

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.

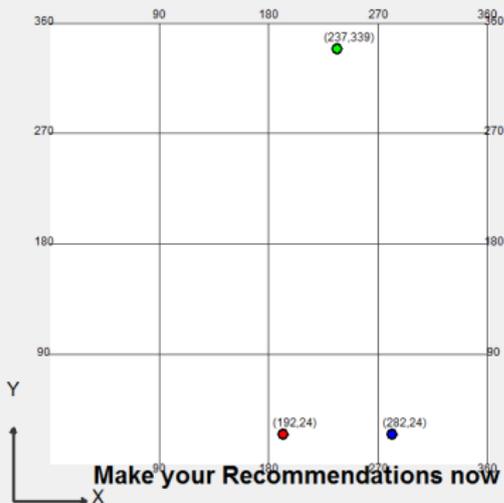
Welcome

- 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 coordinates: COORDINATE X and COORDINATE Y.
- The choice of the group will be made by member GREEN.
- Members RED and BLUE will submit a recommendation to GREEN.

You are the **BLUE** player.



Computer Point X : 237

YOUR best X point is $237+45= 282$

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

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

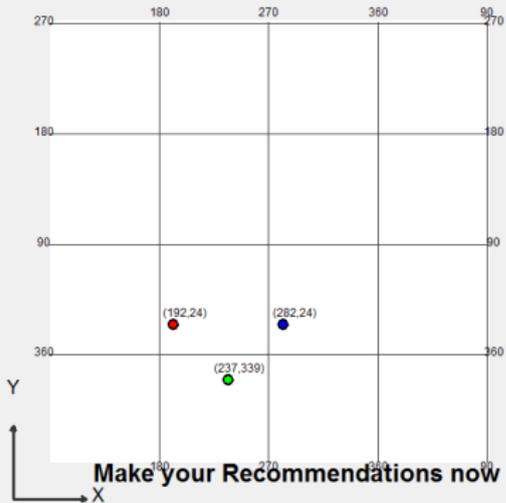
Computer Point Y : 339

YOUR best Y point is $339+45= 24$

RED's best Y point is $339+45= 24$

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

You are the **BLUE** player.



Computer Point X : 237

YOUR best X point is $237+45= 282$

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

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

Computer Point Y : 339

YOUR best Y point is $339+45= 24$

RED's best Y point is $339+45= 24$

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

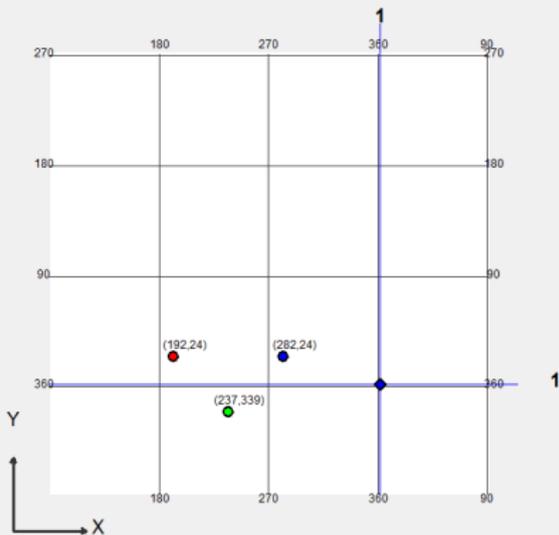
Period

1 out of 1

Time Remaining [sec]: 0

Please Make a decision!

You are the **BLUE** player.



Computer Point X : 237

YOUR best X point is $237+45= 282$

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

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

Computer Point Y : 339

YOUR best Y point is $339+45= 24$

RED's best Y point is $339+45= 24$

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

Payoffs if (1,1) chosen:

YOU: \$5.37

RED: \$5.00

GREEN: \$5.00

USE SELECTION

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

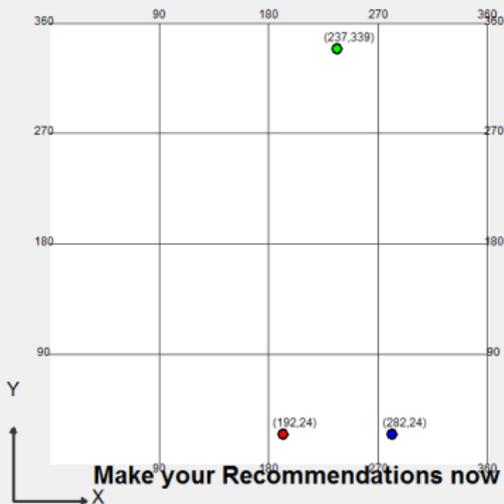
At the same time as BLUE chooses their message, RED must also select a message to send.

