<u>**Full instructions for modified trust game participants:**</u>

Welcome! Please make yourself comfortable and turn off your cell phone.

In this study you will have the opportunity to make money by participating in economic interactions with different partners. For each interaction you will choose how much money to share with your partner. That money will quadruple, and then your partner will either share what they have received with you, or will keep all of it. Based on you and your partner's decisions, the money will be distributed accordingly.

So, who is your partner?

Earlier this year at 7 locations in the New York metropolitan area (e.g. Grand Central Station), we interviewed people and asked them to make a decision about whether they would share or keep the money in this situation. Specifically, they were told that you had the option to share a sum of money with them, but that you could also choose to share none of it, and keep it entirely to yourself, leaving them with no money. They were made aware that the more you shared with them, the more *both* of you could make, but they also knew that they could of course keep all the money you sent them, returning none of it to you. They were then given the choice to either share with you whatever quadrupled amount they received, or keep the entire quadrupled amount for themselves. We collected their decisions and they will be your partners today in this interaction.

It is well known that faces are particularly important for helping us gather social information. For this reason, and to give you a better sense of who you're interacting with, we will provide you with a picture of your partner for each interaction.

Task Details

For each interaction, you will decide how much money you would like to share with your partner. You can choose to share $0, $2, $4, $6, $8, or $10. The money that you decide to share will be quadrupled. For example, if you choose to share $2, it will turn into $8. If you choose to share $4, it will turn into $16, etc. At that point, based on what your partner told us earlier this year when we collected their responses, they will either share that money with you (allowing you to make more money than you would have if you had kept it all), or they will keep whatever money you sent.

Let's look at an example.

You see a photo of your partner.

You decide to share $8 of your money with them.

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The money will be quadrupled (becoming $32).

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If your partner decided to share the money, you will receive $16 back and they will keep $16. You will have doubled what you shared.

If your partner decided to keep the money, you will receive $0 back and they will keep $32. You will lose the money you shared.

Payment

You will receive $10/hr for participating in this study, without exception. In addition to this amount, we have given you $30 – this is now your money. You will have the opportunity to make more money by sharing with partners, though if they decide to keep the money, you may end up having to give some of your money to the experimenter at the end of the study.

You will be deciding how much money to share with each of 291 male partners. These are real decisions: at the end of the study, we will use Excel's random number generator to randomly select three partners with whom you interacted.

At that point, *you will have to put on the table the money that you shared in each of those three interactions*. The experimenter will quadruple that money, and then based on your partners' previously collected decisions, will either confiscate the money and send it to your partner, or will split the money between you and your partner.

If you have any questions please ask the experimenter now.

Post Instruction Quiz

1) What's the minimum you can choose to send to your partner? The maximum?

2) What happens if you decide to share $8 with your partner?

3) How many trials will be selected and realized at the end of the study?

4) If you decide to share $6 with your partner, and they decided to share what they received with you, how much money would you each end up with from that interaction? If they decided to keep the money, how much would you each receive?