ROOTS OF HUMAN SOCIALITY PROJECT:

SESSION INSTRUCTIONS AND SCRIPTS

INTRODUCTORY COMMENTS AND INSTRUCTIONS FOR ALL SESSIONS

[At the start of every session the participants were instructed not to ask questions during the group training and informed that they would have a chance to ask questions once there were alone with the game administrator. These introductory comments and instructions were given at the start of each session.]

Thank-you all for taking the time to come today. Today's games may take 2 to 3 hours [*adjust where necessary*], so if you think you will not be able to stay that long let us know now. Before we begin I want to make some general comments about what we are doing here today and explain the rules that we must follow. We will be playing some games with money. Whatever money you win in the games will be yours to keep and take home. *[researcher's name]* will be supplying the money. But you should understand that this is not *[researcher's name]* own money. It is money given to her by the *[researcher's university]* to use for research. This research will eventually be part of a book; *[optional:* it is not part of a development project]. These games are part of a scientific research project involving many researchers like *[researcher's name]* and people from many different societies.

Before we proceed any further, let me stress something that is very important. Many of you were invited here without understanding very much about what we are planning to do today. If at any time you find that this is something that you do not wish to participate in for any reason, you are free to leave regardless of whether we have started the game or not.

We will be playing two *[one, if it is a third party punishment session]* games. We are about to begin the (first) game. It is important that you listen as carefully as possible, because only people who understand the game will actually be able to play. *[If providing group explanation:]* We will run through some examples here while we are all together. You cannot ask questions or talk while here in the group. This is very important. Please be sure that you obey this rule, because it is possible for one person to spoil the game for everyone. If one person talks about the game while sitting in the group, we will not be able to play the game today. Do not worry if you do not completely understand the game as we go through the examples here in the group. Each of you will have a chance to ask questions in private to be sure that you understand how to play.

Before we begin the first game I am going to pass out $2 to each of you to thank-you for coming today. This money is not part of the game, it is yours to keep.

SCRIPT FOR THE DICTATOR GAME GROUP TRAINING

This first game is played by pairs of individuals. Each pair is made up of a Player 1 and a Player 2. Each of you will play this game with someone from this community. However, none of you will know exactly with whom you are playing. Only *[researcher's name]* knows who plays with whom, and she/he will never tell anyone. *[researcher's name]* will provide $10 to each pair of players. Player 1 must decide how to divide this money between him or herself and Player 2. Player 1 must allocate between $0 and the total $10 to Player 2. Player 2 takes home whatever Player 1 allocates to them, and Player 1 takes home whatever he or she does not allocate to Player 2.

We will now run through 5 examples to show you how the game might be played:

1. Here is the $10. Imagine that Player 1 chooses to allocate $9 to Player 2. Then, Player 2 will go home with $9 and Player 1 will go home with $1 ($10 minus $9 equals $1).
2. Here is another example. Imagine that Player 1 chooses to allocate $2 to Player 2. Then, Player 2 will go home with $2 and Player 1 will go home with $8 ($10 minus $2 equals $8).
3. Here is another example. Imagine that Player 1 chooses to allocate $5 to Player 2. Then, Player 2 will go home with $5 and Player 1 will go home with $5 ($10 minus $5 equals $5).
4. Here is another example. Imagine that Player 1 chooses to allocate $7 to Player 2. Then, Player 2 will go home with $7 and Player 1 will go home with $3 ($10 minus $7 equals $3).
5. Here is another example. Imagine that Player 1 chooses to allocate zero to Player 2. Then, Player 2 will go home with zero and Player 1 will go home with $10 ($10 minus zero equals $10).

We will now call each of you in turn to play the game. You will meet with *[researcher's name]* and *[assistant's name]* in private. They will explain the game again and ask you to work through a couple of examples to be sure that you understand. Then they will tell you whether you are Player 1 or Player 2 and you will play the game for real. Please do not talk about the game while you are waiting.

Remember, if anyone talks about the game we will have to stop the game.

