

# EXPERIMENTAL PROTOCOL

## Information for Experimenters:

The workshop consists of 5 games and a post-game questionnaire:

- Game 1: Trust
- Game 2 – Round 1: Social value orientation  
\_\_\_\_ INTERVIEW STAGE \_\_\_\_
- Game 2 – Round 2: Social value orientation
- Game 3: Temptation task
- Game 4: Risk
- Game 5: Spite
- Questionnaire

We have in total 3 treatments introduced during the INTERVIEW STAGE. Only one of these three is used for a session, either ...

- **T0**: present oriented guided interview
- **T1** future: future oriented guided interview
- **T2** video & future: video from Carteret's and future oriented guided interview

We will introduce an additional treatment in Game 1. This treatment determines whether only one round is played of game 1 or more than one round.

The workshop concludes with a concise post-experiment survey that is administered individually by you using tablet based survey forms *[ALWAYS SAVE & EXIT THE FORMS IN THE END]*.

*[...] Contents of brackets are only for orientation for experimenters. Do not read out loudly.*

Instructions depending on treatment marked **RED**

Private instructions marked **GREY**

## **MATERIAL**

### ***Make sure availability of:***

<ul style="list-style-type: none"><li>✓ Randomization sheet (Interview stage, treatments in games)</li><li>✓ Copy of experimental Protocol</li><li>✓ Participants Lists (1 main list used for registration and payout, individual lists for assistants)</li><li>✓ ID Cards &amp; Bags</li><li>✓ Tablets, fully charged</li></ul>	<ul style="list-style-type: none"><li>✓ Quiz question laminations</li><li>✓ Decision sheets, cards (laminated)</li><li>✓ 1 Laptop with Payout Excel-sheet</li><li>✓ Ball pens, Markers</li><li>✓ Balls &amp; Bag</li><li>✓ Explanation posters</li><li>✓ Money for participants (small change)</li><li>✓ Snacks (cookies), drinks, reusable cups</li></ul>
<b><i>After Workshop:</i></b>	
<ul style="list-style-type: none"><li>✓ Sort and store data: Check if you saved forms on tablet, turn-off tablets</li></ul>	<ul style="list-style-type: none"><li>✓ Pack and clean material used for workshop (posters, bags, balls, markers, etc.)</li></ul>

## REGISTRATION

*[PRIVATE BRIEFING]*

Good morning, we are glad that you have followed our invitation and came to this workshop. Today we will do several group activities. You will shortly learn more about these activities. We have invited in total 12 people, for which we have to wait now.

**Gutfala monin, mifala barava hapi dat iufala kam folom toktok wea mifala givim aot fo kam long disfala woksop. Tudei bae umi mekem oloketa activitis long grup. Lelebet taem den bae iu lanem moa abotim oloketa aktiviti ia. Long disfala wokshop mifala askem 12 fala pipol fo kam and nao umi waitem evriwan.**

In addition, we have some further questions for you which will take about 45 minutes to answer. The assistants will go through these questions with you one by one using tablets after we finished all games today. As mentioned in the invitation you will receive some money for compensation. You only receive the money if we have also interviewed you.

**Mifala garem tu samfala questens fo iu, an bae hem save tekem 45 minutes fo iu ansam. Oloketa assistants ia nao bae go thru lo questens ia weitem iufala, wanfala man wantaem an baebae oloketa iusim smol computa (tablet) afta iumi finism evri games fo tudei. Olsem mifala talem finis, bae iu ricivim lelebet seleni fo hat waka bilong iu. Baebae iu tekem seleni onli sapos mifala intervem iu.**

The workshop today will take about 4 hours in total. We have organized some snacks and drinks for you. If you find that this workshop is something that you do not wish to participate in for any reason, or you already know that you will not be able to stay for the whole time, please let us know immediately so that you can leave. If you are willing to participate in the session today we will ask you to sign on this list to confirm that you are willing to participate. Please draw a card from this bag and move to the chair that is marked with the corresponding number.

**Total taem fo woksop tudei hem 4 hrs. Mifala bae givim smol kaikai weitem wota fo drinkim. Sapos iu lukim disfala woksop olsem samtin bae iu no laek fo tek pat long hem fo samfala risins, or bae iu no save stei kasim taem hem finis, plis talem mifala nao mekem iu no joenim mifala. Sapos iu wilin an hapi fo tek pat long disfala woksop tudei, mifala laek fo iu saen long disfala list fo confirmim dat iu hapi for tek pat. Plis iu pikim wanfala card insaet long basket ia, den iu go sitdaon long wea (ples fo sitdaon) oketa raetim lo card iu pikim ia.**

*[REGISTER PARTICIPANTS IN THE PARTICIPANT LIST. EVERY PLAYER DRAWS AN ID CARD FROM THE BAG AND THEN IS ASKED TO MOVE TO THE SEAT WITH THE SAME NUMBER ON IT AND WAIT FOR OTHER PARTICIPANTS]*

## BASIC INSTRUCTIONS

Greetings and welcome to all of you. My name is *[NAME OF ASSISTANT GIVING INTRODUCTION]* and this is IVO, a PhD student from the University of Marburg in Germany. Today's workshop is a different and entertaining way to actively participate in a study about individual decision making. This kind of study is conducted with people like you and me all over the world, Ivo did similar workshops for example in Africa and Asia. Today, we want to carry

out five games. In each of these games, you can earn “points” which are later converted into money that you can keep and take home. For converting your points, we use an exchange rate of 10 Points = \$1 SBD. Depending on the decisions made by you and other participants in these games, you can earn a considerable amount of money (on average about \$100 SBD). It is therefore very important that you listen to these instructions with care. The games are financed by the University of Marburg, for which Ivo is working. You should understand that this is not Ivo’s own money. It is money given to him by his university to do research for his PhD.

**Gudfala monin an mi laek sei welkam long iufala evriwan. Nem bilong me (.....) an weteim mi long hia hem IVO, wanfala PhD stiuden long Universiti of Marburg, long Germany. Disfala woksop hem lelebet difren an hem gutfala samtin fo iu barava tek pat long wanfala stadi abaot taem wanfala person hem mekem decisin. Dis kaen stadi ia hem save waka taem pipol olsem iu an mi waka tugeta an hem save hapen eni wea lo wold ia. Fo exampol, Ivo hem doim finis sem stadi olsem long Africa an Asia. Tudei, mifala laek fo doim five fala games or activitis. Long wanfala game, bae iu save winim ‘points’ an oketa points ia baebae mifala sensim go long seleni, an oketa seleni ia hem fo iu tekem fo iu nao. Fo iu sensim points go long seleni, bae umi iusim “exchange rate” wea hem 10 Points = \$1 SBD. Long oloketa decisins bae iu an oloketa nara frems ia bae tek pat ia, mekem, bae iu save winim poket money (wea save kasim \$100 or ovam lelebt). Dasta wae nao hem impoten iu mas herem gut long oloketa ruls blo games ia. University of Marburg, wea Ivo hem waka, nao givm seleni fo disfala woksop. Iu mas save dat hem no seleni bilong Ivo bata university bilong Ivo nao hem givim seleni fo hem mekem hem kam doim stadi ia fo PhD bilong hem.**

We are interested in your decisions during the activities. However, there are **no “right” or “wrong” answers**. After the activities you have to answer a few questions. This will take approximately 45 minutes. You will receive your payments only after everyone is finished with the interview.

**Mifala barava laekem nao oloketa decisins bilong iu long oketa activitis ia. Hem minim dat no eni ansa hem ron an no eni ansa hem raet. Taem oloketa aktiviti ia hem finis, baebae iu ansam moa samfala questens. Dat wan hem save tekem iu fo 45 minits. Oloketa seleni wea iu winim ia bae iu tekem taem evri wan finis weitem interviews ia.**

Some important remarks before we can start:

**Samfala impoten notes nmoa befoa iumi stat:**

1. In the games, your identity will be kept anonymous. This means that except for Ivo, no one will come to know of your identity. We are interested only in the decisions made by you and not your identity. This is the reason that we will not ask your name in any of the games. We will identify your decision in the game with an identity card like this (SHOW ID CARD). Please do not lose this card.

**Long oloketa games ia, bae nem blo iu hem haet. Hem minim dat no eni wan bae hem save long nem blo iu, bat Ivo nomoa bae hem save abaot. Wat mifala laekem nao oloketa decisins iu bae iu mekem, no oloketa names bilong iufala. Das da wae nao ba mifala no askem nem bilong iu taem iumi long games ia. Wat bae mifala doim nao ba mifala givm iu wanfala ID card, so dat decisins bilong iu hem bilong ID card mifala givim iu ia. So iu mas no lusim nao card ia.**

2. It is very important that you understand the game. Therefore we will check your understanding by asking each of you questions about the game. If you do not understand

the games you may always ask the assistants to explain the rules of the games again. But if you cannot answer the test questions after explaining them again, we will have to exclude you from the workshop and you will receive \$20 SBD from us. Therefore, it is important that you listen to the instructions carefully.

**Hem impoten dat iu save gud long oloketa games ia. So, bae mifala askem iu samfala questens fo testim save-samting bilong iu long games ia. Sapos iu no save abaot oloketa games ia gut, iu askem asistants ia fo oloketa tok abaotim moa evritin long games ia. Bat sapos iu no save ansam oloketa questens ia moa, bae mifala no tekem iu fo iu pat long disfala woksop, an bae mifala givm iu \$20. Das da wae nao hem impoten dat iu herem gutfala long oloketa ruls ia.**

3. We would like to keep the game anonymous, therefore, please do not discuss the game with each other. In case we find that you are discussing the game with other players, we will exclude you immediately from the game. In this case, you will **not receive any money**.

**Mifala laek fo kipim haet nao game ia, so plis iu no storim game ia weitem narawan moa. Sapos mifala lukim iu storim game ia weitem nara fren bilong iu, bae mifala aotim iu from game ia stret auwe. Sapos iu aot, ba iu no tekem eni seleni from mifala.**

4. If you have questions, always raise your hand and wait until one of the assistants comes to you. Then you can ask your question and the assistant will answer it. You are not allowed to talk to other participants during the workshop. You are not allowed to leave the room without permission. Please switch off your mobile phones and. If you violate this rule, you will be dismissed from the workshop and you will **not receive any money**.

**Sapos iu karem questens, iu mas apum han bilong iu an wait kasim taem wanfala asistan hem kam long iu. Den iu save askem questen blo iu mekem asistan hem helpem iu. Mifala no laek fo iu tok weitem nara fren long woksop ia. Bae iu no go aot saet tu ia sapos iu no askem mifala. Sapos iu karem mobile fon, iu ofum distaem nao. Sapos iu berekem oloketa ruls ia, bae iu go aout from woksop an bae iu no ricivim eni seleni.**

Thank you in advance for your effort and time.

**Tagio tumas fest-ting, fo hatiwaka an taem bilong iu.**

*[ASK GROUP]* Do you have any questions?

