

Sample instructions for player B, treatment "bargaining and
50 percent possible", translated from German
Note: Player B Data not used for analysis

Thank you for participating in this experiment.

One piece of information before we start:

Throughout the whole game you will remain anonymous! Neither your name nor your matriculation number will be recorded during the following experiment.

To ensure this, we would like to ask you to choose an alias and a two-digit identity number. You should retain both for the rest of the game.

Example:

Alias: "Käpt'n Blaubär"
Identity number: 37

Alias	Identity number

Now please provide the two following pieces of information:

I am female male

My native language is German
 Other, namely: _____

Game 1

Procedure

Imagine that you are playing the following game with a partner. You will receive an initial endowment consisting of 20 EUR. Your partner has no endowment.

During the game's only move you may transfer a share of your endowment (between 0 and 20 EUR) to your partner. Your partner will receive the amount you choose to transfer. You will keep the remaining endowment.

Thereupon, the game is completed.

Payoff

All game sheets will be collected, from which two sheets will be randomly drawn. The participants corresponding to the sheets drawn represent the game's players. They will receive a real payoff in accordance with the game sheet that was drawn first.

Test question

In order to participate in the game and to have the chance of being drawn and of receiving a real payoff, you have to answer the following test question correctly, thereby indicating that you have understood the structure of the game:

Assume that you have chosen to transfer a certain amount to your partner. What will your partner receive (please tick)?

- 20 EUR
- 0 EUR
- The amount
- 20 EUR minus the amount

The game will start now!

In the following field, please enter the amount of your 20 EUR endowment that you are willing to transfer to your partner:

_____ , _____ €

Thank you for your participation!

Game 2

Thank you for participating in this experiment!

You and a second player will engage in a game regarding the allocation of 10 EUR between both of you.

The experiment will run as follows:

You and the second player will receive 4 cards each. These cards can be of two colours: red (hearts, diamonds) or black (clubs, spades). In total, there are 4 red and 4 black cards. The 4 red cards have a combined value of 10 EUR. On page 3, both of you will write down the amount that you wish to claim of the 10 EUR separately and simultaneously.

Regarding the allocation of 10 EUR you may claim any of the following amounts:

2.50 EUR 3.75 EUR 5.00 EUR 6.25 EUR 7.50 EUR

Should the sum of the amounts claimed by you and the second player exceed 10 EUR, the allocation has failed and both of you receive a payoff of 0 EUR.

If the sum of the amounts is smaller or equal to 10 EUR, each of you receives an amount equal to the claim placed.

If the allocation fails (i.e. the sum of the amounts exceeds 10 EUR), a third player may intervene. This third player has an endowment of 20 EUR and may transfer parts of this endowment to you or the second player.

What do you have to do?

1. Enter your alias and identity number on the following page.
2. Tick the amount you wish to claim on the following page. **You will remain anonymous. Neither your real name nor you matriculation number will be recorded.**
3. All payoffs are real! You will receive the following game's payoffs.

Your claim

My chosen alias and identity number:

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You have received your cards.

Regarding the allocation of the 10 EUR, I claim the following amount (please tick):

2.50 EUR

3.75 EUR

5.00 EUR

6.25 EUR

7.50 EUR