SCRIPT FOR ONE-ON-ONE MEETINGS WITH PLAYERS IN THE DICTATOR GAME

*[**Notes**: With individual players the researchers and assistants worked through the examples and test questions with real notes and coins on a flat surface with a line drawn on it demarking the areas assigned to Players 1 and 2. Each of the examples presented below was presented either as an example or used as a test question as required. If more test questions were needed the researcher or assistant began again with the first example above. The script below is written assuming that 6 more examples were given, 3 presented as test scenarios, i.e., the subjects were asked questions about the amounts the subjects would take home. The 11 examples/tests – 5 above, 6 below – cover the full set of possible choices for Player 1.]*

This game is played by pairs of individuals. Each pair is made up of a Player 1 and a Player 2. Each of you will play this game with someone from this community. However, none of you will know exactly with whom you are playing. Only *[researcher's name]* knows who plays with whom, and she/he will never tell anyone. *[Researcher's name]* will provide $10 to each pair of players. Player 1 must decide how to divide this money between him or herself and Player 2. Player 1

must allocate between $0 and $10 to Player 2. Player 2 takes home whatever Player 1 allocates to them, and Player 1 takes home whatever he or she does not allocate to Player 2.

Here are some more examples:

1. Imagine that Player 1 chooses to allocate $10 to Player 2. Then, Player 2 will go home with $10 and Player 1 will go home with zero ($10 minus $10 equals zero).
2. Here is another example. Imagine that Player 1 chooses to allocate $4 to Player 2. Then, Player 2 will go home with $4 and Player 1 will go home with $6 ($10 minus $4 equals $6).
3. Here is another example. Imagine that Player 1 chooses to allocate $6 to Player 2. Then, Player 2 will go home with $6 and Player 1 will go home with $4 ($10 minus $6 equals $4).
4. Suppose that Player 1 chooses to allocate $1 to Player 2. In this case, how much will Player 1 go home with? [$9] And how much will Player 2 go home with? [$1]
5. Now try this one. Suppose that Player 1 chooses to allocate $8 to Player 2. In this case, how much will Player 1 go home with? [$2] And how much will Player 2 go home with? [$8].
6. Now try this one. Suppose that Player 1 chooses to allocate $3 to Player 2. In this case, how much will Player 1 go home with? [$7]. And how much will Player 2 go home with? [$3].

[*For Player 1s]* You are a Player 1. While I (or *[assistant's name]***)** turn(s) away, please divide this money into two piles and push the amount that you wish to go to Player 2 over the line. Finally, point to the amount that you wish to allocate to Player 2. [*Wait until they have made their offer then say…*] You must now wait while the rest of the players, one of whom will be your Player 2, finish playing the game. Then we will play another game. *[Researcher's name]* will pay you for both games [*point to the pile to demonstrate the amount*] after we finish the second game. Remember that you cannot talk about the game while you are waiting to play the second game. [*The player is then guided to the holding location separate from those who have not yet played.*]

[*For Player 2s*] You are a Player 2. Player 1 has allocated a sum of money to you. After we finish playing the second game I will pay you what Player 1 has allocated to you [*Do NOT at this time tell them what player 1 has offered them*.] For now I need you to wait until everyone has finished playing this game. Remember that you cannot talk about this game while you are waiting to play the second game. [*The player is then guided to the holding location separate from those who have not yet played.*]

SCRIPT FOR THE ULTIMATUM GAME GROUP TRAINING

We are now ready to begin playing the second game. Let me remind you that you may not ask questions or talk while you are here in the group. You will have an opportunity to ask questions in private when you meet with *[researcher's name]* to play the game. This is NOT the same game that you just played, so be sure to listen to the instructions carefully.

This second game is played by pairs of individuals. Each pair is made up of a Player 1 and a Player 2. Each of you will play this game with someone from this community, but it will not be the same person you played with in the first game. As before, none of you will know exactly with whom you are playing. Only *[researcher's name]* knows who plays with whom and she/he will never tell anyone.

[Researcher's name] will provide $10 to each pair of Players. Player 1 must decide how to divide this money between him or herself and Player 2. Player 1 must offer between $0 and $10 (the total) to Player 2. Player 1 then has to wait while his or her offer is presented to Player 2. *Before hearing* the offer made to them by Player 1, Player 2 has to state whether he or she would accept or reject each of the possible offers between $0 and $10 that Player 1 could have made. If Player 2 has stated that he or she would accept Player 1's offer, then Player 2 gets the amount of the offer and Player 1 gets the remainder. If Player 2 has stated that he or she would reject Player 1's offer, then neither Player receives any money from this game.

