

Welcome

- You are about to participate in an experiment on decision making.
- Will be paid with cash vouchers privately at the end of the session.
- The money you earn depends on your decisions, the decisions of others and chance.
- The session will be conducted through your computer terminal.
- All interaction between you and the other participants will take place through the computers.
- Do not talk to or attempt to communicate with other participants.

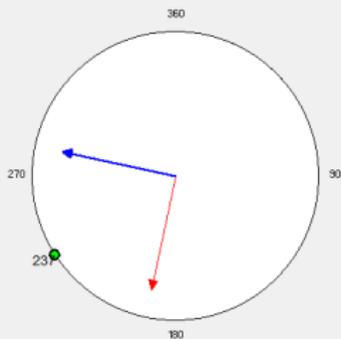
Welcome

- Turn off phones and similar devices now.
- Close any application you may have open on your computers.
- The session will begin with an instructional period:
 - You will learn the main features of the task.
 - You will be shown how to use your computer.
- Raise your hand if you have any questions.

The Task

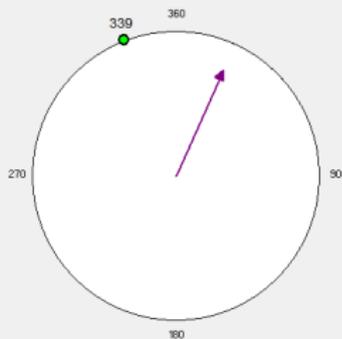
- You will be a member in a group of three.
- Each member will be assigned a color: RED, BLUE or GREEN.
- The task of the group is to choose two points: POINT A and POINT B.
- The choice of the group will be made by member GREEN.
- Members RED and BLUE will submit a recommendation to GREEN.

Point A:



Computer Point A: 237
YOUR best is $237+45=$ 282
RED's best is $237-45=$ 192
GREEN's best is $237+0=$ 237

Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
RED's best is $339-45=$ 24
GREEN's best is $339+0=$ 339

Payoffs:

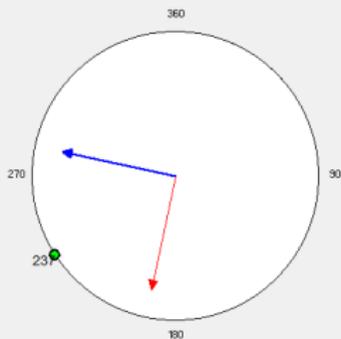
You are the **BLUE** player.

Point A: 237

Point B: 339

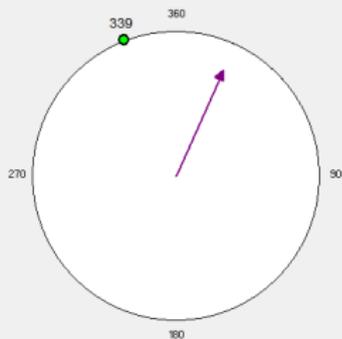
**Make your
Recommendations by
Clicking on the Circles**

Point A:



Computer Point A:	237
YOUR best is $237+45=$	282
RED's best is $237-45=$	192
GREEN's best is $237+0=$	237

Point B:



Computer Point B:	339
YOUR best is $339+45=$	24
RED's best is $339-45=$	24
GREEN's best is $339+0=$	339

Payoffs:

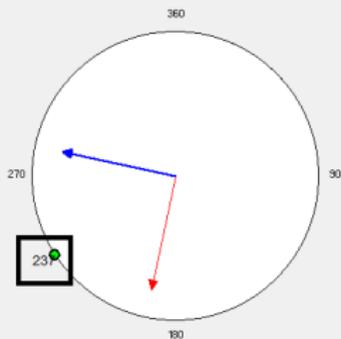
You are the **BLUE** player.

Point A: 237

Point B: 339

**Make your
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Point A:



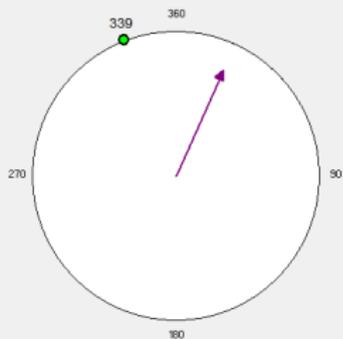
Computer Point A: 237

YOUR best is $237+45=$ 282

RED's best is $237-45=$ 192

GREEN's best is $237+0=$ 237

Point B:



Computer Point B: 339

YOUR best is $339+45=$ 24

RED's best is $339-45=$ 24

GREEN's best is $339+0=$ 339

Payoffs:

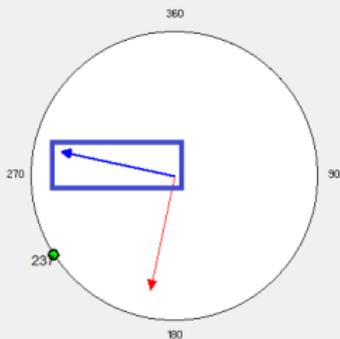
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Point A: 237

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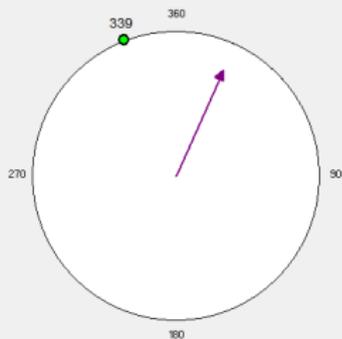
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Point A:



Computer Point A: 237
YOUR best is $237+45=$
RED's best is $237-45=$ 192
GREEN's best is $237+0=$ 237

Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
RED's best is $339+45=$ 24
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Payoffs:

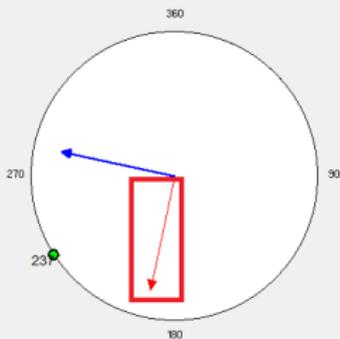
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Point A: 237

