INSTRUCTIONS (for Session 4, English version)

In the following experiment, you will interact with one other participant in this room. It will become clear below how this other participant will be selected. The following *payoff table* illustrates a possible interaction between you and the other participant:

	C	D
A	**80**,80	**0**, 40
B	**40**, 0	**40**,40

You are asked to choose between **row A** and **row B**. The other participant chooses between columns C and D. The possible payoffs (in SKK) resulting from these choices are given in the four cells of the *payoff table*. Note that your payoffs are in **bold**. For example, if you choose row A and the other participant chooses column D, your payoff will be **0**SKK and his/her payoff 40SKK.

Let's see whether you understand: If you choose row B and the other participant chooses column D, then your payoff will be___SKK and the other participant's payoff will be___SKK. Please fill in the blanks.

It is important that you understand the *payoff table*. If you have any questions, please ask them now.

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On the EXPERIMENT SHEET, you will be given five *payoff tables* similar to the one above. Please put your **name** in the upper right corner. **Write down your choice of A or B beneath each of the five *payoff tables*** in the space provided**.**

Once everyone is done, the EXPERIMENT SHEETs will be collected and placed into a box. **Six** of them will be drawn at random and **paired** (in the order in which they were drawn). For each selected pair, we will pick at random **one** of the five *payoff tables* and

determine the payoffs as in the quiz above. (Since all *payoff tables* are symmetric, one of the participants in each pair can be considered as choosing between rows, and the other one as choosing between columns.)

The selected participants will be paid out immediately after the experiment. Please notice that if you are selected, your earnings may be negative. If this happens, you will not be forced to pay the amount, BUT in case you do **not** pay, you will be excluded from the second experiment in which everyone will be paid out and earnings will range from 0 to 90SKK. Alternatively, you may choose to pay the amount that you might owe us, and we will then allow you to participate in that experiment.[1]

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[1] In Sessions 1-3, the last two sentences read "The selected participants will be paid out 100 CZK plus what they earned in the experiment." Any differences in the initial endowment are reported in the paper.

EXPERIMENT SHEET

Your name:_____

	C	D
A	**80**, 80	**10**, 30
B	**30**, 10	**30**, 30

Your choice:___

	C	D
A	**80**, 80	**10**, 50
B	**50**, 10	**50**, 50

Your choice:___

	C	D
A	**60**, 60	**-150**, -30
B	**-30**, -150	**-30**, -30

Your choice:___

	C	D
A	**20**, 20	**-50**, -10
B	**-10**, -50	**-10**, -10

Your choice:___

	C	D
A	**240**, 240	**30**, 150
B	**150**, 30	**150**, 150

Your choice:___