

## Supporting Methods

### I. Instruction for the Proposer in No Emotion Expression (NEE) Treatment

#### Instructions

Thank you for coming! You've earned \$5 for showing up on time. Whatever you earn in the rest of the session will be in addition to this \$5. The instructions explain how you can make decisions. Please read these instructions carefully! There is no talking at any time during this experiment. If you have a question please raise your hand, and an experimenter will assist you.

You are in Room A. You will be randomly and anonymously paired with someone in Room B. You will never be informed of the identity of this person, either during or after the experiment. Similarly, your matched participant will never be informed about your identity. You are in the role of **Divider** and your matched participant is in the role of **Designator**. You and the Designator will participate only once in this decision problem.

This is how the experiment works.

The task of each pair is to divide either \$0 or \$20 between the two of you. How much money you end up with at the end of the experiment depends on the decisions both people in the pair make.

#### Divider (You)

You will first choose a Dividing Rule (described in detail below). A dividing Rule determines how much of each dollar will go to the Divider (you) and how much will go to the Designator (your counterpart).

#### **Dividing Rule**

The possible divisions must be chosen from the table below. You must choose only one of them.

<b>Possible Dividing Rules</b>	<b>Of each Dollar to divide, the rule is</b>
<b>A</b>	Divider gets <b>90¢</b> and Designator gets <b>10¢</b>
<b>B</b>	Divider gets <b>80¢</b> and Designator gets <b>20¢</b>
<b>C</b>	Divider gets <b>60¢</b> and Designator gets <b>40¢</b>
<b>D</b>	Divider gets <b>50¢</b> and Designator gets <b>50¢</b>
<b>E</b>	Divider gets <b>40¢</b> and Designator gets <b>60¢</b>
<b>F</b>	Divider gets <b>20¢</b> and Designator gets <b>80¢</b>
<b>G</b>	Divider gets <b>10¢</b> and Designator gets <b>90¢</b>

#### Designator (Your counterpart)

Given the dividing rule that you chose, the Designator decide how many dollars, either \$0 or \$20, will be divided.

If the Designator chooses to divide \$0, then both you and your Designator will get \$0 no matter which rule is chosen by you. If the Designator chooses to divide \$20, the earnings of you and your Designator are listed in the table below, and depend on which dividing rule you chose.

<b>Of each Dollar to divide, the rule chosen by the Divider(You) is</b>	<b>If Designator chose to divide \$20</b>
<b>A</b> Divider gets <b>90¢</b> and Designator gets <b>10¢</b>	Divider gets <b>\$18</b> and Designator gets <b>\$2</b>



the Designator will show the experimenter the tag letter and will be paid according to the corresponding decision card.

**Throughout this experiment, you won't meet any Designator in Room B.**

### **End of Instructions**

Please raise your hand to indicate that you are finished reading these instructions. When you do, an experimenter will give you a few questions to ensure that you understand how you make decisions.

## **II. Instruction for the Responder in NEE Treatment**

### **Instructions**

Thank you for coming! You've earned \$5 for showing up on time. Whatever you earn in the rest of the session will be in addition to this \$5. The instructions explain how you can make decisions. Please read these instructions carefully! There is no talking at any time during this experiment. If you have a question please raise your hand, and an experimenter will assist you.

You are in Room B. You will be randomly and anonymously paired with someone in Room A. You will never be informed of the identity of this person, either during or after the experiment. Similarly, your matched participant will never be informed about your identity. You are in the role of **Designator** and your matched participant is in the role of **Divider**. You and the Divider will participate only once in this decision problem.

This is how the experiment works.

The task of each pair is to divide either \$0 or \$20 between the two of you. How much money you end up with at the end of the experiment depends on the decisions both people in the pair make.

### **Divider (Your counterpart)**

The Divider will first choose a Dividing Rule (described in detail below). A dividing Rule determines how much of each dollar will go to the Divider and how much will go to the Designator (you).

### **Dividing Rule**

The possible divisions must be chosen from the table below. The Divider must choose only one of them.

<b>Possible Dividing Rules</b>	<b>Of each Dollar to divide, the rule is</b>
<b>A</b>	Divider gets <b>90¢</b> and Designator gets <b>10¢</b>
<b>B</b>	Divider gets <b>80¢</b> and Designator gets <b>20¢</b>
<b>C</b>	Divider gets <b>60¢</b> and Designator gets <b>40¢</b>
<b>D</b>	Divider gets <b>50¢</b> and Designator gets <b>50¢</b>
<b>E</b>	Divider gets <b>40¢</b> and Designator gets <b>60¢</b>
<b>F</b>	Divider gets <b>20¢</b> and Designator gets <b>80¢</b>
<b>G</b>	Divider gets <b>10¢</b> and Designator gets <b>90¢</b>

### **Designator (You)**

Given the dividing rule that the Designator chose, you decide how many dollars, either \$0 or \$20, will be divided.