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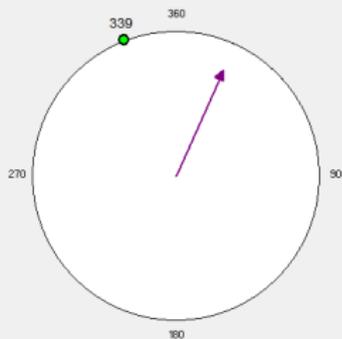
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YOUR best is $237+45=$ 282
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Computer Point B: 339
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Payoffs:

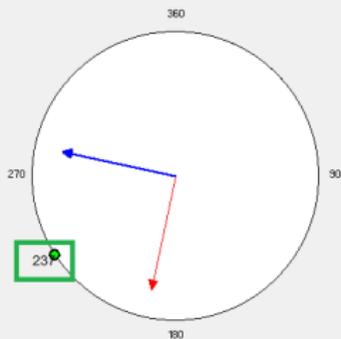
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Point A: 237

Point B: 339

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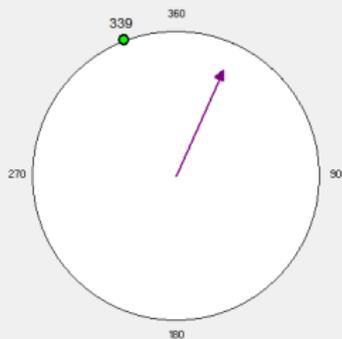
Computer Point A: 237

YOUR best is $237+45=$ 282

RED's best is $237-45=$ 192

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Computer Point B: 339

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RED's best is $339-45=$ 24

GREEN's best is $339+0=$ 339

Payoffs:

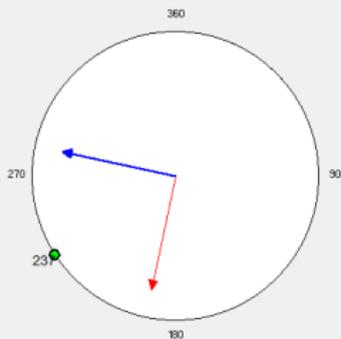
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Point A: 237

Point B: 339

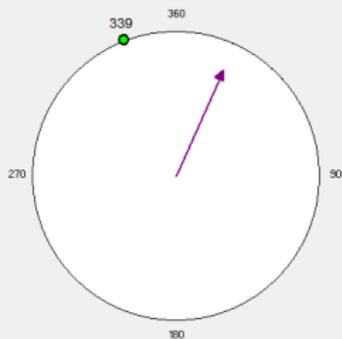
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RED's best is $339-45=$	24
GREEN's best is $339+0=$	339

Payoffs:

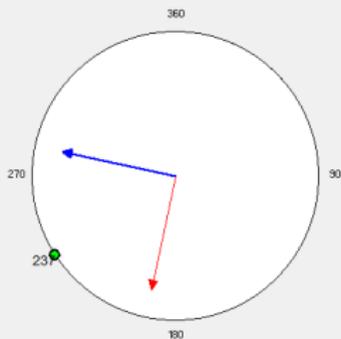
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Point A: 237

Point B: 339

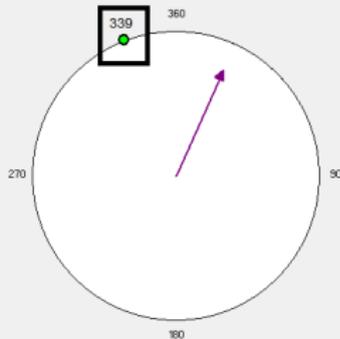
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RED's best is $339-45=$	24
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Payoffs:

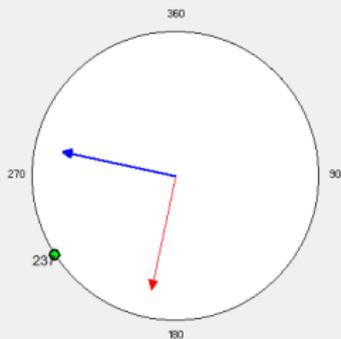
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Point A: 237

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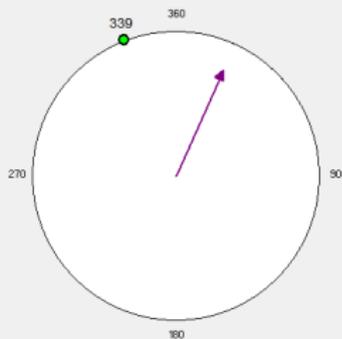
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Payoffs:

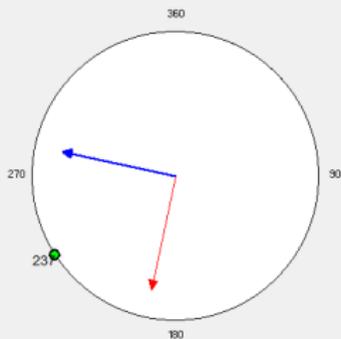
You are the **BLUE** player.

Point A: 237

Point B: 339

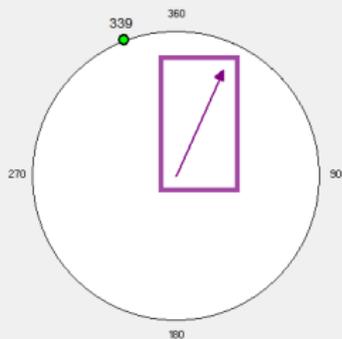
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RED's best is $237-45=$	192
GREEN's best is $237+0=$	237

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Computer Point B:	339
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RED's best is $339-45=$	24
GREEN's best is $339+0=$	339

Payoffs:

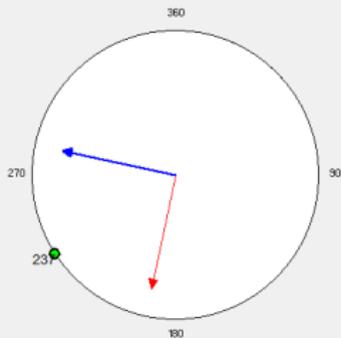
You are the **BLUE** player.

