

Instructions

In this study, you will be offered a series of gambles. At the end of the experiment, if you've accumulated a certain unspecified amount of money in the task, you will be paid \$5 in real money.

For each trial, you'll choose between a sure gain of \$15 and a gamble. For example, a trial might look like this:

100% Win \$15

70% Win \$50
30% Lose \$50

This represents a choice between \$15 and a gamble in which you are 70% likely to win \$50 and 30% likely to lose \$50.

The computer will keep track of your winnings across all trials. So for the above trial, if you chose the top option, \$15 would be added to your total. If you chose the bottom option and you won, \$50 would be added. However, if you chose the bottom option and lost, \$50 would be subtracted from your total. Nothing special will happen if your total goes below \$0 (the task will continue normally).

Now, there are two players in this task: Player A and Player B. The computer will choose randomly who will be Player A and Player B.

If you are **Player A**, you will only see trials like the one described above.

If you are **Player B**, you will also see a second type of trial. Your choices on these trials can have consequences for both you and Player A. One of these trials might look like this:

100% Win \$15

70% Win \$50
30% Lose \$50

Shared Loss with
Player A

This trial is similar to the one described above, but the loss associated with the gamble will be shared evenly between both Player A and Player B. So if Player B took the gamble and won, \$50 would be added to Player B's own winnings. On the other hand, if Player B took the gamble and lost, \$50 would be lost, but only half of it (that is to say, \$25) would be subtracted from Player B's total. The other \$25 would be subtracted from Player A's total. This kind of gamble will be

labeled "Shared Loss with Player A". The first kind of gamble, in which all losses will be subtracted from Player B's winnings, will be labeled "Full Personal Loss".

Remember that whether each player receives the \$5 of real money at the end of the experiment will depend on the total amount they earn across the experiment. So make your choices carefully, keeping in mind what they'll mean both for you and the other players.

At the end of the experiment, you'll be told your total earnings and whether you earned the \$5 of real money.

Do you have any questions?