

Susanne Büchner, Giorgio Coricelli and Ben Greiner: Self Centered and Other Regarding Behavior in the Solidarity Game: Complete Description of Experimental Procedures

The SO-R and the CGE treatments followed the same protocol and had parallel instructions. They differed only with respect to the numbers in the decision form and the expectation form. The PPM treatment differs in a way that will be clarified with the following description of the procedure.

During the experiment, every subject received a code number. These codes were randomly generated sequences of numbers and letters, e.g. 800-C56-Z4B, or 379-V22-W7D, where the last letter in the code corresponded to the session number. The code number was printed on the backside of every form to be filled in and on the payment envelope.

The complete procedure was as follows:

- a. The subjects entered the laboratory and were randomly seated in separated cubicles. When everybody was seated, the instructions were distributed and read aloud always by the same experimenter. Once the instructions were read, subjects' questions were answered privately.
- b. The subjects were asked to draw an envelope from a box. The box contained 16 'big' envelopes. Inside each envelope there was a card with a code number. In one of these envelopes there was a card marked with 'monitor' instead of a code number. The monitor had to guarantee to the other subjects (further the 'active' subjects), that the experiment was conducted according to the rules stated in the instructions. He or she did not participate actively in the game, but was the only contact between the experimenters and the subjects during the proceeding of the experiment. The monitor was informed privately that he or she will get the average payoff at the end of the experiment. We asked her not to reveal this information.
- c. Inside the 'big' envelopes there were three other 'small' envelopes, a blue, a green, and a red one. The 'active' subjects (all the subjects except the monitor) had to open the blue envelope first. In this envelope they found the decision form. On the decision form the subjects were informed about all the possible outcomes of the random draws for the role (winner/loser) and the group matching. In the case of three, two, one winners in a group each winner earned 10,10 and 10 Euro in SO-R and PPM and 6.7,10,20 Euro in CGE, respectively. In the case of no winner in the group everybody got zero. The subjects had to specify the amount of Euros (in Ten-Cent-steps) they were willing to give to the loser in the case of two winners in the group and to each one of the two losers in

the case of one winner. Note, that the subjects could not specify two different amounts in the case of two losers. The amount specified had to be between 0 and the amount won in the one loser case and between 0 and half of the amount won for the case of two losers. After filling in the form they had to put it back into the envelope. Once everybody had filled in the decision form the monitor collected them and put them in a box.

In treatment PPM, at the top of the decision form players were informed whether they were a winner or a loser. The loser's form was empty, they just had to put it back into the envelope. The rest of the winner's form was the same like in SO-R. The proportion of forms was fixed in each PPM session to 2/3 (10) winners and 1/3 (5) losers.

- d. The active subjects were then asked to open the green envelope. Inside the green envelope they found another form in which they had to specify their expectations about the average amount of gift of all (potential) winners in the case of one loser or two losers. At the time they filled in the decision form they were not informed that they will be asked for their expectations, since knowing that they will have to specify their expectations could have affected their decisions. The expectation forms were the same for all the treatments. The losers in treatment PPM had to fill in this form, as well. The subjects got an extra Euro if one of the amounts specified was exact or differed less than 50 cents or 2 extra Euros if both amounts were exact or differed at most 50 cents from the average amount of gift.
- e. The green envelopes were collected by the monitor, and the active subjects finally opened and filled in the last form, which was in the red envelope. The last form contained the IRI questionnaire and a short questionnaire asking for age, gender, field of studies, and year of study. The items of the IRI questionnaire were presented in a random order among subjects. To prevent biasing, we decided to present the subjects the questionnaire before they learned whether there are a winner or a loser and their monetary income. Indeed, this could not be prevented in the PPM treatment. The monitor then collected the red envelopes.
- f. Once all the red envelopes were collected, in treatment SO-R and CGE the monitor drew one envelope at a time from the box containing the blue envelopes with the decision forms. The active subjects and the experimenter could control the monitor during this phase. The monitor threw a six-sided die once for each blue envelope. If one of the numbers 1, 2, 3, or 4 appeared, the monitor wrote 'winner' on the envelope. If one of the numbers 5 or 6 appeared, she wrote 'loser' on the envelope. After this procedure the monitor put the blue envelopes back into the box and mixed them. In treatment PPM there was no need for a random draw for the assignment of winner or loser type. The box already contained 10 winner and 5 loser envelopes.
- g. The monitor drew again the envelopes from the box. The envelopes were randomly matched in groups of three. The experimenters opened the

envelopes that corresponded to each group and calculated the payoffs. Once the payoffs of all participants were calculated, the experimenters opened the green envelopes with the subjects' expectations, and checked if they were correct. In the case one or two of the expected values turned out to be correct or differed less than 0.5 Euro, the subject got one or two extra Euros, respectively.

- h. After the calculation of the payoffs, the experimenters put the money into the payment envelopes which were marked with the code numbers. Then the experimenters left the room and the monitor distributed the payment envelopes to the active subjects. They checked if the amount was exact and left the room after signing a list with all code numbers and the corresponding payoffs. They signed that they had received money in cash under one of the code numbers printed above. In this way their payoff was maintained anonymous.