**Waswe, iu karem eni questens fo askem?**

## GAME 1

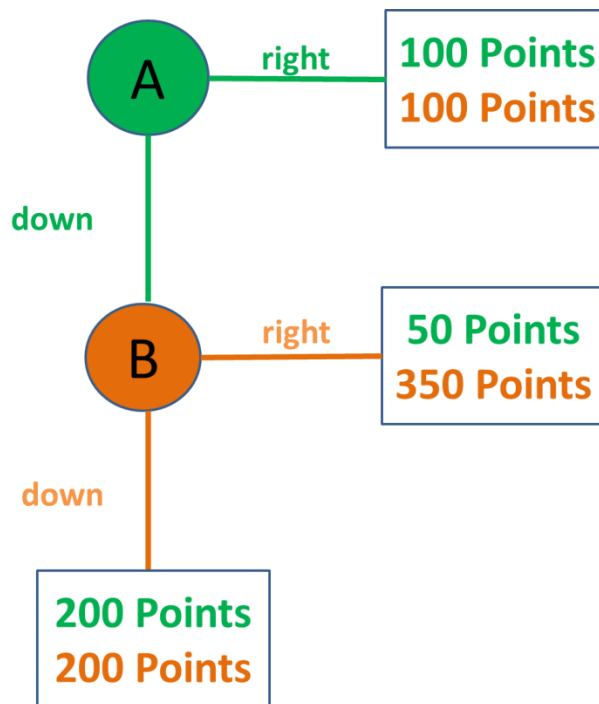
### GROUP INSTRUCTIONS (CLAIRE)

We will now start with the first game. During this game you will have the chance to earn points, which will be converted into cash at the end of today's session, using an exchange rate of 10 Points = \$1 SBD.

**Bae iumi stat long fest activiti. Long disfala game, bae iu save lake, fo winim 'points'. Baebae mifala sensim oloketa points ia go long seleni long 'exchange rate' 10 Points = \$1 SBD taem woksop hem finis tudei.**

We will use this poster to help explain the game. [SHOW GAME-TREE ON POSTER]

**Mifala bae iusim posta an piksa fo tok abaotim game ia.**



In this game you are either in the role of Player A (green) or Player B (orange). The other player is someone else in the room. Every player can choose “right” or “down”. First, Player A (green) chooses whether he or she wants to move down or right on the “game tree” [SHOW ON GAME TREE]. If he or she decides to move right then both players A and B receive 100 points and the game ends here [SHOW ON GAME TREE]. If Player A (green) decides to play “down” then the result depends on the choice of Player B (orange). If Player B (orange) chooses “down” as well, both of you earn 200 points [SHOW ON GAME TREE]. If Player B (orange) chooses “right” Player A (green) earns 50 points and Player B (orange) earns 350 points.

**Long disfala game, bae iu doim waka bilong Player A (green) or Player B (orange). Nara player ia hem wanfala insaet long rum ia. Evri player ia save sius fo muv go long raet “right” or daon “down”. Fest, Player A (green) bae siusim weta hem laek fo muv daon or raet long ‘game tree’ ia. Sapos hem mekem ap maen fo muv long raet, den tufala Player (A an B) bae winim 100 points fo wanfala, an den bae game finis long dea. Bata sapos Player A**

(green) hem mekem maen bilong hem fo mov daon, den hao mas ba tufala winim hem depen long wanem Player B hem siusim. Sapos Player B (orange) hem mekem maen bilong hem tu fo go daon, den tufala evri wan ba winim sem 200 points. Sapos Player B (orange) hem mekem maen fo mov raet, Player A (green) bae hem winim 50 points an Player B (orange) hem bae tekem 350 points.

You will not learn the identity of the person you are matched with, and vice versa your partner will never learn about your identity. Only Ivo will know who your partner is, but he will not tell anybody, neither now nor after the end of the workshop. *[ASK GROUP]* Have you understood this part?

**Baebae iu no save abaotim na narawan wea iutuala plei tugeta, an hem tu bae no save abaotim nem bilong iu. Bae Ivo seleva nao bae save hu nao bae hem plei weitem iu, bata ba hem no talem eni wan tu nomata afta woksop taem iumi finis. So hao, iu barava save an minim gud wanem mi jas tok abaotim?**

### EXAMPLES

I will now give you some examples

- Suppose Player A (green) decides to move right. Player B (orange) does not make any decision. Player A (green) and Player B (orange) will earn 100 points.
- Suppose Player A (green) decides to move down and Player B (orange) moves down as well. Then, both of you will earn 200 points.
- Suppose Player A (green) moves down and Player B (orange) moves right. Player A (green) will earn 50 points, while Player B (orange) gets 350 points.

If you have any questions, you may ask them now. *[IF YES, REPEAT THE EXAMPLES IN THE SAME ORDER.]*

**Distaem bae mi givm iu samfala exampol.**

- **Sapos Player A (green) hem mekem maen fo mov long raet. Baebae Player B (Orange) no siusim eni ting. Player A (green) an Player B (orange) bae winim 100 points.**
- **Sapos Player A (green) mekem maen fo mov daon an Player B (Orange) tu hem mov daon, bae tufala evri wan winim 200 points fo wanfala.**
- **Sapos Player A (green) hem mov daon an Player B (orange) hem mov go long raet. Player A (green) bae tekem 50 points, an Player B (orange) bae hem winim 350 points.**

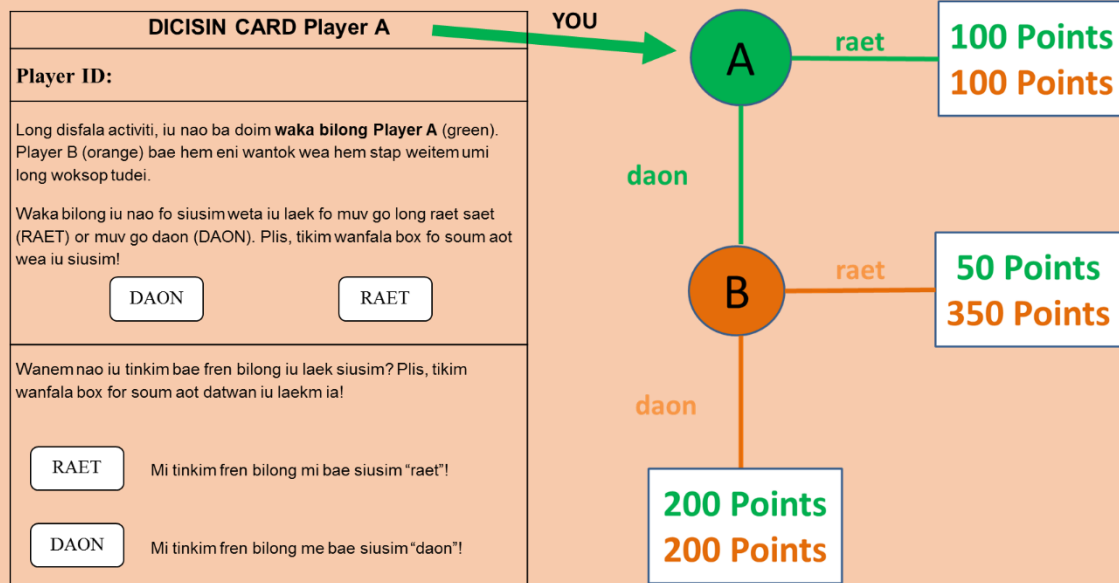
**Sapos iu karem eni questens, iu askem nao. *[SAPOS IA, TALEM MOA OLOKETA EXAMPOL IA OLOSEM]***

*[LOOK AT RANDOMIZATION SHEET FOR TODAYS SESSION; THEN CONTINUE WITH CORRECT TREATMENT]*

### **IF TREATMENT 1 [ONE-ROUND] – GROUP INSTRUCTIONS (CLAIRE)**

To play the game, you will get one of the following two DECISION CARDS depending whether you will be in the role of Player A or Player B *[SHOW THEM]*. You will be playing **only one round** together with your partner today and you will be either in the role of Player A or Player B. This round will be relevant for payoff, but you will only learn your earnings at the end

of the workshop.



Fo iu plei long disfala game, bae iu tekem wanfala long tufala “DICISIN CARDS” ia an hem depen weta bae iu doim waka bilong Player A or Player B. Bae wanfala raon nma iu plei tugeta weitem nara fren bilong iu tudei an bae iu tekem waka blo Player A or Player B. Hem tru dat bae iu tekem lelebt seleni long disfala raon, bata bae iu tekem wanem iu winim taem woksop hem finis nao.

Before you make your decision, please write down your player number in the row labelled “ID number”. Then you have to decide whether you want to choose “right” or “down” by marking your preferred choice on the DECISION CARD [SHOW THEM].

Befoa iu mekem-ap maen bilong iu, plis iu raetim daon Player namba bilong iu, saet long ples wea oloketa kolem long “ID namba.” Den tingting fo weta iu wante siusim “raet” or “daon.” Afta u mekem-ap maen bilong iu, iu raetim ansa bilong iu long DICISIN CARD. [SOUM LONG OLOKETA]

You are also asked to estimate whether your partner will choose “right” or “down” by marking your expectation on the DECISION CARD [SHOW THEM]. If you expect him or her to choose “RIGHT” “I expect my partner to choose right”. Otherwise you have to choose “DOWN” “I expect my partner to choose down”.

Mifala askem iu tu fo iu estimaitim weta bae fren bilong iu hem siusim “raet” or “daon” an den iu raetim wanem iu tinkim long DICISIN CARD ia. Sapos iu tink fren bilong iu hem bae siusim “raet” “Mi tink fren bilong mi bae siusim raet”. Bat sapos iu siusim “daon” “Mi tink fren bilong mi bae siusim daon”.

[ASK GROUP] Do you have any questions? Otherwise, we will call you one by one and ask some questions to check if you have understood the game or not.

[ASKEM OLOKETA] Waswe, iu garem eni questens? Sapos nomoa, bae mifala kolem wanfala man long wantaem, an den askem samfala questens fo mek sua iu barava save gut long game ia or nomoa.

[CALL PARTICIPANTS ONE BY ONE TO THE EXPERIMENTERS.]

