

# Welcome to the Lab

Welcome to the lab, and thank you for participating in today's experiment.

Place all of your personal belongings away, so we can have your complete attention.

It is very important that you do not touch the computer until you are instructed to do so. When you are told to use the computer, please use it only as instructed. In particular, do not attempt to browse the web or use programs unrelated to the experiment.

Raise your hand if you need a pencil.

# The Experiment

The experiment you will be participating in today is an experiment in decision making. At the end of the experiment you will be paid for your participation in cash. Each of you may earn different amounts. The amount you earn depends on your decisions, chance, and on others' decisions.

You will be using the computer for the entire experiment, and all interaction between you and others will be through computer terminals. DO NOT socialize or talk during the experiment.

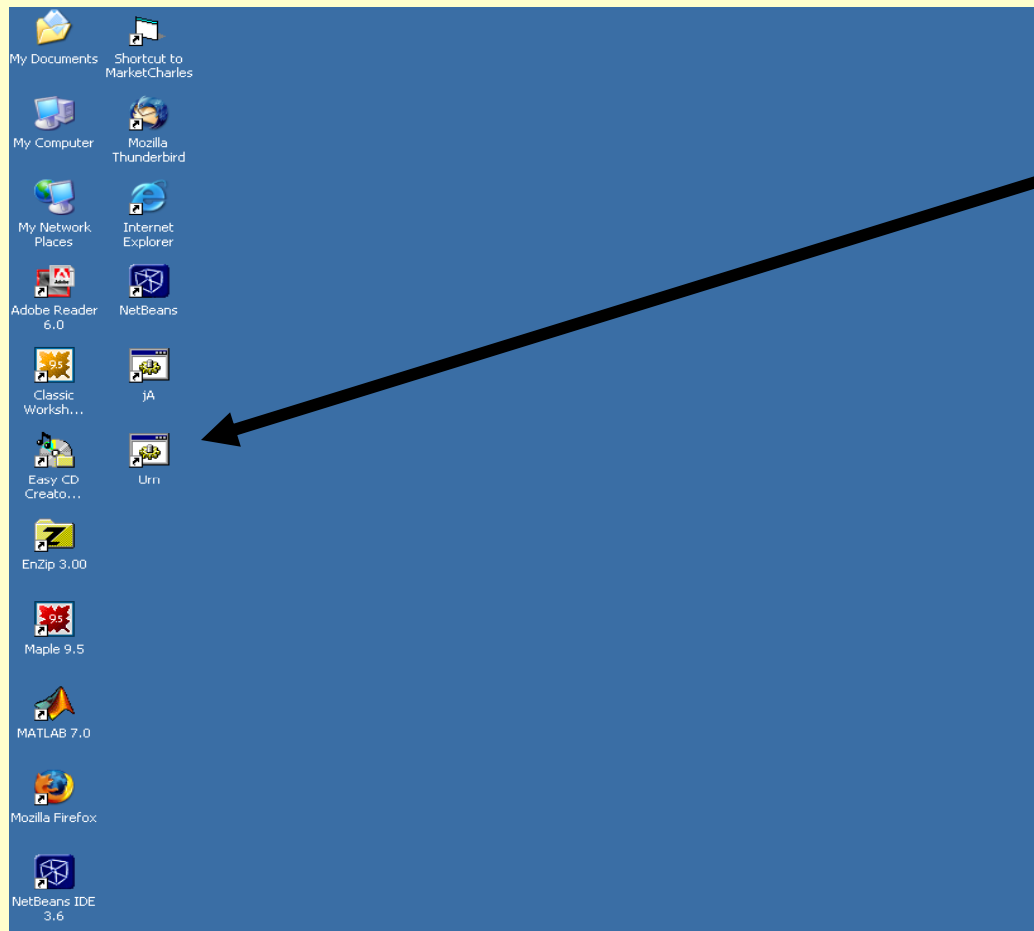
# Computer Instructions

We will go through this computer practice session very slowly and it is important that you follow the instructions.

If you have any questions, raise your hand and your question will be answered so everyone can hear.