After all of the Designators have finished, the experimenter will take all of the envelopes to Room A and return the envelopes to their Dividers, according to their tag letters. When the Divider gets his/her envelope, he/she will see his/her Designator's decision.

**Step 5: Receive cash payment privately**

Each Divider will be called one by one to the experimenter. When called, the Divider will take his/her decision card, and the experimenter will calculate his/her final earnings and pay him/her privately. Then the Divider will exit the lab and drop all the other supplies into the box near the monitor room. The Designators will be paid after all of the Dividers have been paid and have left the lab. When called, the Designator will show the experimenter the tag letter and will be paid according to the corresponding decision card.

**Throughout this experiment, you won't meet any Divider in Room A.**

**End of Instructions**

Please raise your hand to indicate that you are finished reading these instructions. When you do, an experimenter will give you a few questions to ensure that you understand how you make decisions.

**III. Instruction for the Proposer in Emotion Expression (EE) Treatment**

**Instructions**

Thank you for coming! You've earned \$5 for showing up on time. Whatever you earn in the rest of the session will be in addition to this \$5. The instructions explain how you can make decisions. Please read these instructions carefully! There is no talking at any time during this experiment. If you have a question please raise your hand, and an experimenter will assist you.

You are in Room A. You will be randomly and anonymously paired with someone in Room B. You will never be informed of the identity of this person, either during or after the experiment. Similarly, your matched participant will never be informed about your identity. You are in the role of **Divider** and your matched participant is in the role of **Designator**. You and the Designator will participate only once in this decision problem.

This is how the experiment works.

The task of each pair is to divide either \$0 or \$20 between the two of you. How much money you end up with at the end of the experiment depends on the decisions both people in the pair make.

**Divider (You)**

You will first choose a Dividing Rule (described in detail below). A dividing Rule determines how much of each dollar will go to the Divider (you) and how much will go to the Designator (your counterpart).

**Dividing Rule**

The possible divisions must be chosen from the table below. You must choose only one of them.

<b>Possible Dividing Rules</b>	<b>Of each Dollar to divide, the rule is</b>
<b>A</b>	Divider gets <b>90¢</b> and Designator gets <b>10¢</b>
<b>B</b>	Divider gets <b>80¢</b> and Designator gets <b>20¢</b>
<b>C</b>	Divider gets <b>60¢</b> and Designator gets <b>40¢</b>



After finishing the decision, the Divider will also write down the tag letter on the back of the decision cards and put it into his/her envelope. After every Divider has finished, the experimenter will take the envelopes to Room B.

### **Step 3: Designator makes a decision**

The experimenter will give each Divider's envelope to his/her Designator according to the tag letter on the card. The designator will then decide how many dollars to divide (\$0 or \$20) and write that decision on the decision card. The designator will also be given a blank card where he/she can write a short message to the Divider and put both the decision card and the message card into the envelope.

### **Step 4: Return cards to the Dividers**

After all of the Designators have finished, the experimenter will take all of the envelopes to Room A and return the envelopes to their Dividers, according to their tag letters. When the Divider gets his/her envelope, he/she will see his/her Designator's decision and the message the Designator wrote.

### **Step 5: Receive cash payment privately**

Each Divider will be called one by one to the experimenter. When called, the Divider will take his/her decision card, and the experimenter will calculate his/her final earnings and pay him/her privately. Then the Divider will exit the lab and drop all the other supplies into the box near the monitor room. The Designators will be paid after all of the Dividers have been paid and have left the lab. When called, the Designator will show the experimenter the tag letter and will be paid according to the corresponding decision card.

**Throughout this experiment, you won't meet any Designator in Room B.**

### **End of Instructions**

Please raise your hand to indicate that you are finished reading these instructions. When you do, an experimenter will give you a few questions to ensure that you understand how you make decisions.

## **IV. Instruction for the Responder in EE Treatment**

### **Instructions**

Thank you for coming! You've earned \$5 for showing up on time. Whatever you earn in the rest of the session will be in addition to this \$5. The instructions explain how you can make decisions. Please read these instructions carefully! There is no talking at any time during this experiment. If you have a question please raise your hand, and an experimenter will assist you.

You are in Room B. You will be randomly and anonymously paired with someone in Room A. You will never be informed of the identity of this person, either during or after the experiment. Similarly, your matched participant will never be informed about your identity. You are in the role of **Designator** and your matched participant is in the role of **Divider**. You and the Divider will participate only once in this decision problem.

This is how the experiment works.

The task of each pair is to divide either \$0 or \$20 between the two of you. How much money you end up with at the end of the experiment depends on the decisions both people in the pair make.

### **Divider (Your counterpart)**

The Divider will first choose a Dividing Rule (described in detail below). A dividing Rule determines how much of each dollar will go to the Divider and how much will go to the Designator (you).

### **Dividing Rule**

The possible divisions must be chosen from the table below. The Divider must choose only one of them.