## INDIVIDUAL CONTROL QUESTIONS

We kindly ask you now to answer some questions about the game. Do not worry if you are not able to answer all questions correctly immediately. You will have the chance to ask me questions before you make your decision and we will make sure that you understand the game. **Mifala bae askem iu nao fo ansam samfala questens abaotim game ia. Iu no wari tumas sapos iu no save ansam stret evri questens ia. Iu still garem taem fo askem mi eni questens befoa iu mekem up maen bilong iu. Mifala bae traem best fo iu save gud long game ia.**

*[ASK FOLLOWING QUESTIONS AND FILL ANSWERS INTO QUESTION FORM.]*

1. How many points do both Players receive if Player A (green) chooses “right” in the beginning of the game? *[Answer: 100 each]*

**Hao meni points nao tufala Players ia bae winim sapos Player A (green) hem siusim ‘raet’ long stating blong game ia? [Ansa: 100 fo wanfala]**

2. How many points do both players get if Player A (green) chooses “down” in the beginning and Player B (orange) also chooses “down”? *[Answer: 200 each]*

**Hao meni points nao bae tufala Players ia tekem sapos Player A (green) siusim “daon” long taem game hem stat an Player B (orange) hem siusim tu “daon”? [Ansa: 200 fo wanfala]**

3. What is the highest amount Player A (green) can earn? *[Answer: 200]*

**Wanem nao bikest points wea Player A (green) save winim? [Ansa: 200].**

4. What is the highest amount Player B (orange) can earn? *[Answer: 350]*

**Wanem nao bikest points wea Player B (orange) save winim? [Ansa: 350]**

5. How many rounds do you play today? *[Answer: one]*

**Hao meni raons nao bae iu plei tudei? [Ansa: wan]**

*[RECORD ANSWERS. FOR THOSE WHO DID NOT ANSWER CORRECTLY, REPEAT EXPLANATIONS AND REPEAT QUESTIONS. RECORD ANSWERS FOR SECOND AND THIRD TIME.][SEND PARTICIPANT BACK TO HIS SEAT]*

## GROUP INSTRUCTIONS

OKAY. Before we start, please don’t forget that you are not allowed to communicate!

Please remember that you will learn you’re earning from this part of the workshop only when we have finished the questionnaire at the end of this workshop.

**OK. Befoa umi stat, plis no forgetem dat hem tabu fo iu tok, smile, and kolem eni wan! Plis tinkim dat iu bae winim seleni long disfala woksop bata afta taem umi finism oloketa questens long end bilong woksop nao bae iu jas tekem hao mas iu winim.**

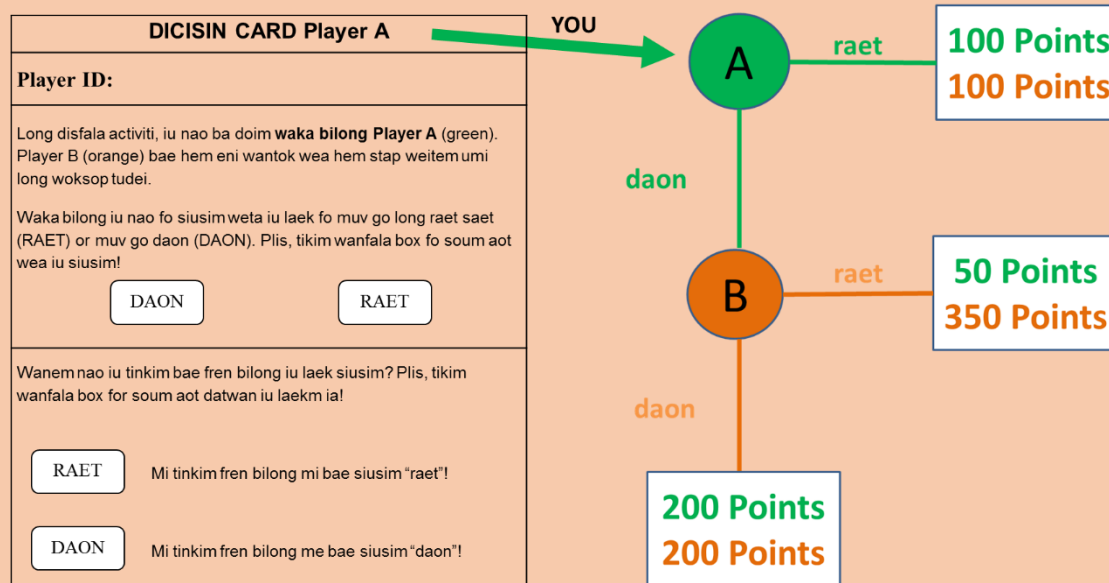
After you have made your decision, we ask you to remain seated. We will collect your DECISION CARDS and then continue with the next game.

**Afta iu mekem ap maen bilong iu, mifala askem iu fo sitdaon fastaem. Bae mifala kam tekem oloketa DICISIN CARDS ia an den muv go long nara aktiviti moa.**



## IF TREATMENT 2 [AMBIGUOUS ROUNDS] – GROUP INSTRUCTIONS

To play the game, you will get one of the following two DECISION CARDS depending whether you will be in the role of Player A or Player B [*SHOW THEM*].



Fo iu pleim disfala game, bae iu tekem wanfala long tufala DICISIN CARDS ia. Sapos bae iu doim waka bilong Player A den tekem DICISIN CARD Player A. Sem samtin fo Player B.

You might play **more than one round** with the **SAME** partner today. The number of rounds you will be playing today will be determined by throwing a die. After the end of the first round, we will throw a die and the game will continue for another round if not a “one” or “six” is rolled. If the game continues for another round, you will play with the same partner in the same role again. Before you make your decision, you will be informed about your partner’s decision in the previous round with a card like this where we mark your partner’s decision in the last round [*SHOW THEM FEEDBACK CARD*]. One of the rounds will be chosen randomly at the end of the workshop to be relevant for payoff by choosing a card from this opaque bag [*SHOW BAG*].

Hem save hapen dat bae iu pleim staka raon weitem sem fren tudei. Hao meni raons bae iu pleim tudei hem depen long resalt bilong die afta taem torowem. Taem fest raon hem finis, bae mifala torowem die an den bae game ia hem continiu fo nara raon, bata sapos “wan” or “six” nao hem sou aot, den bae no eni second raon moa. Sapos game hem continiu go long nara raon moa, baebae iu plei weitem sem fren bilong iu ia olsem iu jas doim finis. Bifoa iu mekem up maen bilong iu, bae mifala talem iu dicisin bilong fren bilong iu, long last raon wea mifala raetm long card, an card ia hem luk olsem diswan [*SOUM OLOKETA FEEDBACK CARD*]. Long taem woksop hem finis, bae mifala jas pikim olobaot nomoa wanfala long oloketa raons bilong iu from basket wea no eni wan save luk insaet ia [*SOUM BASKET*]. Becos bae card nao mifala pikim, hem bae sou aot hao mas iu winim.

Before you make your decision, please write down your player number in the row labelled

“ID number”. Then you have to decide whether you want to choose “right” or “down” by marking your preferred choice on the DECISION CARD *[SHOW THEM]*.

**Befoa iu mekem up maen bilong iu, plis iu raetim daon Player namba bilong iu lo saet long “ID Number”. Den iu mekem maen fo iu siusim “raet” or “daon”. Nao iu markim wanem iu siusim long DICISIN CARD ia *[SHOW THEM]*.**

You are also asked to estimate whether your partner will choose “right” or “down” by marking your expectation on the DECISION CARD *[SHOW THEM]*. If you expect him or her to choose “RIGHT” “I expect my partner to choose right”. Otherwise you have to choose “DOWN” “I expect my partner to choose down”.

**Mifala askem iu tu fo iu estimaitim weta bae fren bilong iu hem siusim “raet” or “daon” an den iu makim wanem iu tinkim long DICISIN CARD ia *[SHOW THEM]*. Sapos iu tink fren bilong iu bae siusim “raet” “Mi tink fren bilong mi bae siusim raet”. Bat sapos iu tinkim “daon” “Mi tink fren bilong mi bae siusim daon”.**

*[ASK GROUP]* Do you have any questions? Otherwise, we will call you one by one and ask some questions to check if you have understood the game or not.

**Waswe, iu karem eni questens? Sapos nomoa, bae mifala kolem iufala wanfala man long wantaem, an den askem samfala questens fo mek sua iu barava save gut long game ia or nomoa.**

*[CALL PARTICIPANTS ONE BY ONE TO THE EXPERIMENTERS.]*

## INDIVIDUAL CONTROL QUESTIONS

We kindly ask you now to answer some questions about the game. Do not worry if you are not able to answer all questions correctly immediately. You will have the chance to ask me questions before you make your decision and we will make sure that you understand the game.

**Mifala bae askem iu nao fo ansam samfala questens abaotim game ia. Iu no wari tumas sapos iu no save ansam oloketa questens ia stret. Iu still garem taem fo askem mi eni questens befoa iu mekem up maen bilong iu. Mifala bae traem best fo iu save gud long game ia.**

*[ASK FOLLOWING QUESTIONS AND FILL ANSWERS INTO QUESTION FORM.]*

1. How many points do both Players receive if Player A (green) chooses “right” in the beginning of the game? *[Answer: Both 100 points]*

**Hao meni points nao tufala Players ia bae winim sapos Player A (green) hem siusim ‘raet’ long stating blong game ia? *[Ansa: 100 points fo tufala]*.**

2. How many points do both players get if Player A (green) chooses “down” in the beginning and Player B (orange) also chooses “down”? *[Answer: Both 200 points]*

**Hao meni points nao bae tufala Players ia tekem sapos Player A (green) siusim “daon” long taem game hem stat an Player B (orange) hem siusim tu “daon”? *[200 points fo tufala]*.**

3. What is the highest amount Player A (green) can earn? *[Answer: 200 points]*

**Wanem nao bikest points wea Player A (green) save winim? [Ansa: 200 points]**

4. What is the highest amount Player B (orange) can earn? [Answer: 350 points]

**Wanem nao bikest points wea Player B (orange) save winim? [Ansa: 350]**

5. How many rounds do you play today? [Answer: not decided yet, depends on the outcome of the thrown number with the die]

**Hao meni raons nao bae iu plei tudei? [Ansa: no save iet, hem depen lon taem bae torowem die]**

*[RECORD ANSWERS. FOR THOSE WHO DID NOT ANSWER CORRECTLY, REPEAT EXPLANATIONS AND REPEAT QUESTIONS. RECORD ANSWERS FOR SECOND AND THIRD TIME.][SEND PARTICIPANT BACK TO HIS SEAT]*

### **GROUP INSTRUCTIONS**

OKAY. Before we start, please don't forget that you are not allowed to communicate!

Please remember that you will learn you're earning from this part of the game only when we have finished the questionnaire at the end of this workshop.

**OK. Bifoa umi stat, plis no fogetem dat hem tabu fo iu tok, smael, and kolem eni wan. Plis tinkim dat iu bae winim seleni long disfala woksop bata afta taem umi finism oloketa questens long end blong woksop nao bae iu jas tekem hao mas iu winim.**

After you have made your decision, we ask you to remain seated. We will collect your DECISION CARDS and then throw a die to determine whether we play another round.

**Afta iu mekem ap maen bilong iu finis, mifala askem iu fo sitdaon fastaem. Bae mifala kam tekem oloketa DICISIN CARDS ia den umi torowem die moa fo talem bae umi plei long nara raon moa or nomoa.**

*[IF NUMBER THROWN IS A "2", "3", "4" or "5"]* The outcome of the throw was a [...] and we continue with the task. We will shortly handout the decision cards again and provide you with the information about your partner's decision in the previous round. After you have made your decision, we ask you to remain seated. We will collect your DECISION CARDS and then throw a die to determine whether we play another round. *[BRING DECISION CARDS TO IVO. THEN REPEAT SAME PROCEDURE IF MATERIALS ARE READY]*

*[SAPOS NAMBA WEA SOU AOT HEM "2", "3", "4" or "5"]* bae resalt bilong torowem die hem [...] an iumi bae gohet weitem game ia. Kolsap bae mifala givim aot oloketa dicisin cards ia moa an bae givim iu tu wanem fren bilong iu hem siusim long raon hem jas finis. Afta iu mekem ap maen bilong iu, mifala askem iu fo sitdaon fastaem. Bae mifala kam tekem oloketa DICISIN CARDS an den torowem die ia fo talem weta bae umi plei long nara raon moa.