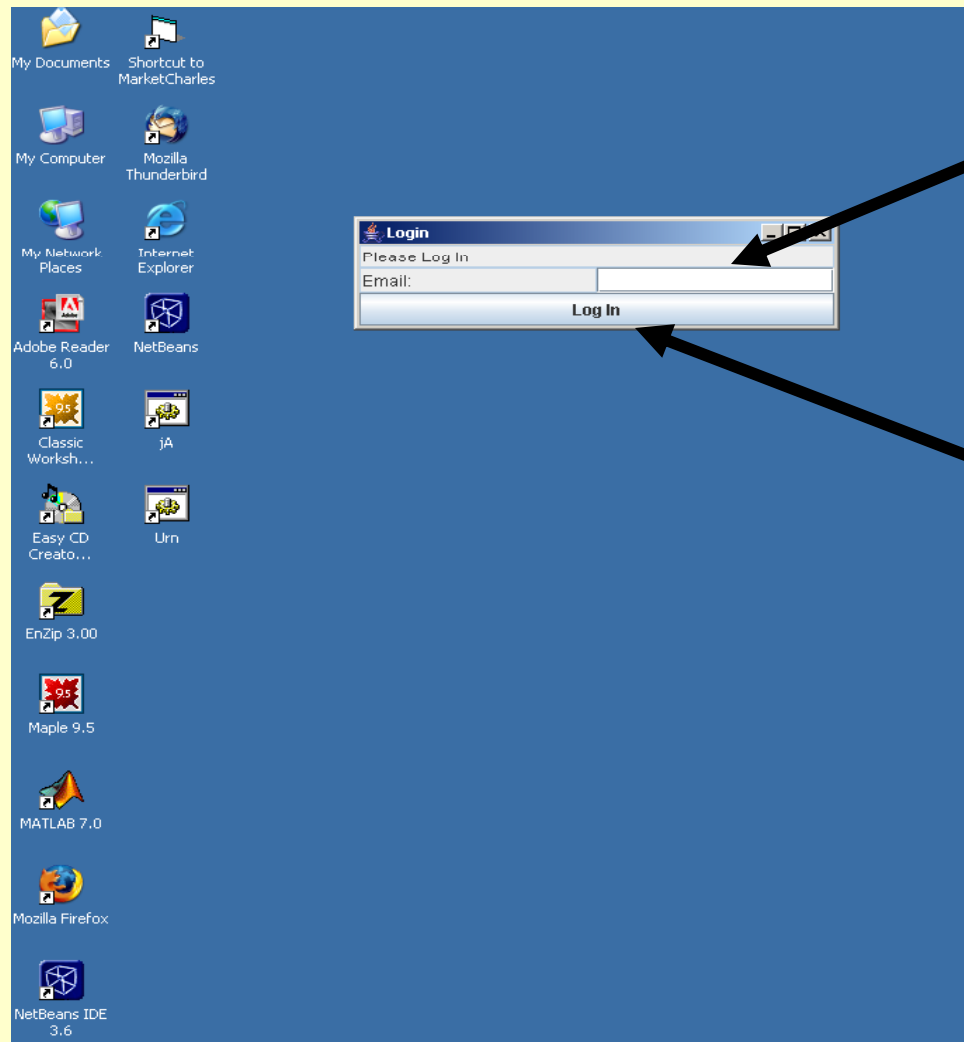
Again, please do not hit any keys until you are told to do so, and when you are told to enter information, type exactly what you are told to type.

# To Start The Program



Please double click on the  
ICON labeled "Urn".

