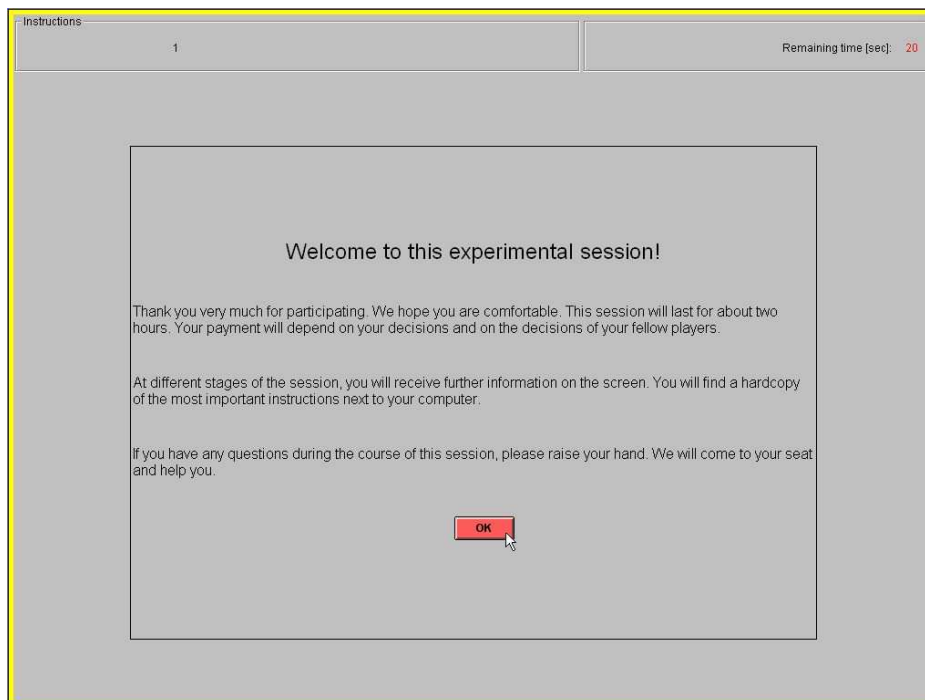


Similarities and Differences when Building Trust: the Role of Cultures — Instructions to the Experiment

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The instructions were presented on the computer screen. This document shows a sequence of the screens a participant would see at the beginning of the experiment. Participants would also see a printed copy of these screens which they could consult during the experiment.



Instructions 1 Remaining time [sec]: 45

In the top right corner of the screen you will find a countdown of the seconds remaining. When it reaches zero, you will be asked to make a decision. However, you cannot leave the screen unless you click the button. The message is meant to be a reminder of this.

Please note that it is very important for the experiment to be successful that you **do not communicate with any other player**. Please understand that in case you communicate with your neighbours we will have to exclude you from the experiment and will not pay you.

Thank you for your cooperation. We want to tell you more about this session. You can repeat this tutorial up to 3 times.

OK

Instructions 1 Remaining time [sec]: 45

Privacy statement and Anonymity

All information we collect undergoes a strict anonymization process, not only ensuring anonymity among players but also ensuring that you stay anonymous to us. No private information will be collected.

During the experiment you will see some information about your fellow players. We have ensured that you cannot identify them personally, and vice versa, they cannot identify you. Remember that this experiment runs over different rooms, thus involving much more individuals than those seated in your room.

At the end of the session, you will be asked to type in the account number you obtained before. Please keep this number, because after notification you can pick up an envelope with your payment at the porters lodge.

On the next few screens we want to tell you more about the game you are about to play.

OK

Instructions 1 Remaining time [sec]: 45

Overview

- You will randomly be matched with **4 other players** to play a **game**.
- Each game consists of **three stages** which will be described on the following screens.
- The game will be repeated **for 6 periods** with the **same** players.
- After the 6 periods, you will randomly be **re-matched** with four new players.
- This re-matching will be repeated **six times** (time permitting).

OK

Instructions 1 Remaining time [sec]: 45

Stage 1 of 3

Stage 1
Your endowment in each period is **100 points**, equivalent to **0.35 Euros**.

You can choose **if** you want to transfer any points to your fellow players or not. If so, you decide **to whom** and **how much**. You can choose **only one person** and you can transfer any amount between **0 and 100**. If you decided not to transfer points at all, just click the button.

Every transfer made in stage 1 will be **multiplied by the factor 3** as it arrives on the other player's account.

-> stage

Instructions 1 Remaining time [sec]: 45

In stage 1 the other 4 players have simultaneously made a similar decision to yours. Due to the simultaneity their choice does not depend on your decision.

Stage 2 of 3

Stage 2
You will see **who** of the other players have chosen you and **how much** has been transferred to you. It might be that you were chosen by none, 1, 2, 3 or even all 4 players.

If you got a transfer from a player, you can decide **if** and **how much** you want to transfer back to **this player**. You can transfer back anything **between zero and three times** the initial transfer to you. If you were chosen by more than one player, you can choose different amounts for each of them.

Instructions 1 Remaining time [sec]: 45

Stage 3 of 3

Stage 3
In this stage you see the results of the period, how much you transferred and how much the player you have chosen initially **transferred back** to you.

You will also see the profit in Euro you made in this period.

Instructions 1 Remaining time [sec]: 42

Remember...

- After you finished playing the three stages, you will play this game six times with the same players.
- After the 6 periods, you will randomly be **re-matched** with four new players.
- This re-matching will be repeated **six times** (time permitting).

Do you want to read the instructions again or continue directly with a short quiz?

Instructions 1 Remaining time [sec]: 43

A short quiz?

Choose an amount between 1 and 100

Instructions

1

Remaining time [sec]: 40

Imagine you transferred 34 points to player two in stage 1. Assume further that she made no transfer to you in stage 1. How many points can you transfer back to her in stage 2 at most?

102

0

34

OK

Instructions

1

Remaining time [sec]: 44

That was the correct answer. Since you got no transfer from him in the first stage, you cannot transfer anything back.

For the next question, please press the button below to generate a random number between 0 and 100

Random

Instructions 1 Remaining time [sec]: 43

Your drew the number 6. Assume you transfered this amount to one player in stage one.
How much can the other player transfer back to you at most?

0
18
34

OK

Instructions 1 Remaining time [sec]: 45

That answer was incorrect. Having transferred 6 points, you can expect up to 18 points back. After stage one, all transferred points multiply by three.

For the next question, please press the button below to determine randomly how much you will pay back.
Remember that this number can be between 0 and 18

Random

Instructions 1 Remaining time [sec]: 43

Summary Question

Initially, from your 100 points you transferred 6 to the player.
Let us assume the player transferred you back 6 in the next stage
You had no interaction with other players
Based on this, what is the balance on your account?

0
18
100

OK

Instructions 1 Remaining time [sec]: 44

That was the correct answer. From your 100 initial points you transferred 6 and you got back 6 points back.
The balance is 100

Thank you!

If you have any further questions, please consult the instructions next to your computer

You are now ready to begin

OK