We will now run through some examples to show you how the game might be played:

1. Here is the first example. Imagine that Player 1 offers $9 to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of $9 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made, but we will not worry about that now.) Because Player 2 said he would reject $9, Player 1 goes home with nothing and Player 2 goes home with nothing.
2. Here is another example. Imagine that Player 1 offers $9 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $9 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made, but we will not worry about that now.) In this case, Player 1 goes home with $1 ($10 minus $9 equals $1) and Player 2 goes home $9.
3. Here is another example. Imagine that Player 1 offers $2 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $2 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made, but we will not worry about that now.) Because Player 2 said he would accept this offer, Player 1 goes home with $8 ($10 minus $2 equals $8), and Player 2 goes home with $2.
4. Here is another example. Imagine that Player 1 offers $2 to Player 2. But now, before hearing about this, Player 2 has stated that he would reject an offer of $2 from Player 1. (Player 2 also stated whether he would accept or reject each of the other possible offers that Player 1 could have made, but we will not worry about that now.) In this case, Player 1 goes home with nothing, and Player 2 also goes home with nothing.
5. Here is another example. Imagine that Player 1 offers $5 to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of $5 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now.) Because Player 2 said he would reject an offer of $5 from Player, Player 1 goes home with nothing and Player 2 goes home with nothing.
6. Here is another example. Imagine that Player 1 offers $5 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $5 from Player 1. (Player 2 has also stated whether they would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now.) In this case, Player 1 goes home with $5 ($10 minus $5 is $5) and Player 2 goes home with $5.

7. Here is another example. Imagine that Player 1 offers $7 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $7 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now.) Because Player 2 said he would accept an offer of $7, Player 1 goes home with $3 ($10 minus $7 equals $3). And Player 2 goes home with $7.
8. Here is another example. Imagine that Player 1 offers $7 to Player 2. But now, before hearing about this, Player 2 has stated that he would reject an offer of $7 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 might have made, but we will not worry about that now.) In this case, Player 1 goes home with nothing, and Player 2 goes home with nothing.
9. Here is another example. Imagine that Player 1 offers $0 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $0 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now.) Because Player 2 said he would accept $0 from Player 1, Player 1 goes home with $10 ($10 minus zero is $10) and Player 2 goes home with nothing.
10. Here is another example. Imagine that Player 1 offers $0 to Player 2. But this time, before hearing about this offer, Player 2 has stated that he would reject an offer of $0 from Player 1. (Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now.) In this case, Player 1 goes home with nothing and Player 2 goes home with nothing.

We will now call each of you in turn to play the game. You will again pick a number from this hat to determine the order in which you will play the game. You will again meet *[researcher's name]* **(**and *[assistant's name]*) in private. They/she/he will explain the game again and ask you to work through a couple of examples to be sure that you understand. You can ask them any questions about the game. Then they/she/he will tell you whether you are Player 1 or Player 2 and you will play the game for real.

Remember, if anyone talks about the game we will have to stop the game.

SCRIPT FOR ONE-ON-ONE MEETINGS WITH PLAYERS IN THE ULTIMATUM GAME

*[**Notes**: With individual players the researchers and assistants worked through the examples and test questions with real notes and coins on a flat surface with a line drawn on it demarking the areas assigned to Players 1 and 2. Each of the examples presented below was presented either as an example or used as a test question as required. If more test questions were needed the researcher or assistant began again with the first example above. The script below is written assuming that 6 more examples were given and 6 test questions asked. The 22 examples/test questions – 10 above, 12 below – cover the full set of possible choice combinations.]*