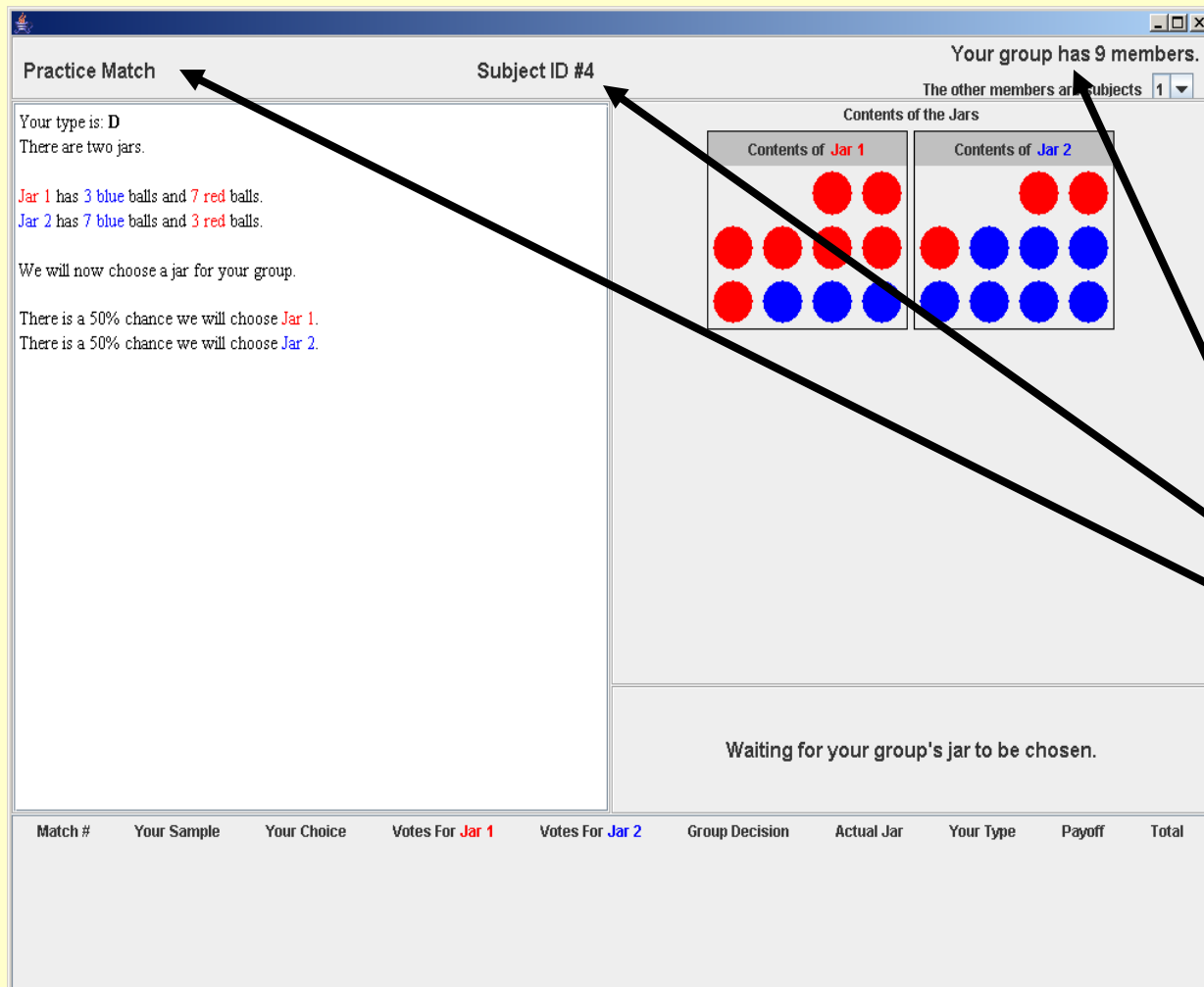
# Log On Screen



When the computer prompts you to Log In, type your first and last name.

Then click "Log In" to confirm.

# Experimental Interface



You should now see the experimental interface. The screen is divided into several sections.

The banner at the top displays the number of members in your group, your subject ID #, and the current match.

In today's experiment there will be **nine (9)** members in your group.

# Decision Panel

Practice Match Subject ID #4 Your group has 9 members.  
The other members are subjects 1

Your type is: D  
There are two jars.

Jar 1 has 3 blue balls and 7 red balls.  
Jar 2 has 7 blue balls and 3 red balls.

We will now choose a jar for your group.

There is a 50% chance we will choose Jar 1.  
There is a 50% chance we will choose Jar 2.

Contents of the Jars

Contents of Jar 1

Contents of Jar 2

Waiting for your group's jar to be chosen.

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

The Decision Panel is located below the graphical display of the jars. This is where you will enter your choices.