<b>Possible Dividing Rules</b>	<b>Of each Dollar to divide, the rule is</b>
<b>A</b>	Divider gets <b>90¢</b> and Designator gets <b>10¢</b>
<b>B</b>	Divider gets <b>80¢</b> and Designator gets <b>20¢</b>
<b>C</b>	Divider gets <b>60¢</b> and Designator gets <b>40¢</b>
<b>D</b>	Divider gets <b>50¢</b> and Designator gets <b>50¢</b>
<b>E</b>	Divider gets <b>40¢</b> and Designator gets <b>60¢</b>
<b>F</b>	Divider gets <b>20¢</b> and Designator gets <b>80¢</b>
<b>G</b>	Divider gets <b>10¢</b> and Designator gets <b>90¢</b>

### **Designator (You)**

Given the dividing rule that the Designator chose, you decide how many dollars, either \$0 or \$20, will be divided. You can also write a short message to your Divider. The message can be anything you want to say to the Divider. **Please note:** Foul language and threatening messages are not allowed.

If you choose to divide \$0, then both you and your divider will get \$0 no matter which rule is chosen by the Divider. If you choose to divide \$20, the earnings of your Divider and you are listed in the table below, and depend on which dividing rule the Divider chose.

<b>Of each Dollar to divide, the rule chosen by the Divider is</b>	<b>If Designator (You) chose to divide \$20</b>
<b>A</b> Divider gets <b>90¢</b> and Designator gets <b>10¢</b>	Divider gets <b>\$18</b> and Designator gets <b>\$2</b>
<b>B</b> Divider gets <b>80¢</b> and Designator gets <b>20¢</b>	Divider gets <b>\$16</b> and Designator gets <b>\$4</b>
<b>C</b> Divider gets <b>60¢</b> and Designator gets <b>40¢</b>	Divider gets <b>\$12</b> and Designator gets <b>\$8</b>
<b>D</b> Divider gets <b>50¢</b> and Designator gets <b>50¢</b>	Divider gets <b>\$10</b> and Designator gets <b>\$10</b>
<b>E</b> Divider gets <b>40¢</b> and Designator gets <b>60¢</b>	Divider gets <b>\$8</b> and Designator gets <b>\$12</b>
<b>F</b> Divider gets <b>20¢</b> and Designator gets <b>80¢</b>	Divider gets <b>\$4</b> and Designator gets <b>\$16</b>
<b>G</b> Divider gets <b>10¢</b> and Designator gets <b>90¢</b>	Divider gets <b>\$2</b> and Designator gets <b>\$18</b>

### **Experiment Procedures:**

#### **Step 1: Randomly and anonymously assign counterparts**

There are several envelopes in Room A and Room B. In each envelope in Room A and Room B there is a tag marked with a unique letter. Each envelope looks the same. Everyone in Room A and Room B will randomly pick an envelope. Persons in Room A and Room B who choose the tag with the same letter will be paired.

#### **Step 2: Divider chooses the rule**

The Divider will be given a card where he/she can write down his/her decision. A sample of the decision card is as below:



**Divider: (Dividing rule)**

I choose dividing rule \_\_\_\_\_. That is, for each dollar to divide:

Divider gets \_\_\_\_\_¢ Designator gets \_\_\_\_\_¢

**Designator: (How many dollars to divide? \$0 or \$20)**

I choose to divide \$ \_\_\_\_\_. Therefore,

Divider gets \$ \_\_\_\_\_ Designator gets \$ \_\_\_\_\_

After finishing the decision, the Divider will also write down the tag letter on the back of the decision cards and put it into his/her envelope. After every Divider has finished, the experimenter will take the envelopes to Room B.

**Step 3: Designator makes a decision**

The experimenter will give each Divider's envelope to his/her Designator according to the tag letter on the card. The designator will then decide how many dollars to divide (\$0 or \$20) and write that decision on the decision card. The designator will also be given a blank card where he/she can write a short message to the Divider and put both the decision card and the message card into the envelope.

**Step 4: Return cards to the Dividers**

After all of the Designators have finished, the experimenter will take all of the envelopes to Room A and return the envelopes to their Dividers, according to their tag letters. When the Divider gets his/her envelope, he/she will see his/her Designator's decision and the message the Designator wrote.

**Step 5: Receive cash payment privately**

Each Divider will be called one by one to the experimenter. When called, the Divider will take his/her decision card, and the experimenter will calculate his/her final earnings and pay him/her privately. Then the Divider will exit the lab and drop all the other supplies into the box near the monitor room. The Designators will be paid after all of the Dividers have been paid and have left the lab. When called, the Designator will show the experimenter the tag letter and will be paid according to the corresponding decision card.

**Throughout this experiment, you won't meet any Divider in Room A.**

**End of Instructions**

Please raise your hand to indicate that you are finished reading these instructions. When you do, an experimenter will give you a few questions to ensure that you understand how you make decisions.