*[IF NUMBER THROWN IS A "1" or "6"]* There will be no more round played today. We will collect your DECISION CARDS and then continue with the next game.

*[SAPOS NAMBA WEA SOU AOT HEM "1" or "6"]* bae no eni raon moa fo pleim tudei. Bae mifala tekem oloketa DICISIN CARDS bilong iu den go on weitem nara game.

## GAME 2 – ROUND 1

### GROUP INSTRUCTIONS (CLAIRE)

During this game you will have the chance to earn points, which will be converted into cash at the end of today's session, using an exchange rate of 10 Points = \$1 SBD.

**Long disfala game, bae iu karem chans fo winim points. Bae umi sensim oloketa points ia go long seleni taem woksop hem finis long 'exchange rate 10 Points = \$1SBD**

In this task you will be paired with another person, whom we will refer to as the other for now. You will not learn the identity of the person you are matched with, and vice versa the other person will never learn about your identity. Only Ivo will know who the other person is, but he will not tell anybody, neither now nor after the workshop. *[ASK GROUP]* Have you understood this part?

**Long disfala aktiviti, bae iu joen weitem nara fren, an bae mifala kolem hem olsem nara fren bilong iu, distaem. Bae iu no save lo nem bilong hem, an hem tu bae no save abaot iu. Disfala man Ivo seleva nao bae save hu nao nara fren bilong iu ia, bata bae hem no talem eni wan distaem or nomata afta woksop hem finis bata hem bae no talem tu. U minim gud wanem me jas talem ia?**

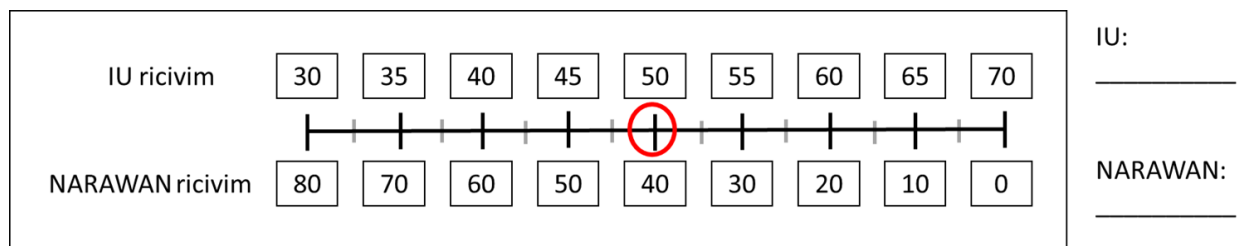
You will be making a series of decisions about allocating resources between you and another person. For each of the questions, we will ask you to indicate the distribution you prefer most by circling the respective position along the midline. You can only make one circle for each question. *[ASK GROUP]* Do you understand this?

**Baebae iu mekem samfala decisins abaotim hao iu tink fo searem tings olsem kaikai, seleni, and samfala impoten samtin betwin iu an nara fren ia. Long oloketa questens ia, mifala bae askem iu fo iu soum wanem kaen wei nao iu laek fo searem samtning weitem narafala. So bae iu raetm sekol raonim wea iu barava laekm folom laen long midol ia. Bae iu mekem jas wanfala sekol fo wanfala questen. Waswe, iu minim wanem mi jas talem?**

In the end one decision will be chosen randomly to be relevant for payoff for you and the other person by drawing a card from this bag *[SHOW BAG]*. *[ASK GROUP]* Do you understand this?

**Long taem woksop hem finis, bae mifala jas pikim eni wan long oloketa raons bilong iu from basket wea no eni wan save luk insaet ia *[SHOW BAG]*. Bikos bae card nao mifala pikim, hem bae sou aot hao mas iu winim. Waswe, iu minim wanem mi jas talem?**

Your decisions will yield money for both yourself and the other person *[SHOW EXAMPLE ON POSTER]*.



**Oloketa decisins iufala mekem ia hem fo iutufala bae tekem seleni long hem *[SOUM EXAMPOL LONG POSTA]*.**

*[ASK GROUP]* How much would you earn in this example and how much will the other person earn if you would circle here *[CIRCLE FOR 50/40 distribution]*? Here you would receive 50 points, while the other person receives 40 points *[GO ON WITH 2-3 MORE EXAMPLES]*. There are no right or wrong answers, this is all about personal preferences. After you have made your decision, write the resulting earnings for you and the other person on the spaces to the right. As you can see, your choices will influence both the amount of money you receive as well as the amount of money the other receives. You will get more information about your partner shortly in the individual instructions.

**Hao mas nao bae iu tekem long disfala exampol an hao mas nao bae narafala fren hem tekem sapos iu raetim sekol raonim dis taep of ricivim samting *[Circle for 50/40 distribution]*? Long dis taep, bae iu winim 50 points, and nara fren bilong iu bae tekem 40 points *[GO ON WITH 2-3 MORE EXAMPLES]*. No eni corect or rong ansa, bata hem abot wanem nao iu tinkim hem barava naes long iu. Taem iu mekem ap finis maen bilong iu, raetim daon nao hao meni points iu an fren bilong iu winim long speis saet long raet ia. Olsem iu lukim finis, dicisin bilong iu bae hem talem hao mas seleni bae iu tekem an haos mas bae fren bilong iu winim tu. Bae iu herem nao evri samting abotim nara fren bilong iu ia taem bae iumi go thru long oloketa ruls ia.**

**If you have any questions, you may ask them now.** Otherwise, we will call you one by one and ask some questions to check if you have understood the game or not. Therefore, please tell us if we need to repeat the examples or not. *[IF YES, REPEAT THE EXAMPLES IN THE SAME ORDER.]*

**Sapos iu karem eni questens, askem distime nao. Sapos nomoa, bae mifala koleman wanfala man seleva long wantaem, an askem hem samfala questens fo save iufala save gut long game ia or nomoa. So plis iu talem kam sapos iu laek fo mifala tok abot moa oketa exampols ia. *[IF YES, REPEAT THE EXAMPLES IN THE SAMR ORDER.]***

*[CALL PARTICIPANTS ONE BY ONE TO THE EXPERIMENTERS.]*

## **INDIVIDUAL INSTRUCTIONS**

### **Control Questions**

*[ASK FOLLOWING QUESTIONS AND FILL ANSWERS INTO QUESTION FORM. USE EXAMPLE POSTER FOR ILLUSTRATION]*

We kindly ask you now to answer some questions about the game. Do not worry if you are not able to answer all questions correctly immediately. You will have the chance to ask me questions before you make your decision and we will make sure that you understand the game.

**Mifala bae askem iu nao fo ansam samfala questens abaotim game ia. Iu no wari tumas sapos iu no save ansam stret evri questens ia. Iu still gareme taem fo askem mi eni questens bifo iu mekem up maen bilong iu. Mifala bae traem best fo iu save gud long game ia.**

1. How many points would you earn in this example?*[Answer: 50 points]*

**Hao meni points nao bae iu winim long disfala exampol? *[Ansa: 50 points]***

2. How many points would the other person earn in this example? *[Answer: 40 points]*

**Hao meni points nao bae nara fren bilong iu winim long disfala exampol? *[Ansa: 40 points].***

3. How do you indicate you preferred distribution between you and the other person *[Answer: By circling it on the midline of the slider.]*

**Hao nao fo iu soum dat iu laekem kaen taep ricivim samtin bitwin iu an nara fren bilong iu? *[Ansa: Raetim sekol raon smol laen long midol.]***

4. What payoff does your choice affect? *[Answer: My own payoff as well as the other's payoffs]*

**Taem iu mekem disisin long disfala game, bae hu nao wininm seleni? *[Seleni bae mi winim, and seleni bae fren bilong me winim.]***

*[RECORD ANSWERS. FOR THOSE WHO DID NOT ANSWER CORRECTLY, REPEAT EXPLANATIONS AND REPEAT QUESTIONS. RECORD ANSWERS FOR SECOND AND THIRD TIME.]*

### **DECISION TASK**

*[LOOK AT RANDOMIZATION SHEET; THEN CONTINUE WITH CORRECT DECISION CARD A OR B TO USE FOR ILLUSTRATION]*

Please remember that from now on your decision will affect your earnings and the two other person's earnings. For each of the following distributions you are asked to indicate your favorite allocation of points between you and two other persons. The other two persons are ...

OTHER PERSON *[USE WHEN IN HONIARA]*

- ... someone from the same **workshop** today AND
- ....someone from a low-lying **atoll** in Solomon islands **NOT from your tribe**.

OTHER PERSON: *[USE WHEN ON REEF ISLANDS]*

- ... someone from the same **workshop** today OR
- ....someone from the capital Honiara **NOT from your tribe**.

**Plis iu remembam dat stat distaem, wanem disisin iu mekem bae hem talem hao mas iu tekem an hao mas nara tufala ia bae tekem. Long oloketa taeps an weis bilong searem points ia, mifala askem iu for iu soum datwan wea iu barava laekem tumas ia fo umi lukim hao meni points bae iu an nara tufala fren bae tekem. Nara tufala fren nao .....**

**NARA WAN [LONG HONIARA],**

- .....eni fren hem kam long woksop tudei AN
- .....eni fren stap long “low-lying atoll” long Solomone Aelan, bat hem no bilong traeb bilong iu.

**NARA WAN [LONG Reef Aelans]**

- ....eni fren hem kam long sem woksop tudei OR
- ....eni fren stap long Honiara bata hem no bilong traeb bilong iu.

As shown in the example, you have to indicate on the midline which distribution of points you prefer by marking the respective position along the midline *[SHOW DECISION CARD]*. You have to make twelve decisions of distributing points between you and two other person's in total. Remember, that you can only make one mark for each question. *[GIVE SUBJECT TIME TO MAKE THEIR DECISIONS]*

**Olsem, hem talem long exampol ia, bae iu mas soum long laen long midol ia, hao nao iu barava laek fo points ia oloketa sharem. Bae iu makim nao disfala raet ples ontop long laen long midol ia *[SHOW DECISION CARD]*. Bae iu mekem nao 12 fala dicisins fo soum hao iu an nara tufala wantok ia bae tekem points long diferen amaont long points fo ricivim. Iu mas no foget dat wanfala dicisin nomoa fo iu mekem long wanfala questen. *[GIVE SUBJECT TO MAKE THEIR DECISIONS]*.**

Have you marked your choice on the midlines for each of the twelve decision and wrote down how much you and the other person earn?