# History Panel

Practice Match      Subject ID #4      Your group has 9 members.  
The other members are subjects 1

Your type is: D  
There are two jars.

Jar 1 has 3 blue balls and 7 red balls.  
Jar 2 has 7 blue balls and 3 red balls.

We will now choose a jar for your group.

There is a 50% chance we will choose Jar 1.  
There is a 50% chance we will choose Jar 2.

Contents of the Jars

Contents of Jar 1      Contents of Jar 2

Waiting for your group's jar to be chosen.

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

The History Panel is located at the bottom of the screen.

The history panel will record the results of each match as it occurs.



# The Jars and Balls

Practice Match      Subject ID #4      Your group has 9 members.  
The other members are subjects 1

Your type is: D  
There are two jars.

Jar 1 has 3 blue balls and 7 red balls.  
Jar 2 has 7 blue balls and 3 red balls.

We will now choose a jar for your group.

There is a 50% chance we will choose Jar 1.  
There is a 50% chance we will choose Jar 2.

Contents of the Jars

Contents of Jar 1      Contents of Jar 2

Waiting for your group's jar to be chosen.

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

There are two jars illustrated in the upper right portion of your screen. The jars contain different numbers of red and blue balls.

# Explanation of Jars

Practice Match      Subject ID #4      Your group has 9 members.  
The other members are subjects 1

Your type is: D  
There are two jars.

Jar 1 has 3 blue balls and 7 red balls.  
Jar 2 has 7 blue balls and 3 red balls.

We will now choose a jar for your group.

There is a 50% chance we will choose Jar 1.  
There is a 50% chance we will choose Jar 2.

Contents of the Jars

Contents of Jar 1      Contents of Jar 2

Waiting for your group's jar to be chosen.

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

Important information appears in the left panel of your screen.

# Jar For Your Group

Practice Match Subject ID #4 Your group has 9 members.  
The other members are subjects 1

Your type is: D  
There are two jars.

Jar 1 has 3 blue balls and 7 red balls.  
Jar 2 has 7 blue balls and 3 red balls.

We will now choose a jar for your group.

There is a 50% chance we will choose Jar 1.  
There is a 50% chance we will choose Jar 2.

Your group's jar has been chosen.

You will not be told which jar was chosen until the end of the match.

Contents of the Jars

Contents of Jar 1

Contents of Jar 2

Your group's jar has been chosen. Click OK to continue.

OK

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

We will now roll a die and determine whether the jar is Jar 1 or Jar 2.

After the Jar is chosen please click "OK" to continue.

# Unknown Jar

Practice Match      Subject ID #4      Your group has 9 members.  
The other members are subjects 1

The jar for your group has been chosen.

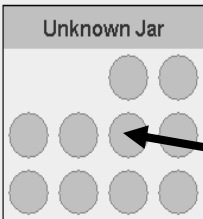
You will not be told which jar was chosen until the end of the match.

The balls in the jar have been arranged in a random order, with the colors hidden.

If your group's jar is Jar 1, then there are 3 blue balls and 7 red balls.  
If your group's jar is Jar 2, then there are 7 blue balls and 3 red balls.

Please select one ball by clicking on it with the mouse.  
When you have done so, the color of that ball will be revealed to you.

Unknown Jar



Please select a ball by clicking on it to reveal its color.

Please select a ball by clicking on it to reveal its color.

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total

After a Jar has been chosen, your screen will look like this.

You are not told which jar was selected. So the color of the balls and the jar are hidden.

The balls in the jar have been shuffled so the location of the balls is random.

The balls have been shuffled separately for each member of your group.

# Selecting a Ball

Practice Match      Subject ID #4      Your group has 9 members.  
The other members are subjects 1

The jar for your group has been chosen.  
You will not be told which jar was chosen until the end of the match.  
The balls in the jar have been arranged in a random order, with the colors hidden.

If your group's jar is Jar 1, then there are 3 blue balls and 7 red balls.  
If your group's jar is Jar 2, then there are 7 blue balls and 3 red balls.

Please select one ball by clicking on it with the mouse.  
When you have done so, the color of that ball will be revealed to you.