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

You are the **RED** player.



Computer Point X : 237

YOUR best X point is $237-45=192$

BLUE's best X point is $237+45=282$

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

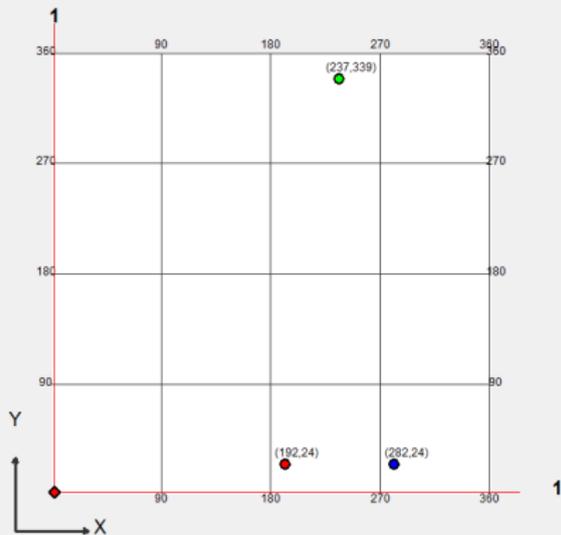
Computer Point Y : 339

YOUR best Y point is $339+45=384$

BLUE's best Y point is $339+45=384$

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

You are the **RED** player.



Computer Point X : 237

YOUR best X point is $237-45=192$

BLUE's best X point is $237+45=282$

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

Computer Point Y : 339

YOUR best Y point is $339+45=384$

BLUE's best Y point is $339+45=384$

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

Payoffs if (1,1) chosen:

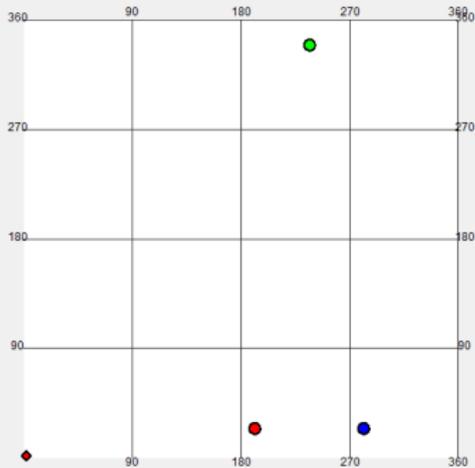
YOU: \$5.00

BLUE: \$5.37

GREEN: \$5.00

USE SELECTION

You are the **RED** player. Waiting for **GREEN's** choice



Computer Point X : 237

YOUR best X point is $237-45= 192$

BLUE's best X point is $237+45=282$

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

Computer Point Y : 339

YOUR best Y point is $339+45= 24$

BLUE's best Y point is $339+45= 24$

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

YOUR Recommended X: 1

YOUR Recommended Y: 1

Blue's Recommended X: 1

Blue's Recommended Y: 1

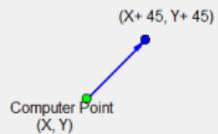
Move On

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.

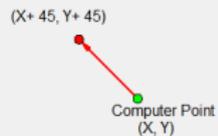
The GREEN player chooses the makes a choice on each circle. GREEN does not know the points chosen by the computer, GREEN only sees the recommendations sent by BLUE and RED, and the relative distance to their best points from their own.