This second game is played by pairs of individuals. Each pair is made up of a Player 1 and a Player 2. Each of you will play this game with someone from this community, but it will not be the same person that you played with in the first game. As before, none of you will know exactly with whom you are playing. Only *[researcher's name]* knows who plays with whom and she/he will never tell anyone. *[Researcher's name]* will provide $10 to each pair of Players. Player 1 must decide how to divide this money between him or herself and Player 2. Player 1 must offer between $0 and the $10 (the total) to Player 2. Player 1 then has to wait while their offer is presented to Player 2. *Before hearing* the offer made to them by Player 1, Player 2 has to state whether he or she would accept or reject each of the possible offers between $0 and $10 that Player 1 could have made. If Player 2 has stated that he or she would accept Player 1's offer, then Player 2 gets the amount of the offer and Player 1 gets the remainder. If Player 2 has stated that he or she would reject Player 1's offer, then neither Player receives any money from this game. Here are some more examples:

1. Imagine that Player 1 offers $10 to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of $10 from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now. Then Player 1 goes home with nothing and Player 2 goes home with nothing.
2. Imagine now that Player 1 offers $10 to Player 2. But this time, before hearing about this, Player 2 has stated that he would accept an offer of $10 from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now. Then Player 1 goes home with nothing ($10 minus $10 equals zero (nothing)) and Player 2 goes home with $10.
3. Imagine that Player 1 offers $4 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $4 from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now. Then, Player 1 goes home with $6 ($10 minus $4 equals $6). And Player 2 goes home with $4.
4. Imagine again that Player 1 offers $4 to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of $4 from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now. Then, Player 1 goes home with nothing. And, Player 2 goes home with nothing.
5. Imagine that Player 1 offers $6 to Player 2. Now, before hearing about this, Player 2 has stated that he would reject an offer of $6 from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now. Then Player 1 goes home with nothing and Player 2 goes home with nothing.
6. Imagine that Player 1 offers $6 to Player 2. Now, before hearing about this, Player 2 has stated that he would accept an offer of $6 from Player 1. Player 2 has also stated whether he would accept or reject all the other possible offers that Player 1 could have made, but we will not worry about that now. Then Player 1 goes home with $4 ($10 minus $6 equals $4). And Player 2 goes home with $6.

Test question formats:

7. Suppose that Player 1 offers $1 to Player 2 and that, before hearing about this, Player 2 has stated that he would accept an offer of this amount. In this case, how much will Player 1 go home with? [$9] And how much will Player 2 go home with? [$1].
8. And what if, before hearing about this, Player 2 has stated that he would reject an offer of this amount. In this case, how much will Player 1 go home with? [nothing] And how much will Player 2 go home with? [nothing]
9. Now try this one. Suppose that Player 1 offers $8 to Player 2 and that, before hearing about this, Player 2 has stated that he would accept an offer of this amount. In this case, how much will Player 1 go home with? [$2] And how much will Player 2 go home with? [$8].
10. And what if, before hearing about this, Player 2 has stated that he would reject an offer of this amount. In this case, how much will Player 1 go home with? [nothing] And how much will Player 2 go home with? [nothing]
11. Now try this one. Suppose that Player 1 offers $3 to Player 2 and that, before hearing about this, Player 2 has stated that he would reject an offer of this amount. In this case, how much will Player 1 go home with? [$0] And how much will Player 2 go home with? [$0]
12. And what if, before hearing about this, Player 2 has stated that he would accept an offer of this amount. In this case, how much will Player 1 go home with? [$7] And how much will Player 2 go home with? [$3]

[*For Player 1s*] You are a Player 1. While I (or *[assistant's name]***)** turn(s) away, please divide this money into two piles and push the amount that you wish to offer over the line. Finally, point to the amount that you wish to offer to Player 2. [*Wait until they have made their offer then say…*] You must now wait while the rest of the players finish playing the game. *[Researcher's name]* will present the offer you have made to Player 2 and we will find out if it is accepted or

rejected. Later we will call you back to let you know whether the offer was accepted and pay you what you are owed for each game. [*The player was then guided to the holding location separate from those who have not yet played.*]

[*For Player 2s*] You are a Player 2. The offer that Player 1 has made to you is written on the slip of paper in front of *[researcher's name]*. Before *[researcher's name]* turns the slip over and shows Player 1's offer to you, tell me which of the following offers you would accept and which you would reject. These decisions will determine what you actually receive once we see what Player 1 has offered you. Please note that you will not get a chance to change your mind after the slip has been turned over. [*Occasionally, when it seemed necessary, the players were given the following reminder…*] Remember that Player 1's offer is right there on that slip of paper [*slip in front of researcher pointed at*]. Nothing you decide now can change what is written there.