**Waswe, iu makim finis wanem iu laekm ontop long midol laen ia fo 12 fala dicisins bilong iu? Waswe, iu raetim daon tu hao mas iu an nara fren ia winim?**

*[SEND PARTICIPANT BACK TO HIS SEAT, REMIND HIM OF NOT TALKING TO OTHER PARTICIPANTS AND CALL NEXT PARTICIPANT ON YOUR LIST]*

## INTERVIEW STAGE

*[LOOK AT RANDOMIZATION SHEET FOR TODAY'S TREATMENT]*

We would now like to talk to each one of you individually for about 5 to 10 minutes. Please remain silent until you are called by one of the assistants. *[START WITH THE FIRST PARTICIPANT ON YOUR LIST]*

**Mifala laek fo tok weitem wanfala long iufala seleva, fo 5 tu 10 minits olsem. Plis, iu stap qoaet kasim taem bae wanfala long oloketa asistants bae kolem iu. *[STAT WEITEM THE FEST WAN LONG LIST]*.**

### IF T0

*[PREPARE TABLET FOR PARTICIPANT; USE INTERVIEW GUIDE AND USE THE NOTES SHEET TO CATEGORIZE RESPONSE]*

Please take a few minutes to envision your everyday life circumstances. Visualize what happens on a typical day of yours. Try to include as much detail as possible (sights, places, people, feelings, etc.). Take three deep breaths before you begin to express your thoughts. Feel free to close your eyes during this task. You will be verbally instructed when to stop. *[MAXIMUM OF 5MINUTES]*

**Plis iu tekem 2-3 minits fo iu tinkim evri samtin save hapen long laef bilong iu. Iu tinkim wanem nao save hapen long oloketa deis bilong iu. Iu ting abaotm nao oloketa smol samtin olsem, wanem iu save lukim, ples, pipol, filins an samfala moa). Nao iu tekem 3fala biki brit-in, befo iu tok abaotim tingting bilong iu. Sapos iu laek satem tufala aes bilong iu, iu gohet nomo insaet long disfala aktiviti. Bae kasim taem wea bae mifala talem iu fo stop. *[TOTAL 5 MINITS]***

Thank you. We will now play a second round of the same game that you just played. *[CONTINUE WITH GAME 2 – ROUND 2 WITH THE SAME PARTICIPANT]*

**Tagio tumas. Distaem bae iumi plei long meke sekon raon moa long game iu jas pleim ia. *[GOHET LONG GAME 2 – RAON 2 WEITEM SEM FREN IA]***

### IF T1

*[PREPARE TABLET FOR PARTICIPANT; USE INTERVIEW GUIDE AND USE THE NOTES SHEET TO CATEGORIZE RESPONSE]*

Please take a few minutes to envision your everyday life circumstances TWENTY years in the future. Visualize what happens on a typical day of yours, TWENTY years from now. Try to include as much detail as possible (sights, places, people, feelings, etc.) when thinking about life TWENTY years from now. Take three deep breaths before you begin to express your thoughts. Feel free to close your eyes during this task. You will be verbally instructed when to stop. *[MAXIMUM OF 5MINUTES]*

**Plis iu tekem 2-3 minits fo iu tinkim evri samtin save hapen long laef bilong iu. Iu**



tinkim wanem nao save hapen long oloketa deis bilong iu. Iu ting abaotm nao oloketa smol samtin olsm, wanem iu save lukim, ples, pipol, filins an samfala moa). Nao iu tekem 3fala biki brit-in, befo iu tok abaotim tingting bilong iu. Sapos iu laek satem tufala aes bilong iu, iu gohet nomo insaet long disfala activiti. Hem bae kasim taem fo mifala talem iu fo stop. **[TOTAL 5 MINITS]**

Thank you. We will now play a second round of the same game that you just played. **[CONTINUE WITH GAME 2 – ROUND 2 WITH THE SAME PARTICIPANT]**

**Tagio tumas. Distaem bae iumi plei long sekon raon bilong sem game ia wea iu jus plei long hem finis [GOHET LONG GAME 2 – RAON 2 WEITEM SEM FREN IA]**

## **IF T2**

**[PREPARE TABLET FOR PARTICIPANT; SHOW VIDEO, USE INTERVIEW GUIDE AND USE THE NOTES SHEET TO CATEGORIZE RESPONSE]**

We kindly ask you to carefully watch the following video. **[WAIT UNTIL VIDEO IS FINISHED]** Before we start with the interview, could you please summarize what you have just seen in the video? **[RECORD ANSWERS ON TABLET]**

**Mifala askem iu fo iu barava luk folom vidio ia. Befoa iumi stat weitem oloketa intaviu questens ia, plis iu save storim smol kam nao wanem iu lukim long vidio? [RECODIM ANSA LONG TABLET]**

Please take a few minutes to envision how your everyday life circumstances might be like TWENTY years in the future. Please consider what you have just seen in the video when visualizing what happens on a typical day of yours, TWENTY years from now. Try to include as much detail as possible (sights, places, people, feelings, etc.) when thinking about life TWENTY years from now. Take three deep breaths before you begin to express your thoughts. Feel free to close your eyes during this task. You will be verbally instructed when to stop. **[MAXIMUM OF 5MINUTES]**

**Plis iu tekem 2-3 minits fo tink abaotim wanem bae hapen long oloketa samtin (gud, nogut) long evri dei laef bilong iu fo nara 20 fala yias bae hem kam. Nao iu putim maen bilong iu long wanem iu jas lukim long vidio ia, den iu tink abaotim wanem bae hapen long sem dei olsm, long 20fala yias from nao. Iu trae fo tinkim samtin olsm (wanem iu lukim, ples, pipol, filins, etc) taem iu tink abaotim laef long 20 fala yias. Nao iu tekem 3fala biki brit-in, befo iu tok abaotim tingting bilong iu. Sapos iu laek satem tufala aes bilong iu, iu gohet insaet long disfala activiti. Hem bae kasim taem fo mifala talem iu fo stop. **[TOTAL 5 MINITS]****

Thank you. We will now play a second round of the same game that you just played. **[CONTINUE WITH GAME 2 – ROUND 2 WITH THE SAME PARTICIPANT]**

**Tagio. Distaem, bae iumi pleim sekon raon long sem game wea iu jas pleim.**

## GAME 2 - ROUND 2

### DECISION TASK

*[USE SAME DECISION CARD FOR ILLUSTRATION AS IN FIRST ROUND]*

Please remember that from now on your decision will affect your earnings and the two other person's earnings. For each of the following distributions you are asked to indicate your favorite allocation of points between you and two different other persons. These other persons are always either ...

OTHER PERSON: *[USE WHEN IN HONIARA]*

- ... someone from the same workshop today OR
- ....someone from a low-lying atoll in Solomon islands NOT from your tribe.

OTHER PERSON: *[USE WHEN ON REEF ISLANDS]*

- ... someone from the same workshop today OR
- ....someone from the capital Honiara NOT from your tribe.

**Plis iu remembam dat stat distaem, wanem dicisin iu mekem bae hem talem hao mas iu tekem an hao mas nara tufala ia bae tekem. Long oloketa taeps an weis bilong searem points ia, mifala askem iu for iu soum datwan wea iu barava laekem tumas ia fo umi lukim hao meni points bae iu an nara tufala fren bae tekem. Nara tufala fren nao .....**

**NARA WAN *[LONG HONIARA]*,**

- .....eni fren hem kam long woksop tudei AN
- ....eni fren stap long “low-lying atoll” long Solomone Aelan, bat hem no bilong traeb bilong iu.

**NARA WAN *[LONG Reef Aelans]***

- ....eni fren hem kam long sem woksop tude OR
- ....eni fren stap long Honiara bat hem no bilong traeb bilong iu.

As shown in the example, you have to indicate on the midline which distribution of points you prefer by marking the respective position along the midline *[SHOW DECISION CARD]*. You have to make twelve decisions of distributing points between you and two other person's in total. Remember, that you can only make one mark for each question. *[GIVE SUBJECT TIME TO MAKE THEIR DECISIONS]*

**Olsem hem talem long exampol ia, bae iu mas soum long laen long midol ia, hao nao iu barava laek fo points ia oloketa sharem. Bae iu makim nao disfala raet ples ontop long laen long midol ia *[SHOW DECISION CARD]*. Bae iu mekem nao 12 fala dicisins fo soum hao iu an nara tufala wantok ia bae tekem points long diferen amaont long points fo ricivim. Iu mas no foget dat wanfala dicisin nma fo iu mekem long wanfala questen. *[GIVE SUBJECT TO MAKE THEIR DECISIONS]*.**

Have you marked your choice on the midlines for each of the twelve decision and wrote down

how much you and the other person earn?

*[CONTINUE DIRECTLY WITH GAME 3]*

**Waswe, iu makim finis wanem iu laekm ontop long midol laen ia fo 12 fala dicisins bilong iu? Waswe, iu raetim daon tu hao mas iu an nara fren ia winim?**

*[CONTINU NAO WEITEM GAME 3]*

### **GAME 3**

Do you like GOOD 1? (yes, no)

**Waswe, iu laekem GOOD 1? (ia, nomoa)**

[IF YES] Do you want XX units now or would you prefer to wait until the end of the workshop and receive XX units instead of XX? [RECORD ANSWERS ON DECISION CARD AND HANDOUT XX]

**[Sapos Ia], Waswe, iu laekem XX units distaem nao or iu wante weit fo end blong woksop nao fo iu tekem XX units, bata not XX? [REKOTIM ANSA LONG DICISIN CARD AN HANAOT XX].**

[IF NO] We also have GOOD 2. Do you want XX units now or would you prefer to wait until the end of the workshop and receive XX units instead of XX? [RECORD ANSWERS ON DECISION CARD AND HANDOUT XX]

**[SAPOS NOMOA] Waswe, iu laekem XX units distaem nao or iu wante weit fo end blong woksop nao fo iu tekem XX units, bata not XX? [REKOTIM ANSA LONG DICISIN CARD AN HANAOT XX].**

[IF MORE PARTICIPANTS ON LIST:SEND PARTICIPANT BACK TO HIS SEAT; START AT INTERVIEW STAGE WITH NEXT PARTICIPANT]

[IF YOU ARE FINISHED WITH ALL PARTICIPANTS START WITH GAME 4]

## GAME 4

Let's proceed with the fourth game. During this game you will have the chance to earn points, which will be converted into cash at the end of today's session, using an exchange rate of 10 Points = \$1 SBD.

