been returned to their buckets, the Narrator continues.

Weve finished explaining how your partner will earn money in this game by collecting pinto beans from a bucket. Now we will explain about your partners. This is the last thing you need to understand about this game.

Weve divided you into two groups. We randomly assigned half of the seat numbers to each room. Everyone in this room is in Group A, and everyone in the other room is in Group B. Every player in Group A has been matched with a player in Group B. That person is your partner. You will never learn your partners identity, nor will your partner ever learn who you are.

In this game, your partner in the next room will earn money by collecting pinto beans, and you will decide how you want to divide the money that your partner earns between the two of you. You can divide it any way you like the choice is yours. You can leave your partner all of their earnings, none of their earnings, or any amount in between. Remember, all of you are going to receive a fifty token participation fee for attending this game. However, if we pull the yellow disk from the cup at the end of the game, the only way your partner can receive additional money in this game is for you to leave it for him or her. The money that you leave for your partner will be the only additional money that your partner receives if we draw the yellow disk out of the bowl at the end of the game. Hold up the yellow disk to remind the audience about the disks.

Before your partner earns money by collecting pitno beans, well ask you to indicate how much, if any, of their earnings you would like to transfer to yourself. You are allowed to transfer as much or as little of your partners earnings to yourself as you want it is your decision. How much you want to leave your partner might depend on how much your partner earns. For each possible amount that your partner might earn, well ask you how much money you would like to transfer to yourself.

Here is how this will work. Before we give either you or your partner the opportunity to sort beans, we will call you outside by seat number. This may take some time, and you must sit quietly while you are waiting to be called.

When you come outside, we will go through all of the possible amounts that your partner might earn. The smallest amount that your partner might earn is zero shillings your partner would earn this if he or she didnt collect any pinto beans. On the other hand, no matter how hard your partner works, it is very unlikely that your partner will earn more than three hundred shillings. We have played this game many times, and no one has ever earned that much. You have tried collecting the beans you know that you cant know in advance how many grams you will be able to sort out. For each possible amount that your partner might end up earning, well ask you how you would divide that money between yourself and your partner.

When you go outside to make your decisions, you will sit down with one of us. For each possible amount that your partner might earn 10 shillings, 20 shillings, all the way up to 300 shillings well ask you how much you want to take for yourself and how much you want to leave for your partner. Well write down your decisions. Later, when we find out how much your partner has actually earned, well divide the money your partner won between you and your partner however you told us to.

Lets look at a couple of examples.

Player A has gone outside to make his decisions about dividing money. Player A approaches the Narrator. Remember, we are going to ask Player A how he would divide every possible amount that his partner might end up earning when he collects pinto beans. Narrator faces Player A. Are you ready to make your decisions?

PLAYER A: Yes, but I have a question. After the game, can I find out who my partner is, so that I know whether I game him enough money?

NARRATOR: No. Youll never know who your partner is.

PLAYER A: OK.

NARRATOR: Continues to face Player A. Remember, both you and your partner will receive a 50 token participation fee in addition to the money that your partner will earn and you will divide between the two of you. If your partner ends up earning 10 shillings, how do you want to divide it between yourself and your partner?

PLAYER A: I will take 5 shillings and leave the other 5 shillings for my partner. Narrator notes this on a clipboard that he is holding.

NARRATOR: Still facing Player A. Now I want you to tell me what you would do if your partner



earned 20 shillings instead of 10. If your partner ends up earning 20 shillings, how would you like to divide it between yourself and your partner?

PLAYER A: Player A thinks for a few seconds. I will give myself 15 shillings and I will leave my partner 5 shillings.

NARRATOR: OK. Narrator notes Player As decision on a clipboard. He then turns to face the audience. The following is directed to the audience and not Player A. Remember, you can divide the money that your partner earned any way you want the decision is yours. You can leave your partner all of their earnings, or none of it. You can do whatever you want to do. The narrator turns back to face Player A. Now, please tell me how you want us to divide your partners earnings if he or she earns 30 shillings.

PLAYER A: Player A thinks for a few seconds. I will take all of the money and leave my partner zero shillings.

NARRATOR: Narrator turns back to face the audience. Player A walks away and Player B walks over as the Narrator reads the next two sentences. Different people might make different decisions. Player B might make a different decision than Player A. Narrator turns to face Player B. OK, Player B, now please tell me how you want us to divide your partners earnings if he or she earns 30 shillings.

PLAYER B: Player B thinks for a few seconds. I will leave all of the money to my partner and take nothing for myself. Narrator notes this on clipboard, and then turns back to face the audience.

NARRATOR: We will ask you how you want to divide all of the possible amounts your partner might earn: 10 shillings, 20 shillings, all the way up to 300 shillings. Then, when we find out how much your partner actually earned, well divide their earnings exactly how you told us to.

Are there any questions? Answer any questions. OK, we are finished explaining the game. Now, lets review:

First, we are going to invite you outside to tell us how you want to divide your partners earnings between yourself and your partner in the next room. Youll tell us how you would divide all of the possible amounts that your partner might end up earning by collecting pinto beans.

After all of you have made your decisions about how you want to divide your partners earnings, your partner will have up to ten minutes to place pinto beans into the plastic plate on the floor. Your partner can stop at any time. After your partner finishes sorting out beans, we will weigh the pinto beans that your partner collected and pay your partner ten shillings for every ten grams of pinto beans. After we determine how much your partner has won, we will divide that money between you and your partner however you told us to.

At the end of the game, well place these two plastic disks into a cup. Well pull one of the disks out without looking. If we pull out the yellow disk with a letter "A" on it, youll take home the fifty token participation fee and the money your partner earned by collecting pinto beans minus whatever amount you left for your partner. Your partner will take home the fifty token participation fee plus the share of their earnings that you left for them.

Are we ready to begin?

Answer any questions, and then begin calling subjects outside by seat number whenever the FOs recording the choices are ready. It is very important that the one FO who remains in the classroom makes sure that everyone seat in there is not talking at all.

After all the players have made their decisions, give them a moment to rest and talk to each other. Then read the following. Youve all decided how you want to divide the money that your partner earns. Now, you have ten minutes to collect pinto beans from the bucket in front of you. Is everyone ready to begin?