See Green's Screen

Blue Best:**BLUE Best:**

Computer X + 45

Computer Y + 45

Red Best:**RED Best:**

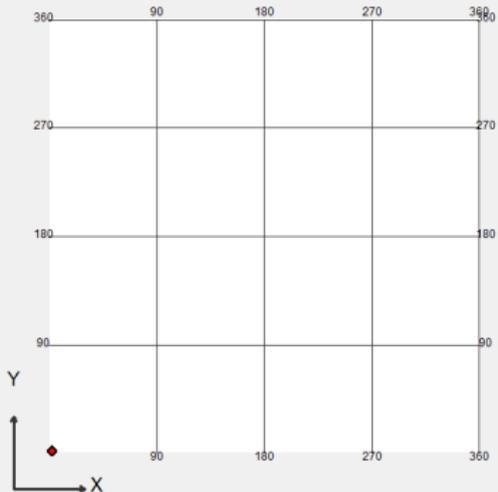
Computer X - 45

Computer Y + 45

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

Move On

You are the **GREEN** player.



YOUR best is X

BLUE's best is $X+45$

RED's best is $X-45$

YOUR best is Y

BLUE's best is $Y+45$

RED's best is $Y-45$

Recommendations:

X: 1, 1.

Y: 1, 1.



Make your choice now

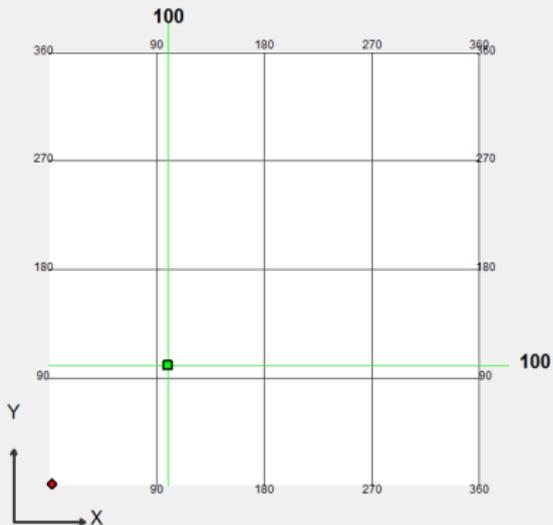
Period

1 out of 1

Time Remaining [sec]: 0

Please Make a decision!

You are the **GREEN** player.



YOUR best is X

BLUE's best is $X+45$

RED's best is $X-45$

YOUR best is Y

BLUE's best is $Y+45$

RED's best is $Y-45$

Recommendations:

X: 1, 1.

Y: 1, 1.



USE THIS CHOICE

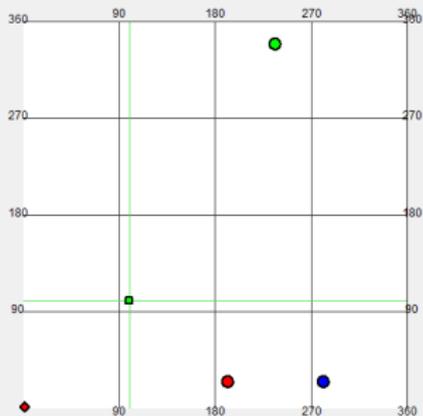
If you were player BLUE your feedback would now be:

See Blue's Feedback

Period

1 out of 1

Time Remaining [sec]: 39



Chosen Point:
X=100
Y=100

Relative to Your Best:
X-distance=178
Y-distance=76

Total distance=193.5

Best Points:

You are the BLUE player.

YOUR Best:

X: 282
Y: 24

RED BEST:

X: 192
Y: 24

GREEN BEST:

X: 237
Y: 339

DONE

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

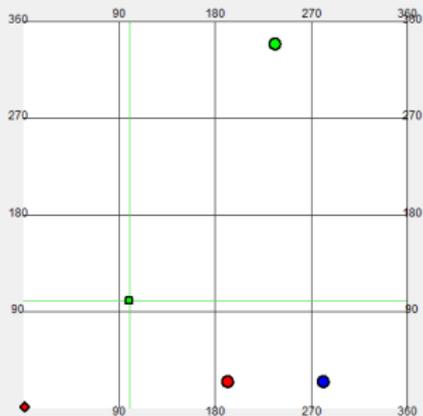
If you were player GREEN your feedback would now be:

See Green's Feedback

Period

1 out of 1

Time Remaining [sec]: 42



Chosen Point:
X=100
Y=100

Relative to Your Best:
X-distance=137
Y-distance=121

Total distance=182.8

Best Points:

You are the GREEN player.

YOUR Best:

X: 237
Y: 339

BLUE BEST:

X: 282
Y: 24

RED BEST:

X: 192
Y: 24

DONE

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