FAIRNESS AND CONTRACT DESIGN
SUPPLEMENTARY MATERIAL: EXPERIMENTAL DATA
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There are three files (in ASCII format) with the data of our experiments:
- MS5182-S1andS2.txt: Data of sessions S1 and S2 (Trust versus Incentive Treatment)
- MS5182-S3andS4.txt: Data of sessions S3 and S4 (Bonus versus Incentive Treatment)
- MS5182-S5andS6.txt: Data of sessions S5 and S6 (Control Treatment).
  The files report the following variables:

TABLE S.I

MS5182-S1andS2.txt

Variable	Description
IC	Dummy variable that is equal to 1 if incentive contract
WAGEIC	Wage offered in incentive contract
ESTARIC	Required effort level in incentive contract
FINE	Fine in incentive contract
WAGETC	Wage offered in trust contract
ESTARTC	Desired effort level in trust contract
ACCEPT	Dummy variable that is equal to 1 if contract is accepted
E	Effort
ECOST	Effort cost
FINEPAID	Dummy variable that is equal to 1 if fine has to be paid
INCOME	Monetary payoff of agent (employee)
PROFIT	Monetary payoff of principal (employer)
S1	Dummy variable that is equal to 1 if session is S1
S2	Dummy variable that is equal to 1 if session is S2
PERIODx	Dummy variable that is equal to 1 if period is period x, $x = 1, \ldots, 10$
AxS1	Dummy variable that is equal to 1 if Agent is Agent No. x in session S1, $x = 1, \ldots, 12$
AxS2	Dummy variable that is equal to 1 if Agent is Agent No. x in session S2, $x = 1, \ldots, 9$
PID	Principal's identification number
PxS1	Dummy variable that is equal to 1 if Principal is Principal No. x in session S1, $x = 1, \ldots, 12$
PxS2	Dummy variable that is equal to 1 if Principal is Principal No. x in session S2, $x = 1, \ldots, 9$

TABLE S.II

MS5182-S3andS4.txt

Variable	Description
IC	Dummy variable that is equal to 1 if incentive contract
WAGEIC	Wage offered in incentive contract
ESTARIC	Required effort level in incentive contract
FINE	Fine in incentive contract
WAGEBC	Wage offered in trust contract
ESTARBC	Desired effort level in trust contract
BSTARBC	Announced bonus
ACCEPT	Dummy variable that is equal to 1 if contract is accepted
E	Effort
ECOST	Effort cost
FINEPAID	Dummy variable that is equal to 1 if fine has to be paid
BONUS	Actual bonus payment
INCOME	Monetary payoff of agent (employee)
PROFIT	Monetary payoff of principal (employer)
S3	Dummy variable that is equal to 1 if session is S1
S4	Dummy variable that is equal to 1 if session is S2
PID	Principal's identification number
PERIODx	Dummy variable that is equal to 1 if period is period x, $x = 1, \ldots, 10$
PxS3	Dummy variable that is equal to 1 if Principal is Principal No. x in session S3, $x = 1, \ldots, 11$
AxS3	Dummy variable that is equal to 1 if Agent is Agent No. x in session S3, $x = 1, \ldots, 11$
PxS4	Dummy variable that is equal to 1 if Principal is Principal No. x in session S4, $x = 1, \ldots, 12$
AxS4	Dummy variable that is equal to 1 if Agent is Agent No. x in session S4, $x = 1, \ldots, 12$

TABLE S.III

MS5182-S5ANDS6.TXT

Variable	Description
IC	Dummy variable that is equal to 1 if incentive contract
WAGEIC	Wage offered in incentive contract
ESTARIC	Required effort level in incentive contract
FINE	Fine in incentive contract
WAGEBC	Wage offered in trust contract
ESTARBC	Desired effort level in trust contract
BSTARBC	Announced bonus
ACCEPT	Dummy variable that is equal to 1 if contract is accepted
E	Effort
ECOST	Effort cost
FINEPAID	Dummy variable that is equal to 1 if fine has to be paid
BONUS	Actual bonus payment
INCOME	Monetary payoff of agent (seller)
PROFIT	Monetary payoff of principal (buyer)
S3	Dummy variable that is equal to 1 if session is S1
S4	Dummy variable that is equal to 1 if session is S2
PID	Principal's identification number
PERIODx	Dummy variable that is equal to 1 if period is period x, $x = 1, \ldots, 10$
PxS5	Dummy variable that is equal to 1 if Principal is Principal No. x in session S5, $x = 1, \ldots, 11$
AxS5	Dummy variable that is equal to 1 if Agent is Agent No. x in session S5, $x = 1, \ldots, 11$
PxS6	Dummy variable that is equal to 1 if Principal is Principal No. x in session S6, $x = 1, \ldots, 12$
AxS6	Dummy variable that is equal to 1 if Agent is Agent No. x in session S6, $x = 1, \ldots, 12$