Point A: 237

Point B: 339

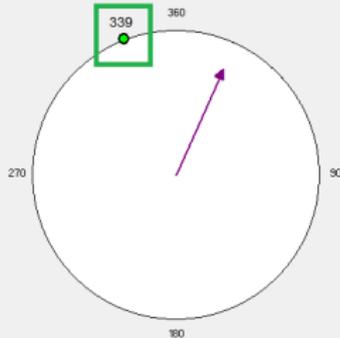
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RED's best is $237-45=$	192
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Computer Point B:	339
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RED's best is $339-45=$	24
GREEN's best is $339+0=$	339

Payoffs:

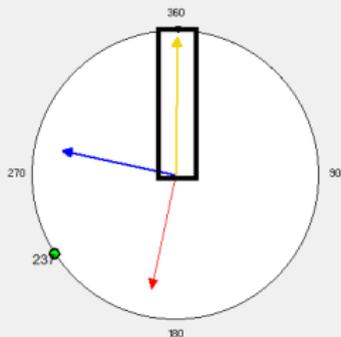
You are the **BLUE** player.

Point A: 237

Point B: 339

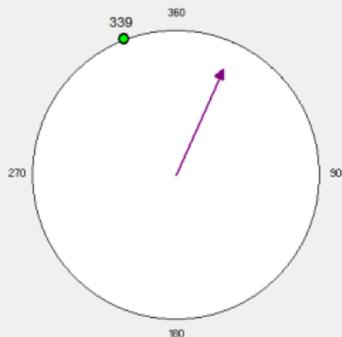
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Point A:



Computer Point A: 237
YOUR best is $237+45=$ 282
RED's best is $237-45=$ 192
GREEN's best is $237+0=$ 237

Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
RED's best is $339+45=$ 24
GREEN's best is $339+0=$ 339

Payoffs:

You are the **BLUE** player.

Point A: 1
Point B: 339

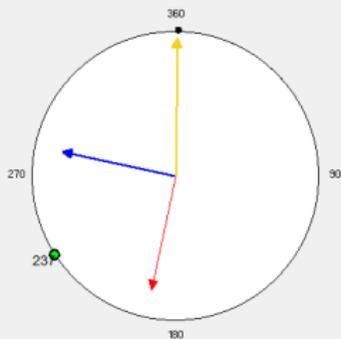
Selected Point A:

1



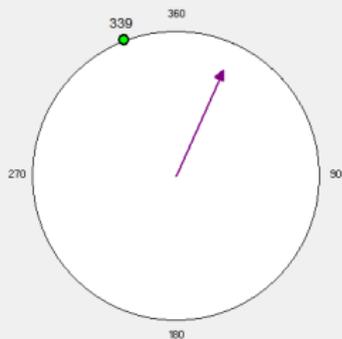
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Computer Point A: 237
YOUR best is $237+45=$ 282
RED's best is $237-45=$ 192
GREEN's best is $237+0=$ 237

Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
RED's best is $339+45=$ 24
GREEN's best is $339+0=$ 339

Payoffs:

You are the **BLUE** player.

Point A: 1
Point B: 339

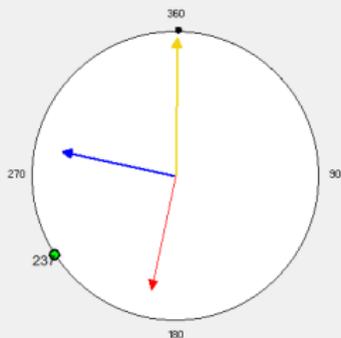
Selected Point A:

1



**Make your
Recommendations by
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Point A:



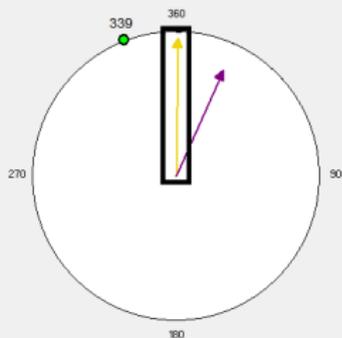
Computer Point A: 237
YOUR best is $237+45=$ 282
RED's best is $237-45=$ 192
GREEN's best is $237+0=$ 237

Selected Point A:

1



Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
RED's best is $339-45=$ 24
GREEN's best is $339+0=$ 339

Selected Point B:

1



Payoffs:

You are the **BLUE** player.

Point A: 1

Point B: 1

Payoffs if these Points chosen:

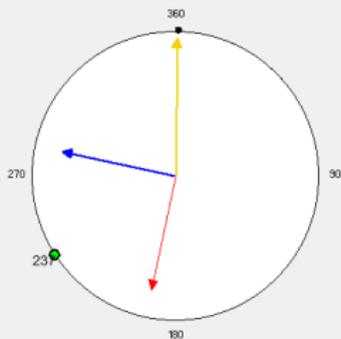
YOU : 5.37

RED : 5.00

GREEN : 5.00

USE SELECTION

Point A:



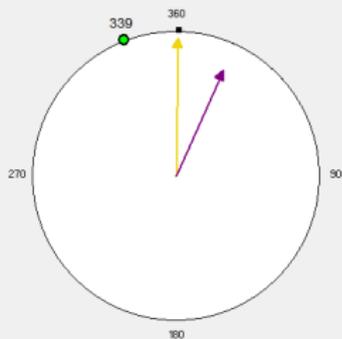
Computer Point A: 237
YOUR best is $237+45=$ 282
RED's best is $237-45=$ 192
GREEN's best is $237+0=$ 237

Selected Point A:

1



Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
RED's best is $339+45=$ 24
GREEN's best is $339+0=$ 339

Selected Point B:

1



Payoffs:

You are the BLUE player.