Unknown Jar

Please select a ball by clicking on it to reveal its color.

Please select a ball by clicking on it to reveal its color.

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

Would everyone please select a ball in the hidden jar, by pointing the mouse to any of the balls and clicking once.

# Display of Your Selection

Practice Match      Subject ID #4      Your group has 9 members.  
The other members are subjects 1

Your type is: D  
Your group will now conduct a vote.

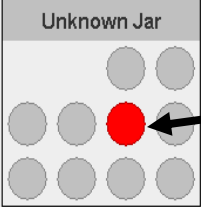
Please vote for either **Jar 1** or **Jar 2** by clicking on one of the buttons at the bottom of the screen.

If **Jar 1** receives at least 7 in your group then the final decision is **Jar 1**.  
Otherwise, the group's final decision is **Jar 2**.

Your payoffs are described in the table below.

Votes For Jar 1	Group Decisi...	True Jar	Your Type	Your Decision	Payoff
[7or 8or 9]	Jar 1	Jar 1	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 1	D	Jar 2	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 2	75
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 2	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 2	0

Unknown Jar



You selected a **red** ball.

Please guess either **Jar 1** or **Jar 2** by clicking the appropriate button.

**Jar 1** **Jar 2**

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

The color of the ball you selected is now displayed on your screen.

This Table shows your potential earnings, which depend on the true jar and your group's decision.

# Your Group's Decision

Your group's decision is based on a **majority of 7**.

Your group decision is **Jar 1**

if **7, 8, or 9 members** guessed **Jar 1**,

Your group decision is **Jar 2**

if **0, 1, 2,... or 6 members** guessed **Jar 1**.

# Your Payoffs

Your payoffs are as follows:

Votes for Jar 1	Group Decision	True Jar	Your Type	Your Decision	Payoff
[7 or 8 or 9]	Jar 1	Jar 1	A	Jar 1	100
[7 or 8 or 9]	Jar 1	Jar 1	A	Jar 2	100
[7 or 8 or 9]	Jar 1	Jar 2	A	Jar 1	10
[7 or 8 or 9]	Jar 1	Jar 2	A	Jar 2	10
[0 or 1 or...6]	Jar 2	Jar 1	A	Jar 1	10
[0 or 1 or...6]	Jar 2	Jar 1	A	Jar 2	10
[0 or 1 or...6]	Jar 2	Jar 2	A	Jar 1	100
[0 or 1 or...6]	Jar 2	Jar 2	A	Jar 2	100



# Choosing the Jar

Practice Match

Subject ID #4

Your group has 9 members.  
The other members are subjects 1

Your type is: D  
Your group will now conduct a vote.

Please vote for either Jar 1 or Jar 2 by clicking on one of the buttons at the bottom of the screen.

If Jar 1 receives at least 7 in your group then the final decision is Jar 1.  
Otherwise, the group's final decision is Jar 2.

Your payoffs are described in the table below.

Votes For Jar 1	Group Decisi...	True Jar	Your Type	Your Decision	Payoff
[7or 8or 9]	Jar 1	Jar 1	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 1	D	Jar 2	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 2	75
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 2	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 2	0

Unknown Jar

You selected a red ball.

Please guess either Jar 1 or Jar 2 by clicking the appropriate button.

Jar 1

Jar 2

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
---------	-------------	-------------	-----------------	-----------------	----------------	------------	-----------	--------	-------

When you are ready, you can make your choice here.

# Jar Revealed

Practice Match Subject ID #4 Your group has 9 members.  
The other members are subjects 1

Your type is: D  
You voted for Jar 1.

Of the 9 people in your group:  
6 voted for Jar 1 (including you) and  
3 voted for Jar 2.

Your group's decision was Jar 2.

Your group was incorrect - your group's true jar was Jar 1.

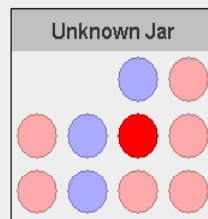
Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 5.