**Iumi continiu weitem mekem 4<sup>th</sup> game. Long disfala game, bae iu karem taem fo winim points, an bae oloketa sensim fo seleni afta woksop finis long 'exchange rate' 10 points = \$1 SBD).**

In this game you **decide between getting a fixed amount and playing a risky lottery which could lead to a higher amount**. You can only select one of these two options. If you choose the fixed amount of money, you will be paid out the respective sum for certain. If you decide to play the lottery, you might even win more. However, there is a hook: in case of bad luck you might get considerably less. Today, we have three different lotteries that you play. One of them will be chosen randomly by drawing a card from the opaque bag. Only one decision in this lottery will be chosen by Ivo using a random generator to determine your payoff [USE BALLS, BAG AND POSTER FOR ILLUSTRATION]

**Long disfala game, bae iu mekem dicisin weta fo iu tekem fri points or iu plei long wanfala game wea iu save winim staka points sapos iu win. So bae iu siusim nao wanfala long tufala opson ia. Sapos iu siusim fri seleni ia, bae iu tekem stret wanem amaont iu tekem. Sapos iu tink fo plei long game ia, iu save winim staka seleni moa. Bata iu mas save tu dat sapos hem kam nogut fo iu, wanem iu winim bae hem barava smol. Tudei mifala karem 3 fala games fo winim seleni, an fo bae iu plei. Long wanfala long oloketa games ia, bae iu pikim eni wanfala card from basket an mek sua iu no luk insaet taem iu pikim. Baebae wanfala dicisin long disfala game nao Ivo hem siusim fo iu winim seleni. Ivo bae hem no lukim tu card wea hem bae siusim ia.**


The lottery looks as follows: We have an opaque bag containing **five red and five white balls**. [*SHOW BALLS AND BAG*]. At the end of all the games played today, the person sitting in the front row on my right hand side will draw a ball from this bag. In case you chose the lottery, the payoff will be determined as follows: If the ball is white, you win the higher amount from the lottery. If the ball is red, you win the lower amount from the lottery. [*ASK GROUP*] Have you understood this part?

**Hem nao hao game fo winim seleni hem bae waka. Mifala karem wanfala basket wea iu hat fo lukim insaet and hem karem 5 fala red and 5 fala waet bols [*SHOW BALLS AND BAG*]. Taem oloketa games ia finis, disfala wantok/fren wea sitdaon long rou long frant ia, long raet han saet bilong mi bae pikim wanfala bol from basket ia. Sapos iu siusim plei fo seleni ia, wanem bae iu winim hem bae olsem. Sapos bol ia hem waet, bae iu winim biki amaont. Sapos bol ia hem red, bae iu winim smol amaont.**

## EXAMPLE

[SHOW EXAMPLE DECISION SHEET ON POSTER]

PLAYER ID: \_\_\_\_\_

PLEI FO WINIM POINTS		Nr.	Option A		Option B	
		1	<input type="checkbox"/> Plei fo winim points	or	0 points	Tekem free points <input type="checkbox"/>
		2	<input type="checkbox"/> Plei fo winim points	or	50 points	Tekem free points <input type="checkbox"/>
		3	<input type="checkbox"/> Plei fo winim points	or	100 points	Tekem free points <input type="checkbox"/>
		4	<input type="checkbox"/> Plei fo winim points	or	150 points	Tekem free points <input type="checkbox"/>
		5	<input type="checkbox"/> Plei fo winim points	or	200 points	Tekem free points <input type="checkbox"/>
Winim 200 points		○ ○ ○ ○ ○				
Winim 0 points		● ● ● ● ●				

In this example, you win 200 points if we draw a white ball, whereas you win nothing if we draw a red ball. **You can see the payoff for each event on the left side of the decision sheet.** For visualization, you also see how many red and white balls are in the bag.

**Long disfala exampol, bae iu tekem 200 points sapos iu pikim waet bol, and bae iu no winim eni ting sapos iu pikim red bol. Iu save lukim wanem iu winim long left saet long dicisin Sheet ia. Fo lukluk bilong iu, bae iu lukim tu hao meni red an waet bols stap long basket ia.**

You can always decide between two options. **Option A** means that you want to play the lottery. **Option B** means that you will take a certain amount instead. Therefore, if you pick Option B, the outcome of the lottery no longer influences your earnings from this game. [ASK GROUP] Have you understood this part?

**Baebae iu sius betwin tufala opsons. “Option A” hem minim dat iu laek for plei lo game for winim seleni ia. “Option B” hem minim bae iu jas tekem amaont wea oloketa givim ia. Sapos iu pikim Option B, hem bae minim dat game ia no karem eni ting long wanem bae iu tekem. [ASK GROUP] Hao, iu save gut wanem mi jas talem kam ia?**

In this example, you have to make five decisions. In decision number one you decide between playing the lottery or receiving zero for sure. The second decision is about playing the lottery or receiving 50 points for sure (CONTINUE UNTIL 200 POINTS). You simply tick the box in each line which you think will be best for you. **You can only tick one box per line.** There could be more than five decisions to make for each lottery. [ASK GROUP] Have you understood this part?

**Long disfala exampol, iu bae mekem 5 fala dicisins. Long fest dicisin, weta bae iu mekem ap maen bilong iu fo iu plei long game fo winim points or fo iu no plei an no tekem eni point. Sekon dicisin hem abaot weta iu plei long game ia fo winim seleni, or iu bae tekem fri 50 points [CONTINUE UNTIL 200 POINTS]. Bae iu tikim nao smol box long oloketa laen ia fo soum datwan iu tinkim hem best fo iu. Tinkim gut dat iu save tikim wanfala box fo wanfala laen. [ASK GROUP]. Waswe, iu minim gut wanem mi jas talem?**

We are interested in the amount for which you will switch from preferring the lottery to preferring the sure amount. Most likely, you will begin by choosing the lottery for small sure amounts, and at a certain point switch to the sure amount as the latter increases. If you do not want the lottery at all, you can choose to get the sure amount in the first row and then continue with the sure amount for all choices (if you prefer 0 points over the lottery you should also prefer 50 points over the lottery and so on....). [ASK GROUP] Have you understood this part?

**Mifala barava laek fo lukim nao long wat fri points nao bae iu sensim maen bilong iu fo no siusim plei fo points. Hem luk olsem, bae iu stat fo siusim plei fo points ia, fo oloketa smol fri points, bata taem amaont long fri point hem go hae, bae iu stop fo siusim plei fo point. Sapos iu barava les long plei fo points, iu save sius fo tekem fri points fo evri dicisin bilong iu (Sapos iu laekm 0 point, ovam Option wea iu plei fo points, iu save siusim 50 points, winim disfala plei fo points.....etc...) [ASK GROUP] Waswe, iu minim gut wanem mi jas talem?**

Where you will switch from the lottery to the sure amount depends **entirely** on your **preferences** there are **no right or wrong answers**. However, you should NOT switch back and forth several times between lottery and sure amount! You will be excluded from the experiment if you do so or if it is not possible to clearly recognize your preference (for example, if you have not ticked any box for a given row or ticked both boxes for a given row). [ASK GROUP] Have you understood this part? Let us show you an example.

**Wea bae iu sensim maen fo no plei fo points an siusim fri points hem depen long wanem iu tinkim an laekem, so no eni ansa hem raet or rong. Bata iu mas no jump go long tufala saets (Plei fo points, an fri amaont). Sapos iu mekem olsem, an iu mekem dicisins wea hem no clia fo mifala luk save (e.g. sapos iu no tikim eni box fo wanfala rou, or iu tikim tufala box fo wan rou), bae mifala aotim iu from woksop ia. [ASK GROUP] Waswe, iu minim gut wanem mi jas talem?**

We play three different lotteries today. Remember, only one of these three lotteries will be randomly selected to be paid out at the end of our session today.

**Iumi plei long 3 fala games fo winim points tudei. Iu mas remembam, dat wanfala long oloketa nomoa bae iumi selektim weitem no eni faiva afta woksop hem finis tudei.**

Now we will call you one by one and ask six questions to check if you have understood the game. Therefore, please tell us if we need to repeat the examples or not. *[IF YES, REPEAT THE EXAMPLES IN THE SAME ORDER.]*

**Nao, mifala bae kolem iu wanfala long wantaem, an askem iu 6 fala questens fo mek sua iu barava save gut long game ia. So plis iu talem mifala, sapos iu laek fo mifala tok abaotim moa oloketa exampol an ruls ia. *[IF YES, REPEAT THE EXAMPLES IN THE SAME ORDER.]***

*[CALL PARTICIPANTS ONE BY ONE TO THE EXPERIMENTERS.]*

## **INDIVIDUAL INSTRUCTIONS**

*[ASK FOLLOWING QUESTIONS AND RECORD ANSWERS. FOR THOSE WHO DID NOT ANSWER CORRECTLY, REPEAT EXPLANATIONS AND REPEAT QUESTIONS. RECORD ANSWERS FOR SECOND AND THIRD TIME.]*

We kindly ask you now to answer some questions about the game. Do not worry if you are not able to answer all questions correctly immediately. You will have the chance to ask me questions before you make your decision and we will make sure that you understand the game.

**Mifala askem iu for distaem iu ansam samfala questen abaotim game ia. Iu no wari tumas sapos iu no save ansam evri questens ia stret. Baebae iu karem taem fo askem mi questens bifo iu mekem dicisin bilong iu an mifala mas mek sua iu barava save guti abaotim game ia.**

1. How much can you earn in the lottery by drawing a white ball in this example? *[ANSWER: 200]*

**Hao mas nao iu save winim long “Plei fo Points” ia sapos iu pikim waet bol long disfala exampol? *[ANSWER: 200]***

2. How much can you earn in the lottery by drawing a red ball in this example? *[ANSWER: 0]*

**Hao mas nao iu save winim long Plei fo Points” ia sapos iu pikim red bol long disfala exampol? *[ANSWER 0]***

3. How likely is it that a white ball gets drawn from the bag in this example? *[ANSWER: 50/50]*

**Wanem nao sans fo iu pikim wanfala waet bol insaet long basket long exampol? *[ANSA: 50/50]***

4. How likely is it that a red ball gets drawn from the bag in this example? *[ANSWER: 50/50]*

**Wanem nao sans fo iu pikim wanfala red bol insaet long basket long exampol? *[ANSA: 50/50]***

5. Look at the first decision to make on this example sheet. What would you earn by choosing option B? *[ANSWER: 0]*

**Luk long fest dicisin fo iu mekem long disfala exampol sheet. Wanem nao bae iu winim sapos iu siusim “Option B”? *[ANSWER: 0]***

6. Look at the second decision to make on this example sheet. What would you earn by choosing option B? *[ANSWER:200]*


**Luk long sekon dicisin fo mekem long disfala exampol sheet. Wanem nao bae iu winim sapos iu siusim “Option B?”**

*[IF CONTROL QUESTIONS ARE COMPLETED, START WITH THE FIRST DECISION]*

## DECISION 1

[USE POSTER OF LOTTERY 1 FOR ILLUSTRATION]

PLAYER ID: \_\_\_\_\_

PLEI FO WINIM POINTS 1		Nr.	Option A		Option B	
		1	<input type="checkbox"/> Plei fo winim points	or	70 points	Tekem free points <input type="checkbox"/>
		2	<input type="checkbox"/> Plei fo winim points	or	80 points	Tekem free points <input type="checkbox"/>
		3	<input type="checkbox"/> Plei fo winim points	or	90 points	Tekem free points <input type="checkbox"/>
		4	<input type="checkbox"/> Plei fo winim points	or	100 points	Tekem free points <input type="checkbox"/>
		5	<input type="checkbox"/> Plei fo winim points	or	110 points	Tekem free points <input type="checkbox"/>
		6	<input type="checkbox"/> Plei fo winim points	or	120 points	Tekem free points <input type="checkbox"/>
		7	<input type="checkbox"/> Plei fo winim points	or	130 points	Tekem free points <input type="checkbox"/>
		8	<input type="checkbox"/> Plei fo winim points	or	140 points	Tekem free points <input type="checkbox"/>
Winim 150 points	○ ○ ○ ○ ○					
Winim 60 points	● ● ● ● ●					

We now start with the first decision. In this lottery, you can win either 150 points if we draw a white ball [*SHOW WHITE BALL*] or 60 points if we draw a red ball [*SHOW RED BALL*]. On your decision sheet, you have to decide 8 times between playing the lottery and receiving an amount of money for certain. Please tick the boxes for each decision reflecting what you believe is best for you. When you have made a decision for each line, please put your pencil down. [*HAND OVER DECISION SHEET FOR FIRST LOTTERY AND WAIT FOR PARTICIPANT TO FINISH.*]

Thank you, we now proceed with the second decision.