Point A: 1

Point B: 1

Payoffs if these Points chosen:

YOU : 5.37

RED : 5.00

GREEN : 5.00

USE SELECTION

You will now see how this Round would look to Red:

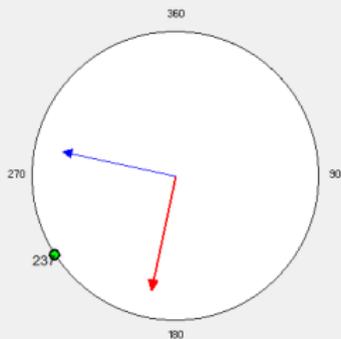
At the same time as BLUE chooses their message, RED must also select a message to send.

RED does not know which message BLUE will send, nor will BLUE know the message chosen by RED.

You will now play as RED and choose their message.

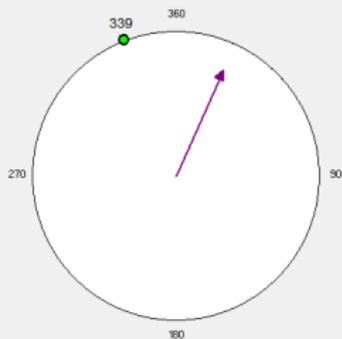
See Red's Screen

Point A:



Computer Point A: 237
YOUR best is $237-45=$ 192
BLUE's best is $237+45=$ 282
GREEN's best is $237+0=$ 237

Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
BLUE's best is $339+45=$ 24
GREEN's best is $339+0=$ 339

Payoffs:

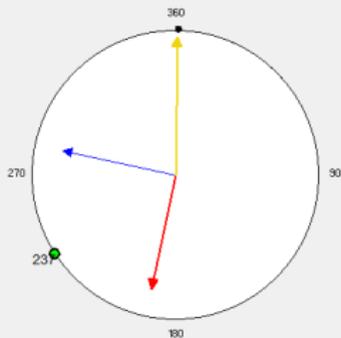
You are the **RED** player.

Point A: 237

Point B: 339

**Make your
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Point A:



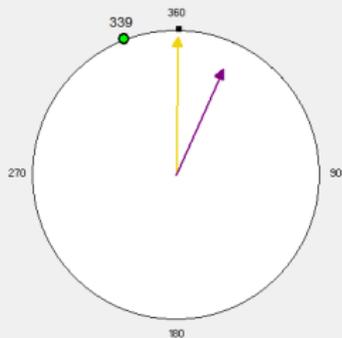
Computer Point A: 237
YOUR best is $237-45=$ 192
BLUE's best is $237+45=$ 282
GREEN's best is $237+0=$ 237

Selected Point A:

1



Point B:



Computer Point B: 339
YOUR best is $339+45=$ 24
BLUE's best is $339+45=$ 24
GREEN's best is $339+0=$ 339

Selected Point B:

1



Payoffs:

You are the RED player.

Point A: 1

Point B: 1

Payoffs if these Points chosen:

YOU: 5.00

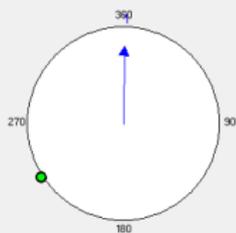
BLUE: 5.37

GREEN: 5.00

USE SELECTION

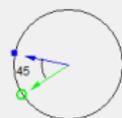
Point A:

Blue Recommendation:



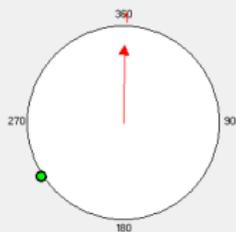
Best Points:

GREEN's is: 237



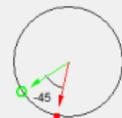
BLUE's is: 282

Red Recommendation:



Best Points:

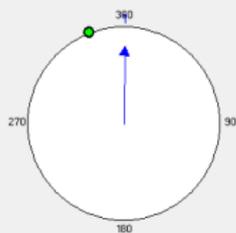
GREEN's is: 237



RED's is: 192

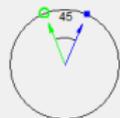
Point B:

Blue Recommendation:



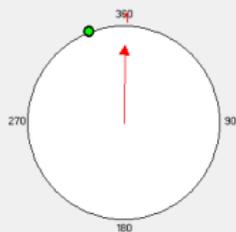
Best Points:

GREEN's is: 339



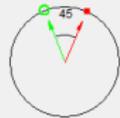
BLUE's is: 24

Red Recommendation:



Best Points:

GREEN's is: 339



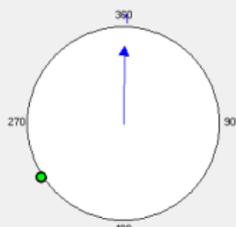
RED's is: 24

Both RED and BLUE must now wait for GREEN to make a choice.

Move On

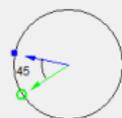
Point A:

Blue Recommendation:



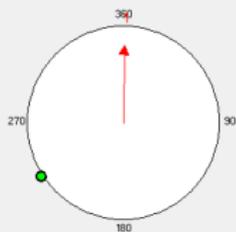
Best Points:

GREEN's is: 237



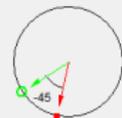
BLUE's is: 282

Red Recommendation:



Best Points:

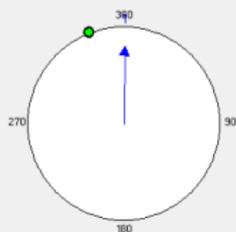
GREEN's is: 237



RED's is: 192

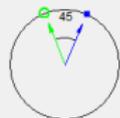
Point B:

Blue Recommendation:



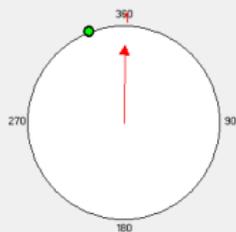
Best Points:

GREEN's is: 339



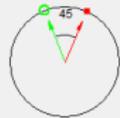
BLUE's is: 24

Red Recommendation:



Best Points:

GREEN's is: 339



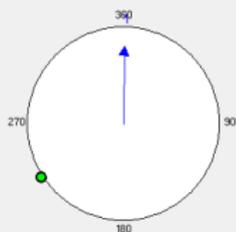
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Move On

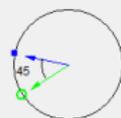
Point A:

Blue Recommendation:



Best Points:

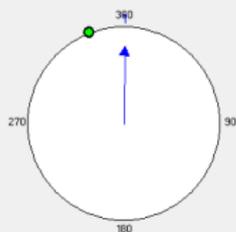
GREEN's is: 237



BLUE's is: 282

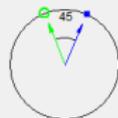
Point B:

Blue Recommendation:



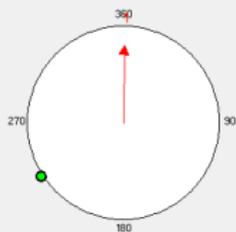
Best Points:

GREEN's is: 339



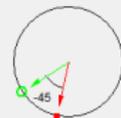
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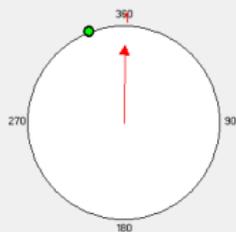
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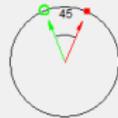
RED's is: 192

Red Recommendation:



Best Points:

GREEN's is: 339



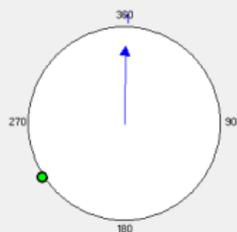
RED's is: 24

Both RED and BLUE must now wait for GREEN to make a choice.

Move On

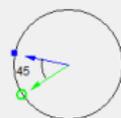
Point A:

Blue Recommendation:



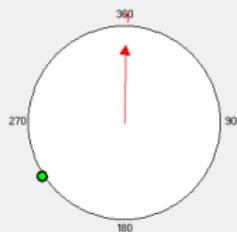
Best Points:

GREEN's is: 237



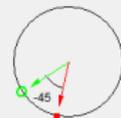
BLUE's is: 282

Red Recommendation:



Best Points:

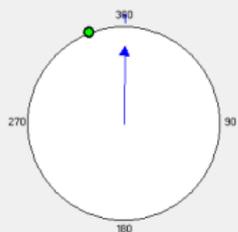
GREEN's is: 237



RED's is: 192

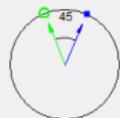
Point B:

Blue Recommendation:



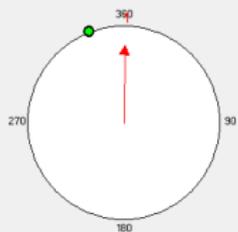
Best Points:

GREEN's is: 339



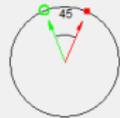
BLUE's is: 24

Red Recommendation:



Best Points:

GREEN's is: 339



RED's is: 24

Both RED and BLUE must now wait for GREEN to make a choice.

Move On

You will next see how this Round would look to Green:

The message sent by BLUE and RED are the messages you selected. In the experiment BLUE and RED will be different subjects.

The GREEN player chooses the makes a choice on each circle. GREEN does not know the points chosen by the computer, GREEN only sees the recommendations sent by BLUE and RED, and the relative distance to their best points from their own.

See Green's Screen

Point A:

Blue Best:



Red Best:



Point B:

Blue Best:



Red Best:



Best Points:

YOUR Best:

Computer A + 0
Computer B + 0

BLUE Best:

Computer A + 45
Computer B + 45

RED Best:

Computer A - 45
Computer B + 45

This is the screen GREEN sees while waiting for BLUE and RED to choose recommendations

Move On

Point A:

Blue Best:



Computer A + 45

Red Best:



Computer A - 45

Point B:

Blue Best:



Computer B + 45

Red Best:



Computer B + 45

Best Points:

YOUR Best:

Computer A + 0

Computer B + 0

BLUE Best:

Computer A + 45

Computer B + 45

RED Best:

Computer A - 45

Computer B + 45

This is the screen GREEN sees while waiting for BLUE and RED to choose recommendations

Move On

Point A:

Blue Best:



Computer A + 45

Red Best:



Computer A - 45

Point B:

Blue Best:



Computer B + 45

Red Best:



Computer B + 45

Best Points:

YOUR Best:

Computer A + 0
Computer B + 0

BLUE Best:

Computer A + 45
Computer B + 45

RED Best:

Computer A - 45
Computer B + 45

This is the screen GREEN sees while waiting for BLUE and RED to choose recommendations

Move On

Point A:

Blue Best:



Red Best:



Point B:

Blue Best:



Red Best:



Best Points:

YOUR Best:

Computer A + 0
Computer B + 0

BLUE Best:

Computer A + 45
Computer B + 45

RED Best:

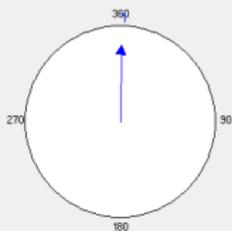
Computer A - 45
Computer B + 45

This is the screen GREEN sees while waiting for BLUE and RED to choose recommendations

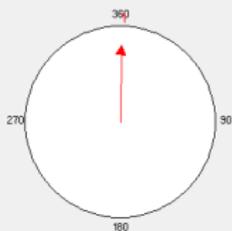
Move On

Point A:

Blue Recommendation:

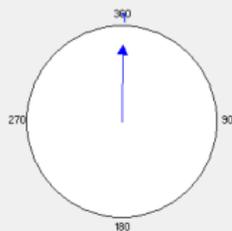


Red Recommendation:

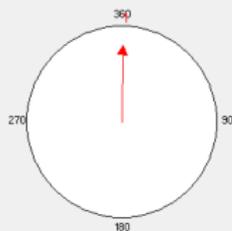


Point B:

Blue Recommendation:



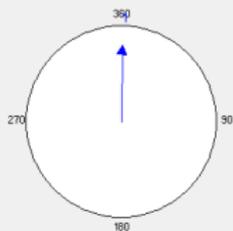
Red Recommendation:



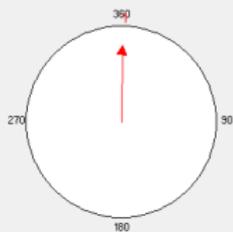
This is GREEN's choice screen. Make your Choices by Clicking on the Circles

Point A:

Blue Recommendation:

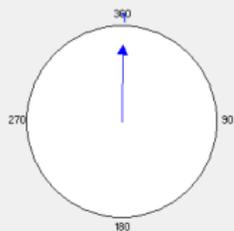


Red Recommendation:

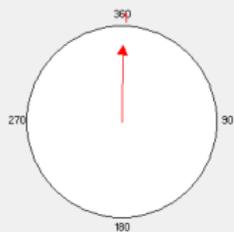


Point B:

Blue Recommendation:



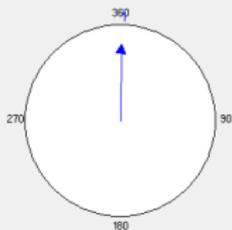
Red Recommendation:



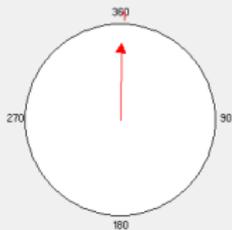
This is GREEN's choice screen. Make your Choices by Clicking on the Circles

Point A:

Blue Recommendation:

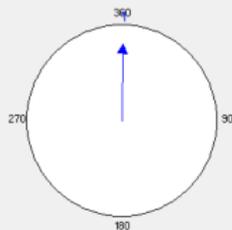


Red Recommendation:

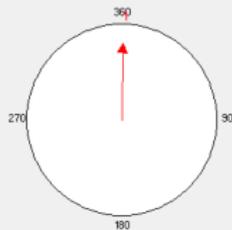


Point B:

Blue Recommendation:



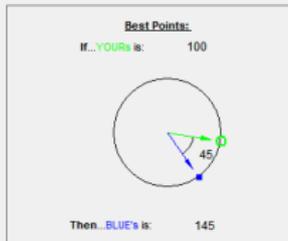
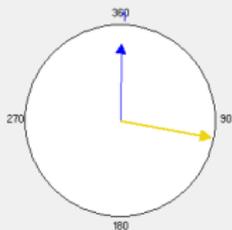
Red Recommendation:



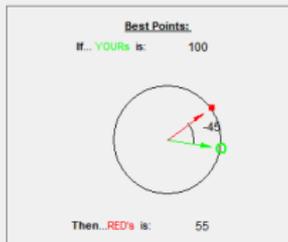
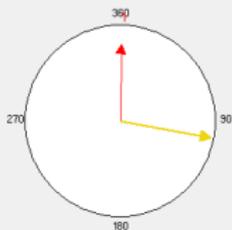
This is GREEN's choice screen. Make your Choices by Clicking on the Circles

Point A:

Blue Recommendation:



Red Recommendation:



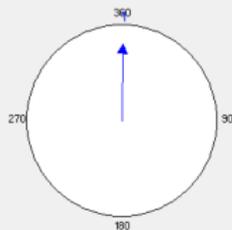
Selected Point A:

100

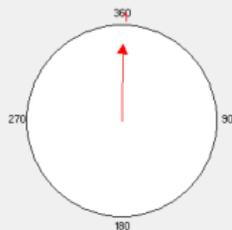


Point B:

Blue Recommendation:



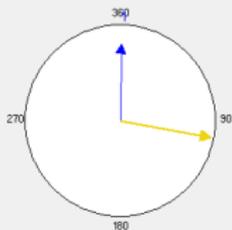
Red Recommendation:



This is GREEN's choice screen. Make your Choices by Clicking on the Circles

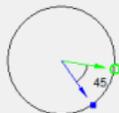
Point A:

Blue Recommendation:



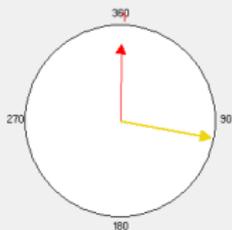
Best Points:

If...YOURs is: 100



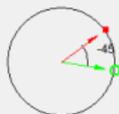
Then...BLUE's is: 145

Red Recommendation:



Best Points:

If...YOURs is: 100



Then...RED's is: 55

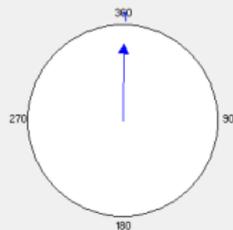
Selected Point A:

100

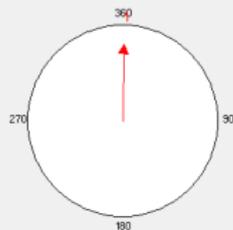


Point B:

Blue Recommendation:



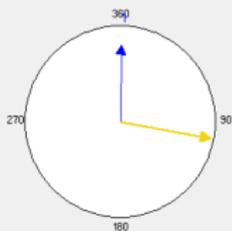
Red Recommendation:



This is GREEN's choice screen. Make your Choices by Clicking on the Circles

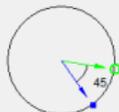
Point A:

Blue Recommendation:



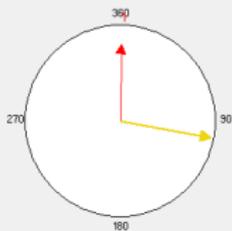
Best Points:

If...YOURs is: 100



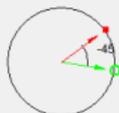
Then...BLUE's is: 145

Red Recommendation:



Best Points:

If...YOURs is: 100



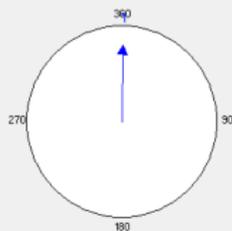
Then...RED's is: 55

Selected Point A: 100

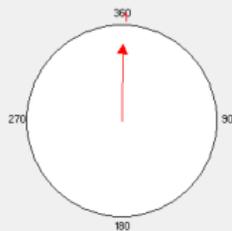


Point B:

Blue Recommendation:



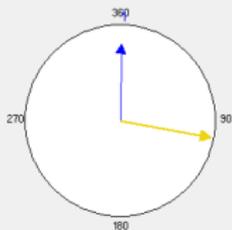
Red Recommendation:



This is GREEN's choice screen. Make your Choices by Clicking on the Circles

Point A:

Blue Recommendation:



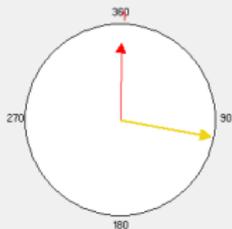
Best Points:

If... YOURs is: 100



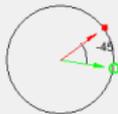
Then... BLUE's is: 145

Red Recommendation:



Best Points:

If... YOURs is: 100



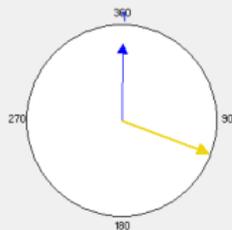
Then... RED's is: 55

Selected Point A: 100



Point B:

Blue Recommendation:



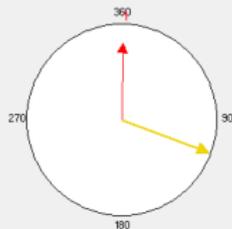
Best Points:

If... YOURs is: 110



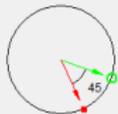
Then... BLUE's is: 155

Red Recommendation:



Best Points:

If... YOURs is: 110



Then... RED's is: 155

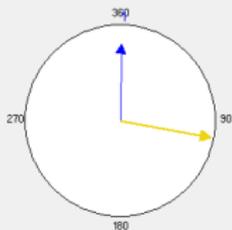
Selected Point B: 110



USE THIS CHOICE

Point A:

Blue Recommendation:



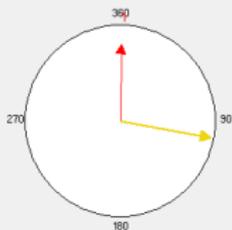
Best Points:

If...YOURs is: 100



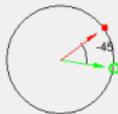
Then...BLUE's is: 145

Red Recommendation:



Best Points:

If...YOURs is: 100



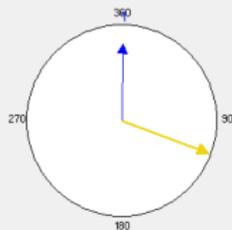
Then...RED's is: 55

Selected Point A: 100



Point B:

Blue Recommendation:



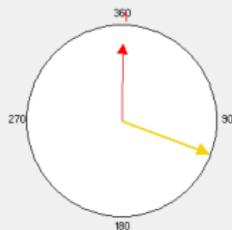
Best Points:

If...YOURs is: 110



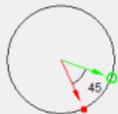
Then...BLUE's is: 155

Red Recommendation:



Best Points:

If...YOURs is: 110



Then...RED's is: 155

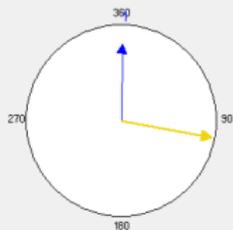
Selected Point B: 110



USE THIS CHOICE

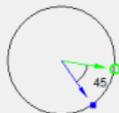
Point A:

Blue Recommendation:



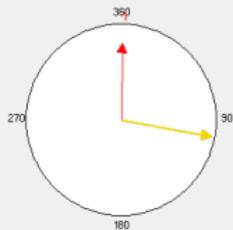
Best Points:

If...YOURs is: 100



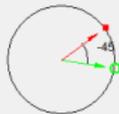
Then...BLUE's is: 145

Red Recommendation:



Best Points:

If...YOURs is: 100



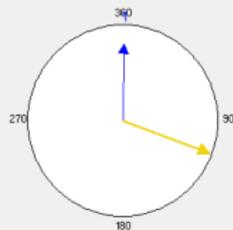
Then...RED's is: 55

Selected Point A: 100



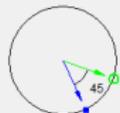
Point B:

Blue Recommendation:



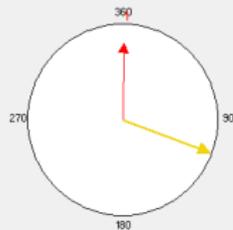
Best Points:

If...YOURs is: 110



Then...BLUE's is: 155

Red Recommendation:



Best Points:

If...YOURs is: 110



Then...RED's is: 155

Selected Point B: 110

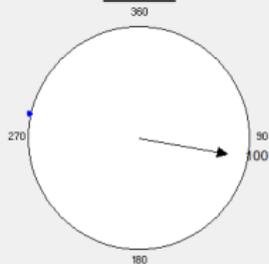


USE THIS CHOICE

If you were player BLUE your feedback would now be:

See Blue's Feedback

Point A:



Chosen Point (Arrow): 100

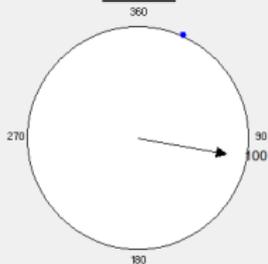
Your Best (Dot): 282

Distance from Best: 178

Display Other's Best Points?

Display Recommendations?

Point B:



Chosen Point (Arrow): 100

Your Best (Dot): 24

Distance from Best: 76

Display Other's Best Points?

Display Recommendations?

Best Points:

You are the **BLUE** player.

