

## Instructions

This is a simple card game. Each of you will be given four cards, two of these cards are red (hearts or diamonds), and two of these cards are black (clubs or spades). All of your cards will be the same number. The exercise will consist of a number of rounds. When a round begins, I will come to each of you in order, and you will play *two* of your four cards by placing these two cards face down on top of the stack in my hand. Your earnings in points are determined by what you do with your red cards. In each of the first five rounds, for each red card that you keep you will earn 4 points for the round, and for each black card that you keep you will earn nothing. Red cards that are placed on the stack affect everyone's earnings in the following manner. I will count up the total number of red cards in the stack, and everyone will earn this number of points. Black cards placed on the stack have no effect on the count. When the cards are counted, I will not reveal who made which decisions. I will return your own cards to you at the end of the round by coming to each of you in reverse order and giving you the top two cards, face down, off the stack in my hand.

To summarize, your points for the round will be calculated:

**points = 4 times the # of red cards you kept + 1 times the total # of red cards I collect.**

After round 5, I will announce a change in the earnings for each red card you keep. Even though the value of red cards kept will change, red cards placed on the stack will always earn one point for each person.

Your score in the remaining rounds will be calculated:

**points = 2 times the # of red cards you kept + 1 times the total # of red cards I collect.**

I will announce another change after round 10 and we will complete another 5 rounds.

Use the second page to record your decisions, your per-round points, and your cumulative score.

**The points that you will earn in the experiment will be transformed into BONUS POINTS to improve your final grade from this course.**

Are there any questions?

Turn for Earnings Record

Earnings Record Sheet

Your name: \_\_\_\_\_

(In the first five rounds, points per red card kept = 4.)

round #	red cards kept	points per red card kept	points for cards kept	1 x (total # red cards in stack)	your total earnings this round	cumulative earnings
1	_____	4	_____	_____	_____	_____
2	_____	4	_____	_____	_____	_____
3	_____	4	_____	_____	_____	_____
4	_____	4	_____	_____	_____	_____
5	_____	4	_____	_____	_____	_____

(In the remaining rounds, points per red card kept = 2.)

round #	red cards kept	points per red card kept	points for cards kept	1 x (total # red cards in stack)	your total earnings this round	cumulative earnings
6	_____	2	_____	_____	_____	_____
7	_____	2	_____	_____	_____	_____
8	_____	2	_____	_____	_____	_____
9	_____	2	_____	_____	_____	_____
10	_____	2	_____	_____	_____	_____

(break)

round #	red cards kept	points per red card kept	points for cards kept	1 x (total # red cards in stack)	your total earnings this round	cumulative earnings
11	_____	2	_____	_____	_____	_____
12	_____	2	_____	_____	_____	_____
13	_____	2	_____	_____	_____	_____
14	_____	2	_____	_____	_____	_____
15	_____	2	_____	_____	_____	_____