SCRIPT: THE TRUST GAME

[*Note to researchers: Be sure to read the general instructions that you always read before a game (see below). Player's 1 and 2 should be separated in two rooms/locations before you begin this game. The risk of collusion in the holding room is greater in this game due to the tripling effect and warrants the trade-off. First instruct the Player 1's in a group, then take all of their offers. Ask them to wait while you play with the Player 2's and then call back the Player 1's to pay them off. Remember that there is no show-up fee with the trust game because both sides are given the same initial endowment.*]

GENERAL INSTRUCTIONS

Thank-you all for taking the time to come today. This game may take 3-4 hours, so if you think you will not be able to stay that long without leaving please let us know now. Before we begin I want to make some general comments about what we are doing here today and explain some rules that we need to follow. We will be playing a game for real money that you will take home. You should understand that this is not [*insert name of researcher*]'s own money. It is money given to [*him/*her] by [*his/her*] university to use to do a research study. This is research—which will eventually be part of a book [optional: it is not part of a development project of any sort.] [*Insert name of researcher*] is working together with many other university professors who are carrying out the same kind of games all around the world.

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 of course free to leave whether we have started the game or not.

If you have heard about a game that has been played here in the past you should try to forget everything that you have been told. This is a completely different game. We are about to begin the game. It is important that you listen as carefully as possible, because only people who understand the game will actually be able to play it. [*Insert name of researcher*] will run through some examples here while we are all together [if you are doing this]. You cannot ask questions or talk about the game while we are here together. This is very important and please be sure that you obey this rule, because it is possible for one person to spoil the game for everyone, in which case we would 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 with [*insert name of researcher*] to be sure that you understand how to play.

TRUST GAME INSTRUCTIONS

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 your own village. However, none of you will know exactly with whom you are playing. Only [*insert*

name of researcher] knows who is to play with whom and [*he/she*] will never tell anyone else.

[*Insert name of* researcher] will give $4 to each Player 1 and another $4 to each Player 2. Player 1 then has the opportunity to give a portion of their $4 to Player 2. They could give $4, or $3, or $2, or $1, or nothing. *[Note: It is important to allow only 5 options for dividing the money—this is to simplify the game and to create the same focal points across sites.]* Whatever amount Player 1 decides to give to Player 2 will be tripled by the research before it is passed on to Player 2. Player 2 then has the option of returning any portion of this tripled amount to Player 1.

Then, the game is over.

Player 1 goes home with whatever he or she kept from their original $4, plus anything returned to them by Player 2. Player 2 goes home with their original $4, plus whatever was given to them by Player 1 and then tripled by [*insert name of researcher*], minus whatever they returned to Player 1.

Here are some examples [*you should work through these examples by having all the possibilities laid out in front of people, with Player 1's options from $4 to $0 and a second column showing the effects of the tripling. As you go through each example demonstrate visually what happens to the final outcomes for each Player. Be careful to remind people that Player 2 always also has the original $4*]:

1. Imagine that Player 1 gives $4 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $12 (3 times $4 equals $12) over and above their initial $4. At this point, Player 1 has nothing and Player 2 has $16. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to return $3 to Player 1. At the end of the game Player 1 will go home with $3 and Player 2 will go home with $13.
2. Now let's try another example. Imagine that Player 1 gives $3 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $9 (3 times $3 equals $9) over and above their initial $4. At this point, Player 1 has $1 and Player 2 has $13. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to return $0 to Player 1. At the end of the game Player 1 will go home with $1 and Player 2 will go home with $13.
3. Now let's try another example. Imagine that Player 1 gives $2 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $6 (3 times $2 equals $6) over and above their initial $4. At this point, Player 1 has $2 and Player 2 has $10. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to return $3 to Player 1. At the end of the game Player 1 will go home with $5 and Player 2 will go home with $7.
4. Now let's try another example. Imagine that Player 1 gives $1 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $3 (3 times $1 equals $3) over and above their initial $4. At this point, Player 1 has $3 and Player 2 has $7. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to

5. Now let's try another example. Imagine that Player 1 gives nothing to Player 2. There is nothing for [*insert name of researcher*] to triple. Player 2 has nothing to give back and the game ends here. Player 1 goes home with $4 and Player 2 goes home with $4.

Note that the larger the amount that Player 1 gives to player 2, the greater the amount that can be taken away by the two players together. However, it is entirely up to Player 2 to decide what he should give back to Player 1. The first player could end up with more than $4 or less than $4 as a result.

We will go through more examples with each of you individually when you come to play the game. In the mean time, do not talk to anyone about the game. Even if you are not sure that you understand the game, do not talk to anyone about it. This is important. If you talk to anyone about the game while you are waiting to play, we must disqualify you from playing.