YOUR Best:

Point A: 282

Point B: 24

RED BEST:

Point A: 192

Point B: 24

GREEN BEST:

Point A: 237

Point B: 339

Initial Amount:

\$20.00

-

Distance Costs:

YOUR costs: \$15.00

RED costs: \$15.00

GREEN costs: \$15.00

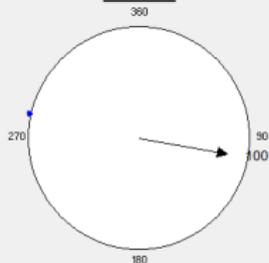
Round Payment:

YOUR total: \$5.00

RED payoff: \$5.00

GREEN payoff: \$5.00

Period	Payoff	Role
1	5.00	Blue

Point A:

Chosen Point (Arrow): 100

Your Best (Dot): 282

Distance from Best: 178

Display Other's Best Points?

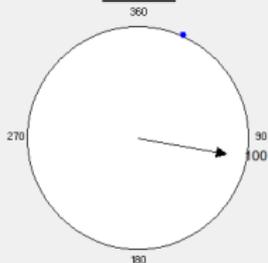
Don't Show

Show

Display Recommendations?

Don't Show

Show

Point B:

Chosen Point (Arrow): 100

Your Best (Dot): 24

Distance from Best: 76

Display Other's Best Points?

Don't Show

Show

Display Recommendations?

Don't Show

Show

Best Points:You are the **BLUE** player.**YOUR Best:**

Point A: 282

Point B: 24

RED BEST:

Point A: 192

Point B: 24

GREEN BEST:

Point A: 237

Point B: 339

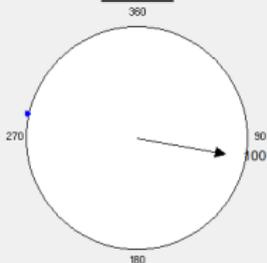
Move On**Initial Amount:****\$20.00**

-

Distance Costs:**YOUR costs:** \$15.00**RED costs:** \$15.00**GREEN costs:** \$15.00**Round Payment:****YOUR total:** \$5.00**RED payoff:** \$5.00**GREEN payoff:** \$5.00

Period	Payoff	Role
1	5.00	Blue

Point A:



Chosen Point (Arrow): 100

Your Best (Dot): 282

Distance from Best: 178

Display Other's Best Points?

Don't Show

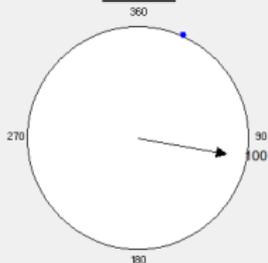
Show

Display Recommendations?

Don't Show

Show

Point B:



Chosen Point (Arrow): 100

Your Best (Dot): 24

Distance from Best: 76

Display Other's Best Points?

Don't Show

Show

Display Recommendations?

Don't Show

Show

Best Points:

You are the **BLUE** player.

YOUR Best:

Point A: 282

Point B: 24

RED BEST:

Point A: 192

Point B: 24

GREEN BEST:

Point A: 237

Point B: 339

Move On

Initial Amount:

\$20.00

-

Distance Costs:

YOUR costs: \$15.00

RED costs: \$15.00

GREEN costs: \$15.00

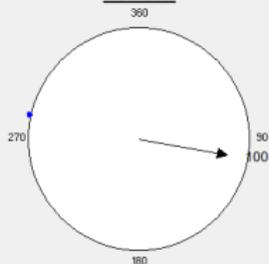
Round Payment:

YOUR total: \$5.00

RED payoff: \$5.00

GREEN payoff: \$5.00

Period	Payoff	Role
1	5.00	Blue

Point A:

Chosen Point (Arrow): 100

Your Best (Dot): 282

Distance from Best: 178

Display Other's Best Points?

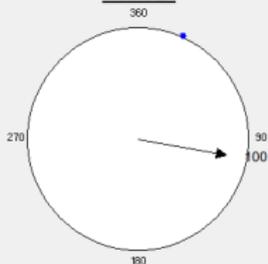
Don't Show

Show

Display Recommendations?

Don't Show

Show

Point B:

Chosen Point (Arrow): 100

Your Best (Dot): 24

Distance from Best: 76

Display Other's Best Points?

Don't Show

Show

Display Recommendations?

Don't Show

Show

Best Points:You are the **BLUE** player.**YOUR BEST:**

Point A: 282

Point B: 24

RED BEST:

Point A: 192

Point B: 24

GREEN BEST:

Point A: 237

Point B: 339

Move On**Initial Amount:****\$20.00**

-

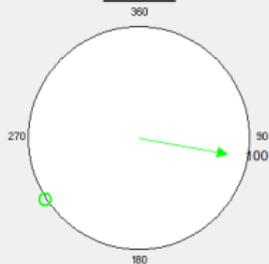
Distance Costs:**YOUR costs:** \$15.00**RED costs:** \$15.00**GREEN costs:** \$15.00**Round Payment:****YOUR total:** \$5.00**RED payoff:** \$5.00**GREEN payoff:** \$5.00

Period	Payoff	Role
1	5.00	Blue

If you were player GREEN your feedback would now be:

See Green's Feedback

Point A:



Chosen Point (Arrow): 100

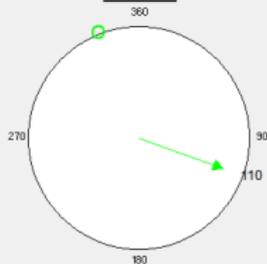
Your Best (Dot): 237

Distance from Best: 137

Display Other's Best Points?

Display Recommendations?

Point B:



Chosen Point (Arrow): 110

Your Best (Dot): 339

Distance from Best: 131

Display Other's Best Points?

Display Recommendations?

Best Points:

You are the **GREEN** player.

YOUR Best:

Point A: 237

Point B: 339

BLUE BEST:

Point A: 282

Point B: 24

RED BEST:

Point A: 192

Point B: 24

Initial Amount:

\$20.00

-

Distance Costs:

YOUR costs: \$15.00

BLUE costs: \$15.00

RED costs: \$15.00

Round Payment:

YOUR total: \$5.00

BLUE payoff: \$5.00

RED payoff: \$5.00

Period	Payoff	Role
1	5.00	Green