Votes For Jar 1	Group Decisi...	True Jar	Your Type	Your Decision	Payoff
[7or 8or 9]	Jar 1	Jar 1	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 1	D	Jar 2	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 2	75
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 2	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 2	0

Record your payoff - click OK when you are ready to proceed.

OK

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
Practice	R	Jar 1	6	3	Jar 2	Jar 1	D	5	0



You selected a red ball.

After all subjects have made a choice, the actual jar is disclosed, and the colors of the balls are revealed.

# Jar Revealed

Practice Match Subject ID #4 Your group has 9 members.  
The other members are subjects 1

Your type is: D  
You voted for Jar 1.

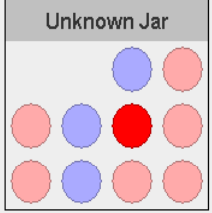
Of the 9 people in your group:  
6 voted for Jar 1 (including you) and  
3 voted for Jar 2.

Your group's decision was Jar 2.

Your group was incorrect - your group's true jar was Jar 1.

Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 5.

Unknown Jar



You selected a red ball.

Votes For Jar 1	Group Decisi...	True Jar	Your Type	Your Decision	Payoff
[7or 8or 9]	Jar 1	Jar 1	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 1	D	Jar 2	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 2	75
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 2	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 2	0

Record your payoff - click OK when you are ready to proceed.

OK

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
Practice	R	Jar 1	6	3	Jar 2	Jar 1	D	5	0

The group decision is revealed.

Your payoff is highlighted in the payoff matrix and is shown in the bottom portion of the screen.

# Jar Revealed

Practice Match

Subject ID #4

Your group has 9 members.  
The other members are subjects 1

Your type is: D  
You voted for Jar 1.

Of the 9 people in your group:  
6 voted for Jar 1 (including you) and  
3 voted for Jar 2.

Your group's decision was Jar 2.

Your group was incorrect - your group's true jar was Jar 1.

Since this is a practice round, your payoff is 0. If it had not been a practice round,  
your payoff would have been 5.

Votes For Jar 1	Group Decisi...	True Jar	Your Type	Your Decision	Payoff
[7or 8or 9]	Jar 1	Jar 1	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 1	D	Jar 2	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 2	75
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 2	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 2	0

Unknown Jar

You selected a red ball.

Record your payoff - click OK when you are ready to proceed.

OK

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
Practice	R	Jar 1	6	3	Jar 2	Jar 1	D	5	0

Please record the  
jar number and  
your payoff on  
your Record  
Sheet.

Once you are done,  
please click OK.

# Exchange Rate

Practice Match

Subject ID #4

Your group has 9 members.  
The other members are subjects 1

Your type is: D  
You voted for Jar 1.

Of the 9 people in your group:  
6 voted for Jar 1 (including you) and  
3 voted for Jar 2.

Your group's decision was Jar 2.

Your group was incorrect - your group's true jar was Jar 1.

Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 5.

Votes For Jar 1	Group Decisi...	True Jar	Your Type	Your Decision	Payoff
[7or 8or 9]	Jar 1	Jar 1	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 1	D	Jar 2	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 1	75
[7or 8or 9]	Jar 1	Jar 2	D	Jar 2	75
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 1	D	Jar 2	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 1	5
[0or 1or ... 6]	Jar 2	Jar 2	D	Jar 2	0

Record your payoff - click OK when you are ready to proceed

OK

Match #	Your Sample	Your Choice	Votes For Jar 1	Votes For Jar 2	Group Decision	Actual Jar	Your Type	Payoff	Total
Practice	R	Jar 1	6	3	Jar 2	Jar 1	D	5	0

Since this is a Practice Match, the exchange rate is 0, meaning you do not get paid for this match.

In the actual matches, the exchange rate is 1 cent for each point.

# Actual Experiment

The actual experiment will consist of 15 matches, each of which will be like the practice match.

In each match, you will be randomized into a new group of 9 members for which a new jar will be chosen.

# Your Earnings



You will be paid at the end of the experiment the total amount you have earned in all of the sessions. You need not tell any other participant how much you earned.

# Let the Experiment Begin!

To ensure your privacy and that of others in the experiment, please pull out the dividers as far as they will go.

If there are no questions, we will now begin the actual experiment.