1. If Player 1 offered you $10 and kept $0 for him or herself would you accept or reject?
2. If Player 1 offered you $9 and kept $1 for him or herself would you accept or reject?
3. If Player 1 offered you $8 and kept $2 for him or herself would you accept or reject?
4. If Player 1 offered you $7 and kept $3 for him or herself would you accept or reject?
5. If Player 1 offered you $6 and kept $4 for him or herself would you accept or reject?
6. If Player 1 offered you $5 and kept $5 for him or herself would you accept or reject?
7. If Player 1 offered you $4 and kept $6 for him or herself would you accept or reject?
8. If Player 1 offered you $3 and kept $7 for him or herself would you accept or reject?
9. If Player 1 offered you $2 and kept $8 for him or herself would you accept or reject?
10. If Player 1 offered you $1 and kept $9 for him or herself would you accept or reject?
11. If Player 1 offered you $0 and kept $10 for him or herself would you accept or reject?

[*Researcher's name*] will now show you what Player 1 offered you. [*Slip of paper turned over to reveal offer.*] You stated that you would accept/reject an offer of this amount. So, your winnings from this game will be $…… You have now finished playing the second game. Please go to the waiting area and as soon as everyone has finished playing I will call you all back one by one to be paid for both games.

[Once everyone had played the ultimatum game, each player was called for one final one-on-one meeting during which they were paid what they were owed for both the dictator and the ultimatum games. The players were shown how much they earned in each of the games separately. The order in which they were called was randomized. Local assistants turned around when the payments were handed over.]

SCRIPT OF THE THIRD PARTY PUNISHMENT GAME GROUP TRAINING

There are three players in this game - Player 1, Player 2, and Player 3. All three players are from this community. None of you will know exactly with whom you are playing. Only *[researcher's name]* knows who is to play with whom and she/he will never tell anyone else. *[Researcher's name]* will provide $10 to Player 1 and Player 2 as a pair. Player 1 must decide how to divide this money between him or herself and Player 2. Player 1 must allocate between $0 and the total $10 to Player 2 and keep the rest for himself/herself. Player 2 takes home whatever Player 1 allocates to him or her, but Player 1 has to wait until Player 3 has played before finding out how much money he or she gets to take home. Player 3 is given $5. ***Before*** hearing how much Player 1 has sent to Player 2, Player 3 has to consider each of the possible amounts that Player 1 could have allocated to Player 2 and, for each possible amount, has to decide whether he or she wants to: 1) Pay $1 out of their $5 to subtract $3 from the money Player 1 kept for him or herself (this would mean that Player 3 would go home with $4); or 2) Pay nothing, i.e., keep their full $5, and leave things unchanged. Here are some examples:

[As in the dictator and ultimatum games, the examples were worked through with real coins or notes.]

1. Suppose Player 1 allocates $7 to Player 2, and keeps $3 for him or herself. Now, before hearing what Player 1 has allocated, Player 3 states that he or she would pay $1 to subtract $3 from Player 1 if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or do nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with nothing ($10 minus the $7 (given to Player 2) minus $3 equals $0). Player 2 goes home with the $7 from Player 1. And, Player 3 goes home with $4 ($5 minus $1 equals $4).
2. Here is another example. Again suppose Player 1 allocates $7 to Player 2, but this time Player 3 states that he would "do nothing" if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $3 ($10 minus $7 equals $3). Player 2 goes home with the $7 from Player 1. And Player 3 goes home with $5.
3. Here is another example. Suppose Player 1 allocates $5 to Player 2. And before hearing this, Player 3 states that he would pay $1 to subtract $3 from Player 1 if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $2 ($10 minus the $5 (given to Player 2) minus $3 equals $2). Player 2 goes home with the $5 from Player 1. And, Player 3 goes home with $4 ($5 minus $1 equals $4).
4. Here is another example. As before, suppose Player 1 allocates $5 to Player 2, but this time Player 3 states that he would "do nothing" if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $5 ($10 minus $5 equals $5). Player 2 goes home with the $5 from Player 1. And Player 3 goes home with $5.
5. Here is another example. Suppose Player 1 allocates $2 to Player 2. And Player 3 states that he would pay $1 to subtract $3 from Player 1 if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $5 ($10 minus the $2 (given to Player 2) minus $3 equals $5). Player 2 goes home with the $2 from Player 1. And, Player 3 goes home with $4 ($5 minus $1 equals $4).
6. Here is another example. Again, suppose Player 1 allocates $2 to Player 2, but this time Player 3 states that he would "do nothing" if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to have $3 taken away or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $8 ($10 minus $2 equals $8). Player 2 goes home with the $2 from Player 1. And Player 3 goes home with $5.