[*Bring in each Player 1 one by one. Use as many of the examples below as necessary.*]

6. Imagine that Player 1 gives $4 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $12 (3 times $4 equals $12) over and above their initial $4. At this point, Player 1 has nothing and Player 2 has $16. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to return $6 to Player 1. At the end of the game Player 1 will go home with $6 and Player 2 will go home with $10.
7. Now let's try another example. Imagine that Player 1 gives $3 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $9 (3 times $3 equals $9) over and above their initial $4. At this point, Player 1 has $1 and Player 2 has $13. Then Player 2 has to decide whether they wish to give anything back to Player, and if so, how much. Suppose Player 2 decides to return $11 to Player 1. At the end of the game Player 1 will go home with $12 and Player 2 will go home with $2.
8. Now let's try another example. Imagine that Player 1 gives $2 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $6 (3 times $2 equals $6) over and above their initial $4. At this point, Player 1 has $2 and Player 2 has $10. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to return $0 to Player 1. At the end of the game Player 1 will go home with $2 and Player 2 will go home with $10.
9. Now let's try another example. Imagine that Player 1 gives $1 to Player 2. [*Insert name of researcher*] triples this amount, so Player 2 gets $3 (3 times $1 equals $3) over and above their initial $4. At this point, Player 1 has $3 and Player 2 has $7. Then Player 2 has to decide whether they wish to give anything back to Player 1, and if so, how much. Suppose Player 2 decides to return $2 to Player 1. At the end of the game Player 1 will go home with $5 and Player 2 will go home with $5.

10. Now let's try another example. Imagine that Player 1 gives nothing to Player 2. There is nothing for [*insert name of researcher*] to triple. Player 2 has nothing to give back and the game ends here. Player 1 goes home with $4 and Player 2 goes home with $4.

Now, can you work through these examples for me:

11. Imagine that Player 1 gives $3 to Player 2. So, Player 2 gets $9 (3 times $3 equals $9) over and above their initial $4. At this point, Player 1 has $1 and Player 2 has $13. Suppose Player 2 decides to return $5 to Player 1. At the end of the game Player 1 will have how much? [*the initial $4-$3 (given to Player 2)=$1+return from player 2 of $5=$6. If they are finding it difficult, talk through the math with them and be sure to use demonstration with the actual money*]. And Player 2 will have how much? [*Their original $4+$9 (after the tripling of the $3 sent by Player 1)-$5 they return to Player 1=$8, if they are finding it difficult, talk through the math with them*].
12. Imagine that Player 1 gives $1 to Player 2. So Player 2 gets $3 (3 times $1 equals $3) over and above their initial $4. Then, suppose that Player 2 decides to give $1 back to Player 1. At the end of the game Player 1 will have how much? [*The initial $4-$1 (given to Player 2)=$3+return from player 2 of $1=$4*. I*f they are finding it difficult, talk through the maths with them and be sure to use demonstration with the actual money*]. And Player 2 will have how much? [*Their original $4+$6 (after the tripling of the $3 sent by Player 1)-$1 they return to Player 1=$6, if they are finding it difficult, talk through the maths with them*].

First player: You are Player 1. Here is your $4. [*At this point $4 is placed on the table in front of the player*.] While I *[RA]* am turned away, you must hand [*insert researcher's name*] the amount of money you want to be tripled and passed on to Player 2. You can give Player 2 nothing, $1, $2, $3, or $4. Player 2 will receive this amount tripled by me plus their own initial $4. Remember the more you give to Player 2 the greater the amount of money at his or her disposal. While Player 2 is under no obligation to give anything back, we will pass onto you whatever he or she decides to return. [*Now the player hands back whatever he or she wants to have tripled and passed to player 2*.]

[*Note to researcher: Finish all Player 1's and send them to a third holding location—they must not return to the group of Player 1's who have not played and they must not join the Player 2's. Once all Player 1's have played you can begin to call Player 2's. Player 2's can be paid off immediately after they play and sent home.*]

Second player: You are Player 2. First, here is your $4. [*Put the $4 in front of Player 2.*] Let's put that to one side. [*Move the $4 to one side but leave it on the table.*] This pile represents Player 1's initial $4. [*Put this $4 in front of the researcher.*] Now [*insert name of researcher*] will show you how much Player 1 decided to give to you. It will be tripled. Then you must hand back the amount that you want returned to Player 1. [*Take Player 1's offer out of the pile representing Player 1's stake and put it down in front of Player 2, near but not on top of Player 2's $4. Then add to Player 1's offer to get the tripled amount. Receive back Player 2's*

response.] Remember, you can choose to give something back or not. Do what you wish. While I *[RA]* am turned away, you must hand [*insert researcher's name*] the amount of money you want to send back to Player 1. [*Now the player hands back his return for Player 1.*] You are now free to go home, but do not visit with any of the waiting players.