Nao umi stat weitem fest dicisin. Long disfala game fo winim point ia, iu save winim 150 points sapos iu pikim waet ball [*SHOW WHITE BALL*] or 60 points sapos iu pikim nao wanfala red bol [*SHOW RED BALL*]. Long dicisin sheet ia, iu bae disaet 8 fala taems betwin fo “Plei fo Points” an fo iu risivim fri seleni. Plis iu tikim box ia fo soum wanem iu tinkim hem best fo iu. Taem iu makim finis dicisin bilong iu long oloketa laen ia, iu putim daon nao pensol bilong iu. [*HAND OVER DECISION SHEET FOR FIRST LOTTERY AND WAIT FOR PARTICIPANT TO FINISH.*]


Tagio an nao iumi muv go long sekon dicisin moa.



## DECISION 2

[USE POSTER OF LOTTERY 2 FOR ILLUSTRATION]

PLAYER ID: \_\_\_\_\_

PLEI FO WINIM POINTS 2		Nr.	Option A		Option B
		1	<input type="checkbox"/> Plei fo winim points	or	130 points Tekem free points <input type="checkbox"/>
		2	<input type="checkbox"/> Plei fo winim points	or	140 points Tekem free points <input type="checkbox"/>
		3	<input type="checkbox"/> Plei fo winim points	or	150 points Tekem free points <input type="checkbox"/>
		4	<input type="checkbox"/> Plei fo winim points	or	160 points Tekem free points <input type="checkbox"/>
		5	<input type="checkbox"/> Plei fo winim points	or	170 points Tekem free points <input type="checkbox"/>
		6	<input type="checkbox"/> Plei fo winim points	or	180 points Tekem free points <input type="checkbox"/>
		7	<input type="checkbox"/> Plei fo winim points	or	190 points Tekem free points <input type="checkbox"/>
		8	<input type="checkbox"/> Plei fo winim points	or	200 points Tekem free points <input type="checkbox"/>
		9	<input type="checkbox"/> Plei fo winim points	or	210 points Tekem free points <input type="checkbox"/>
		10	<input type="checkbox"/> Plei fo winim points	or	220 points Tekem free points <input type="checkbox"/>
		11	<input type="checkbox"/> Plei fo winim points	or	230 points Tekem free points <input type="checkbox"/>
		12	<input type="checkbox"/> Plei fo winim points	or	240 points Tekem free points <input type="checkbox"/>
		13	<input type="checkbox"/> Plei fo winim points	or	250 points Tekem free points <input type="checkbox"/>
		14	<input type="checkbox"/> Plei fo winim points	or	260 points Tekem free points <input type="checkbox"/>
		15	<input type="checkbox"/> Plei fo winim points	or	270 points Tekem free points <input type="checkbox"/>
Winim 300 points	○ ○ ○ ○ ○	16	<input type="checkbox"/> Plei fo winim points	or	280 points Tekem free points <input type="checkbox"/>
Winim 120 points	● ● ● ● ●	17	<input type="checkbox"/> Plei fo winim points	or	290 points Tekem free points <input type="checkbox"/>

We now proceed with the second decision. In this lottery, you can win either 300 points if we draw a white ball *[SHOW WHITE BALL]* or 120 points if we draw a red ball *[SHOW RED BALL]*. On your decision sheet, you have to decide 17 times between playing the lottery and receiving an amount for certain. Please tick the boxes for each decision reflecting what you believe is best for you. When you have made a decision for each line, please put your pencil down. *[HAND OVER DECISION SHEET FOR SECOND LOTTERY, WAIT FOR PARTICIPANT TO FINISH]*

Thank you, we now proceed with the last decision.


Nao iumi muv go long sekon dicisin. Long disfala game, iu save winim 300 points sapos iumi pikim waet bol *[SHOW WHITE BALL]* or 120 points sapos iumi pikim red bol *[SHOW RED BALL]*. Long dicisin sheet bilong iu, baebae iu disaet 17 fala taems betwin Plei fo winim Points an ricivim fri points. Plis iu tikim box ia fo soum wanem iu tinkim hem best fo iu. Taem iu makim finis dicisin bilong iu long oloketa laen ia, iu putim daon nao pensol bilong iu. *[HAND OVER DECISION SHEET FOR FIRST LOTTERY AND WAIT FOR PARTICIPANT TO FINISH.]*

Tagio an nao iu muv go long sekon dicisin moa.

### DECISION 3

[USE POSTER OF LOTTERY 3 FOR ILLUSTRATION]

PLAYER ID: \_\_\_\_\_

PLEI FO WINIM POINTS 3		Nr.	Option A		Option B
		1	<input type="checkbox"/> Plei fo winim points	or	220 points   Tekem free points <input type="checkbox"/>
		2	<input type="checkbox"/> Plei fo winim points	or	230 points   Tekem free points <input type="checkbox"/>
		3	<input type="checkbox"/> Plei fo winim points	or	240 points   Tekem free points <input type="checkbox"/>
		4	<input type="checkbox"/> Plei fo winim points	or	250 points   Tekem free points <input type="checkbox"/>
		5	<input type="checkbox"/> Plei fo winim points	or	260 points   Tekem free points <input type="checkbox"/>
		6	<input type="checkbox"/> Plei fo winim points	or	270 points   Tekem free points <input type="checkbox"/>
		7	<input type="checkbox"/> Plei fo winim points	or	280 points   Tekem free points <input type="checkbox"/>
		8	<input type="checkbox"/> Plei fo winim points	or	290 points   Tekem free points <input type="checkbox"/>
Winim 300 points	○ ○ ○ ○ ○				
Winim 210 points	● ● ● ● ●				

In this lottery, you can win either 300 points if we draw a white ball *[SHOW WHITE BALL]* or 210 points if we draw a red ball *[SHOW RED BALL]*. On your decision sheet, you have to decide 8 times between playing the lottery and receiving an amount of for certain. Please tick the boxes for each decision reflecting what you believe is best for you. When you have made a decision for each line, please put your pencil down. *[HAND OVER DECISION SHEET FOR THIRD LOTTERY AND WAIT FOR PARTICIPANT TO FINISH]*

Thank you, we are now finished with this game.

Long disfala Plei fo winim points, iu save winim 300 points sapos iu pikim waet bol *[SHOW WHITE BALL]* or 210 points sapos iumi pikim red bol *[SHOW RED BALL]*. Long dicisin sheet bilong iu, baebae iu disaet 8 fala taems bitwin Plei fo winim Points an ricivim fri points. Plis iu tikim box ia fo soum wanem iu tinkim hem best fo iu. Taem iu makim finis dicisin bilong iu long oloketa laen ia, iu putim daon nao pensol bilong iu. *[HAND OVER DECISION SHEET FOR FIRST LOTTERY AND WAIT FOR PARTICIPANT TO FINISH.]*

Tagio tumas an nao iumi finis weitem dis game.

*[ONLY FOR T2]* Before we continue with the last game, I would like to ask you a few questions. *[USE CORRECT SURVEY ON THE TABLET]*

Befo iumi muv on long las game, me laek fo askem lelebet questens

Thank you. Please go back to your seat and wait until everyone is finished with this game.

Tagio tumas. Plis iu go baek long wea iu sidaon an weit kasim taem evriwan finis weitem game.

*[SEND PARTICIPANT BACK TO HIS SEAT, REMIND HIM OF NOT TALKING TO OTHER PARTICIPANTS AND CALL NEXT PARTICIPANT ON YOUR LIST]*

## GAME 5

We now proceed with the last game.

**Iumi muv go long las game.**

During this game you will have the chance to earn points, which will be converted into cash at the end of today's session, using an exchange rate of 10 Points = \$1 SBD.

**Long disfala game, bae iu garem chans fo winim points. Bae mifala sensim oloketa go long seleni taem woksop hem finis, long 'exchange rate' 10 Points = \$1 SBD**

In this game, you do not play with the same person as before. You are again randomly matched with another participant in this room– this will be your partner in this game. You will not learn the identity of the person you are matched with, and vice versa your partner will never learn about your identity. Only Ivo will know who your partner is, but he will not tell anybody, neither now nor after the end of the game. *[ASK GROUP]* Have you understood this part?

**Long disfala game, iu bae no plei weitem sem fren olsem bifo. Bae iu plei weitem eni fren long disfala rum, an hem bae selektim wanfala weitem no eni faiva. Bae iu no save long nem bilong fren ia wea bae iutufala plei ia, an hem tu bae no save long iu. Disfala man Ivo seleva nao bae save long hu nao patna bilong iu, bata bae hem no talem long eni wan distaem an nomata taem woksop hem finis *[ASK GROUP]*. Waswe, iu minim gut wanem mi talem kam ia?**

You and your partner both receive 100 points in the beginning. You then have to decide whether to reduce your partner's income or to leave it as it is. Reducing your partner's income will cost you 10 points. By paying 10 points, you can reduce the other partner's income by 50 points. Your partner simultaneously (at the same time) takes the same decision. He or she can also choose between leaving your income untouched or reducing it by 50 points. Your partner will incur the same cost – 10 points - if he or she chooses to reduce your income. *[ASK GROUP]* Have you understood this part?