We will now call each of you in turn to play the game. We will explain the game again and ask you to work through a couple of examples to be sure that you understand. Then we will tell you whether you are Player 1, Player 2, or Player 3 and you will play the game for real.

SCRIPT FOR ONE-ON-ONE MEETINGS WITH PLAYERS IN THE THIRD PARTY PUNISHMENT GAME

*[**Notes**: With individual players the researchers and assistants worked through the examples and test questions with real notes and coins on a flat surface with lines drawn on it demarking the areas assigned to Players 1, 2 and 3. Each of the examples presented below was presented either as an example or used as a test question as required. If more test questions were needed the researcher or assistant began again with the first example above. If required further examples and test questions could be drawn from a pre-ordered list.]*

There are three players in this game - Player 1, Player 2, and Player 3. All three players are from this community. None of you will know exactly with whom you are playing. Only *[researcher's name]* knows who is to play with whom and she/he will never tell anyone else. *[Researcher's name]* will provide $10 to Player 1 and Player 2 as a pair. Player 1 must decide how to divide this money between him or herself and Player 2. Player 1 must allocate between $0 and the total $10 to Player 2 and keeps the rest for him or herself. Player 2 takes home whatever Player 1 allocates to them, but Player 1 has to wait until Player 3 has played before finding out how much money he or she gets to take home. Player 3 is given $5. ***Before*** hearing how much Player 1 has sent to Player 2, Player 3 has to consider each of the possible amounts that Player 1 could have allocated to Player 2 and, for each possible amount, has to decide whether he or she wants to: 1) Pay $1 of their $5 to subtract $3 from the money Player 1 kept for him or herself (this would mean that Player 3 would go home with $4; or 2) Pay nothing, i.e., keep their full $5 and leave things unchanged. Here is another example:

1. Here is an example. Suppose Player 1 allocates $1 to Player 2. Player 3 states that he would pay $1 to subtract $3 from Player 1 if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $6 ($10 minus the $1 (given to Player 2) minus $3 equals $6). Player 2 goes home with the $1 from Player 1. And, Player 3 goes home with $4 ($5 minus $1 equals $4).
2. Here is another example. As before, suppose Player 1 allocates $1 to Player 2, but Player 3 stated that he would "do nothing" if Player 1 does this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $9 ($10 minus $1 equals $9). Player 2 goes home with the $1 from Player 1. And Player 3 goes home with $5.
3. Here is another example. Suppose Player 1 allocates $6 to Player 2. Player 3 states that he would pay $1 to subtract $3 from Player 1 if Player 1 were to do this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $1 ($10 minus the $6 (given to Player 2) minus $3 equals $1). Player 2 goes home with the $6 from Player 1. And, Player 3 goes home with $4 ($5 minus $1 equals $4).
4. Here is another example. A before, suppose Player 1 allocates $6 to Player 2, but this time Player 3 states that he would "do nothing" if Player 1 does this. (Player 3 also states what he would do (pay $1 to subtract $3 or pay nothing) if Player 1 allocates other possible amounts, but we won't worry about that now.) In this case, Player 1 goes home with $4 ($10 minus $6 equals $4). Player 2 goes home with the $6 from Player 1. And Player 3 goes home with $5.

Now, can you answer these questions?

5. Imagine that Player 1 allocates $4 to Player 2 and that Player 3 states that he would pay nothing and leave things unchanged if Player 1 were to do this. How much does Player 1 go home with ($6)? How much does Player 2 go home with ($4)? How much does Player 3 go home with ($5)? How much are Players 1 and 2 given initially?

6. But what if Player 3 states that they would pay $1 to subtract $3 from Player 1 if Player 1 allocates $4 to Player 2. How much does Player 1 go home with ($3)? How much does Player 2 go home with ($4)? How much does Player 3 go home with ($4)?
7. Imagine that Player 1 allocates $0 to Player 2 and that Player 3 states that he would pay nothing and leave things unchanged if Player 1 does this. How much does Player 1 go home with ($10)? How much does Player 2 go home with ($0)? How much does Player 3 go home with ($5)?
8. But what if Player 3 states that they would pay $1 to subtract $3 from Player 1 if Player 1 allocates $0 to Player 2. How much does Player 1 go home with ($7)? How much does Player 2 go home with ($0)? How much does Player 3 go home with ($4)?

[*For Player 1s*] You are a Player 1. You are playing with a Player 2 and a Player 3 who are from this community. While I (or *[assistant's name]***)** turn(s) away, please divide this money into two piles and push the amount that you wish to allocate to Player 2 over the line. Finally, point to the amount that you wish to go to Player 2. [*Wait until they have made their offer then say…*] You must now wait while the rest of the Players finish playing the game. We will find out what your Player 3 does. When everyone has played, we will call you back, explain what happened and pay you your winnings. [*The player was then guided to the holding location separate from those who have not yet played.*]

[*For Player 2s*] You are a Player 2. You are playing with a Player 1 and a Player 3 who are from this community. Player 1 has allocated a sum of money to you. After everyone has finish playing the game I will pay you what Player 1 has allocated to you. For now I need you to wait until everyone has finished playing this game. [*The player was then guided to the holding location separate from those who have not yet played.*]

[*For Player 3s*] You are a Player 3. You are playing with a Player 1 and a Player 2 who are from this community. The allocation that Player 1 has made to Player 2 is written on the slip of paper in front of *[researcher's name]*. Before *[researcher's name]* turns the slip over and shows Player 1's offer to you, you must tell me whether you would:

a) pay $1 to subtract $3 from Player 1's allocation, or

b) pay nothing and leave things as they are.

For each of the possible allocations Player 1 could have made to Player 2. These decisions will determine what Player 1 and you actually receive once we see what Player 1 has done. Please note that you will not get a chance to change your mind after the slip has been turned over.

1. So, if Player 1 allocated $0 to Player 2 and $10 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
2. If Player 1 allocated $1 to Player 2 and $9 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
3. If Player 1 allocated $2 to Player 2 and $8 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
4. If Player 1 allocated $3 to Player 2 and $7 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
5. If Player 1 allocated $4 to Player 2 and $6 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
6. If Player 1 allocated $5 to Player 2 and $5 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
7. If Player 1 allocated $6 to Player 2 and $4 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?

8. If Player 1 allocated $7 to Player 2 and $3 to him or herself would you pay $1 to subtract $3 from Player 1's allocation or pay nothing to leave things as they are?
9. If Player 1 allocated $8 to Player 2 and $2 to him or herself would you pay $1 to subtract from Player 1's allocation or pay nothing to leave things as they are? (see note below)
10. If Player 1 allocated $9 to Player 2 and $1 to him or herself would you pay $1 to subtract from Player 1's allocation or pay nothing to leave things as they are? (see note below)
11. If Player 1 allocated $10 to Player 2 and nothing to him or herself would you pay $1 to subtract from Player 1's allocation or pay nothing to leave things as they are? (see note below)

[Note relating to 9 to 11 above: If Player 3 chose to fine in any of these cases, the following statement was made…] So, if we subtracted $3 from Player 1, instead of Player 1 going home with some money from the game, we would have to go and ask Player 1 to give us some money [*the amounts involved and the math are explained*]. The university that is funding these games has forbidden *[researcher's name]* from doing that. So, what we will do instead is give Player 1 nothing from the game.

[*Occasionally or when it seems necessary give them the following reminder…*] Remember that Player 1's offer is right there on that slip of paper [*slip in front of researcher pointed to*]. Nothing you decide now can change what is written there.

[Once the game is finished the players are called to one-on-one meetings in random order and paid.]