**Bae iu an nara patna bilong iu tekem 100 points long statin. Nao bae iu mekem ap maen bilong iu weta fo iu tekem aot seleni bilong patna bilong iu or fo iu livim olsem hem stap. Sapos iu tekem aot seleni bilong fren bilong iu, bae hem costim iu 10 points. Taem iu pei long 10 points, bae seleni bilong fren bilong iu bae hem daon ran daon long 50 points. Long sem taem, bae fren bilong iu tekem tu sem dicisin. Bae hem mekem ap own maen bilong hem fo siusim bitwin no doim eni ting long seleni bilong iu or bae tekem aot 50 points bilong iu. Baebae fren bilong iu hem lusim sem cost – 10 Points if hem wante tekem aot seleni bilong iu. *[ASK GROUP]***

I will now give you some examples. *[PLEASE READ THE FOLLOWING EXAMPLES LOUDLY, SLOWLY AND CLEARLY]*

**Bae mi givm iu samfala exampols.**

- If both of you choose to leave the other person's income unaltered, both of you will earn the 100 points that you got at the beginning.
- **Sapos iu mekem ap maen bilong iu fo no sensim eni ting long seleni bilong hem, bae iutufala evriwan tekem 100 points wea iutufala tekem long statin.**

- If both of you choose to reduce the other person's income, both of you will earn 40 points (100-50-10=40).
- **Sapos iu tufala evri wan mekem ap maen fo tekem aot seleni bilong iutufala, bae iutufala tekem 40 points fo wanfala.**
- If you choose to reduce your partner's income, but he/she decides to leave your income unaltered, you will earn 90 points and your partner will earn 50 points.
- **Sapos iu laek fo tekem aot seleni bilong fren bilong iu, an den hem laek fo livim seleni bilong iu stap semsem, bae iu winim 90 points and fren bilong iu bae tekem 50 points.**
- If you choose not to reduce your partner's income, but he/she decides to reduce your, you will earn 50 points and your partner will earn 90 points.
- **Sapos iu mekem ap maen fo no tekem aot seleni bilong fren bilong iu, bata hem laek fo tekem aot seleni bilong iu, bae iu tekem 50 points an fren bilong iu nao bae tekem 90 points.**

To play the game, you will get the following DECISION CARD: [SHOW THEM]

<b>GAME 5 DICISIN CARD</b>	
<b>Player ID:</b>	
<p>Iu karem <b>100 points</b> long disfala activiti.</p> <p>Waswe, iu laek spentim 10 points bilong iu fo tekem aot 50 points long seleni bilong fren bilong iu? Plis, tikim wanfala box fo soum aot tingting bilong iu!</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div style="border: 1px solid black; border-radius: 10px; padding: 5px 15px; text-align: center;">IA</div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px 15px; text-align: center;">NOMOA</div> </div>	
<p>Waswe, iu tinkim fren bilong iu bae hem spentem 10 points bilong hem fo tekem aot 50 points long seleni bilong iu? Plis, siusim wanfala:</p> <div style="display: flex; flex-direction: column; align-items: flex-start; margin-top: 10px;"> <div style="display: flex; align-items: center; margin-bottom: 10px;"> <div style="border: 1px solid black; border-radius: 10px; padding: 5px 15px; text-align: center; margin-right: 10px;">IA</div> <div>la, mi tinkim fren bilong mi bae reducim seleni bilong mi!</div> </div> <div style="display: flex; align-items: center;"> <div style="border: 1px solid black; border-radius: 10px; padding: 5px 15px; text-align: center; margin-right: 10px;">NOMOA</div> <div>Nomoa, mi no tinkim fren bilong mi bae reducim seleni bilong mi!</div> </div> </div>	

### **Fo iu plei long game ia, bae mifala givim iu DICISIN CARD**

Before you make your decision, please write down your player number in the row labelled “ID number”. Then you have to decide whether you want to pay 10 points to reduce the income of your partner by 50 points or not by marking your preferred choice on the DECISION CARD. Please remember, that you get 100 points. Your partner simultaneously takes the same decision.

**Bifo iu mekem dicisin bilong iu, plis iu raetim daon nao player namba bilong iu long saet long ples oloketa kolek “ID Number”. Den bae iu mekem ap maen bilong iu weta iu laek fo pei 10 points fo tekem aot 50 points long seleni bilong fren bilong iu or nomoa, an iu raetim ansa bilong iu long DICISIN CARD ia. Remembam nomoa dat iu tekem 100 points, an fren bilong iu tu tekem sem amaont.**

You are also asked to estimate if your partner will reduce your income by 50 points at the cost of 10 points by marking your expectation on the DECISION CARD. If you expect him or her to reduce your income, please choose “Yes, I expect my partner to reduce my income”. Otherwise you have to choose “No, I do not think my partner will reduce my income”.

**Mifala askem iu tu fo estimaitim nao weta fren bilong iu bae iusim 10 points bilong hem fo tekem aot 50 points bilong iu. Iu raetim ansa bilong iu long DICISIN CARD ia. Sapos iu tinkim bae hem tekem aot seleni bilong iu, plis siusim “Ia, mi tink bae fren ia ridiucim seleni bilong mi”. Sapos nomoa, iu siusim “Nomoa, mi no tinkim bae fren ia tekem aot eni ting long seleni bilong mi.”**

**OKAY. Before we start, please don’t forget that you are not allowed to communicate!**

**Please remember that you will learn you’re earning from this part of the game only when we have finished the questionnaire at the end of this workshop.**

**ORAET. Befo iu stat, plis iu no fogetem dat bae iu mas no tok weitem eni wan.**

**Plis, remembam dat iu bae tekem oloketa seleni iu winim distaem ia long afta taem iumi finisim oloketa questens an afta woksop hem finis.**

After you have made your decision, we ask you to remain seated. We will collect your DECISION CARDS and then continue with the questionnaire.

**Taem iu mekem ap maen bilong iu finis, mifala laek fo iu sitdaon fastaem. Bae mifala kam araon fo tekem oloketa DICISIN CARDS ia an den iumi gohet moa wetem oloketa questens ia.**

# QUESTIONNAIRE

For the following questionnaire you will receive an **additional** payoff. However, this payoff is not the same for every participant. You determine your own payoff by throwing a die twice as soon as you are asked to. Your **first throw decides** on how much you receive. The **second throw** only **serves** to make sure that the **die is working properly**. You may of course throw the die more than twice. **However, only the first throw counts**. You will receive the following decision card [SHOW THEM], on which you can see how much your earn depending on the number thrown by you.

DICISIN CARD						
Player ID: _____						
Plis iu mas remembam fest namba hem sou aot taem iu torowem die. Afta iu torowem die finis, iu raetim daon na fest namba hem sou aot, an iu mas raetim tu hao meni points iu winim.						
Namba sou aot:		<input type="text"/>		Points iu winim:		<input type="text"/>
Namba sou aot an points iu save winim taem u torowem die.						
Namba sou aot:	1	2	3	4	5	6
Points iu winim:	20	40	60	80	100	0

From oloketa questens ia, bae iu tekem samfala extra seleni moa. Bata wanem bae iu tekem bae hem no semsem olsm oloketa nara frems bilong iu ia. Bae iu seleva nao plei fo winim hao meni points iu laekem, taem ba mifala askem iu fo torowem die ia. Fest taem iu torowe bae hem talem hao mas bae iu tekem. Sekon taem iu torowem hem fo mek sua nma dat die hem waka gut. Hem oraet sapos iu wante torowem die staka taems. Bata, fest taem iu torowem nao bae kaontim. Bae iu tekem dicisin card ia [SHOW THEM], an hem nao bae soum iu hao mas iu winim.

Please write down your ID number on this decision card. Only you will know the first number you have thrown, nobody else. If you have any question, please raise your hand and one of us will come to your place.

Plis iu raetim daon ID namba bilong iu long dicisin card ia. Bae iu seleva nao save long fest namba hem sou taem iu torowe, no eni wan moa. Sapos iu garem questen, plis iu apum hand and wanfala long mifala bae kam fo helpem iu.

Do you have any more questions? Then we can begin...

Waswe, iu garem eni questens? Sapos nomoa, den iumi save stat.

[START DISTRIBUTING CUPS, DICE AND DECISION CARDS]

Please keep in mind the first number you have thrown.

**Plis iu mas tinkim nao fest namba hem sou aot taem iu torowem die.**

Please throw the die now.

**Nao iu torowem die ia.**

If you are done throwing the die, please fill in the first number you have thrown and we ask you to remain seated. We will collect your DECISION CARDS and then continue with the questionnaire.

**Taem iu finis weitem die, plis iu raetim insaet fest namba iu torowem an iu mas sitdaon long ples bilong iu. Bae mifala kam tekem DICISIN CARDS ia den muv go long oloketa questens ia.**

We have organized some snacks and drinks, which you can have while you have to wait for the first participants to finish the questionnaire.

**Mifala tekem kam samfala smol kaikai an wata fo iu kakaim taem iu weit fo fest wantok wea hem go insaet mekem hem finism oloketa questens bilong hem.**

*[IF ALL SURVEYS ARE CONDUCTED, START WITH PAY-OUT EXPLANATION]*

## PAYOFF

### GAME 1 *[FOR AMBIGUOUS ONLY]*

We will now decide by throwing a die which round in the first game is relevant for payoff today. [LET ONE OF THE PARTICIPANTS THROW THE DIE; SHOW OTHERS]

**Bae mifala mekem maen wanem raon long fest game nao hem fit fo seleni bilong iu. Wanfala card nao fo evri raon iu plei long hem tudei insaet long basket.**

### GAME 2:

We will now decide by throwing a die which round in the second game is relevant for payoff today. There is one card for each of the twelve distributions in the bag. [LET ONE OF THE PARTICIPANTS THROW THE DIE; SHOW OTHERS] & [SHOW CORRESPONDING DECISION AGAIN ON POSTER]

**Bae mifala disaet wanem raon long sekon game hem fit fo pei bilong iu tudei. Wanfala card nao fo wanfala long 12 fala weis bilong sharem samtin, insaet long basket.**

### GAME 4:

To determine which lottery will be relevant for payment, we will throw a die again. We will now determine the outcome of the lottery by drawing a ball from this bag [LET ONE OF THE PARTICIPANTS PICK A BALL FROM THE BAG]. Ivo will use a random generator now to select the relevant line in the lottery relevant for payoff for everyone. [SHOW LOTTERY AGAIN AND WHICH LINE WAS CHOSEN BY RANDOM GENERATOR]

**Nao bae mifala nao disaet fo wat kaen game long 3fala Plei fo winim Points ia nao bae iu tekem pei long hem. So nao, bae iusim baek moa oloketa bols ia weitem nambas from 1 tu 3 long oloketa. Bae Ivo nao selektim nao wanem laen long ‘Plei fo Point’ nao hem fit fo evri wan long wei bae hem no faivam eni wan.**

## PAYOFF

We will now give you your earnings. Please stay seated for now and wait until your player number is called, then come to see Ivo at the front desk. Please take your card with the player number on it with you and give it back to us. Make sure that you take all your belongings with you when you depart from the room.

**Distaem bae mifala givim iufala nao oloketa seleni iufala winim. Plis iu sitdaon long ples bilong iu kasim taem bae mifala kolem ID namba bilong iu, den iu jas kam an lukim Ivo lo ples hem stap ia. Plis iu tekem card bilong iu weitem Player namba ia, den iu givim kam baek long mifala. Mek sua, iu tekem evri ting bilong iu weitem iu taem iu go from rum ia.**

*[CALL EACH PARTICIPANT SEPARATELY TO THE FRONT TO RECEIVE PAYMENT + TEMPTATION GOOD. MAKE SURE THE PARTICIPANTS LEAVE THE AREA AND DO NOT WITNESS THE PAY-OFF GIVEN TO OTHER PARTICIPANTS.]*