

## **Instructions Used in the Experiment Reported on in the paper, “Does Competition Affect Giving?” by John Duffy and Tatiana Kornienko**

[Selfish treatment instructions]

Welcome to this experiment in economic decision-making.

In addition to the \$10 you were guaranteed to receive for your participation today, you may earn an additional amount of money as will be explained below. Your total earnings, including the guaranteed \$10 payment, will be paid to you in cash at the end of the experiment.

You will recall that at the beginning of this experiment, you were randomly assigned an ID letter. Please do not reveal your ID letter to other people in the room. Please do not talk with one another for the duration of this experiment.

You will be making decisions simultaneously with the group of participants in this room. The decisions made by the other participants in this room will not determine the amount of money you earn nor will any of your decisions determine the amount of money they earn. Your decision will not be revealed to any of these participants.

You will recall that at the beginning of this experiment, we randomly divided all participants up into three groups. Each of you in this room has been randomly paired with a different player in one other group, who is in another room. We will call this other player your “match”. You will not be told who your match is either during or after the experiment and he or she will not be told who you are either during or after the experiment.

The experiment will consist of a total of 10 rounds. In each round, \$10 will be allocated to you and your match. You then propose how much of this \$10 your match is to receive and how much you are to receive (you can make any division up to a cent). To make a proposal, write on the Proposal Form for the current round, the amount your match is to receive and the amount you are to receive (which is simply \$10 minus the amount your match is to receive). Please do not discuss your decision with any other participant! After you make the proposal, please record it on your Record Sheet for the appropriate round. Please do not forget to write your ID on both the Proposal Form and the Record Sheet, as well as the round number on the Proposal Form. To ensure confidentiality, please fold the Proposal Form four times.

After each of you has made a proposal, the experimenter will collect the folded Proposal Forms in a basket. The Proposal Forms will then be randomly drawn from the basket, and sorted according to the amount that each of the participants proposed to receive for themselves. The person who proposed the highest amount for her/himself will be ranked first (will be assigned 1<sup>st</sup> place), the person who proposed the second-highest amount for her/himself will be ranked second (2<sup>nd</sup> place), and so on. The person who proposed the lowest amount for her/himself will be ranked last (5<sup>th</sup> place). In the case of ties, the individuals will share the same rank (place). This ranking of individuals will be reported on the blackboard; players will be identified only by their ID letter. The actual amounts proposed will not be revealed to the participants in the room.

*EXAMPLE: Suppose that 5 people with IDs Q, R, S, T and U participate in the experiment. In one of the rounds, participant T proposed for himself the highest amount, participants U and R proposed equal amounts for themselves, lower than T but higher than Q, while participant S proposed for herself the lowest amount. In this round, the participants are ranked on the blackboard as follows:*

<i>Rank in the amount proposed for yourself</i>	
<i>Rank (Place)</i>	<i>Round #</i>
<i>1</i>	<i>T</i>
<i>2</i>	<i>U R</i>
<i>3</i>	
<i>4</i>	<i>Q</i>
<i>5</i>	<i>S</i>

*While writing the IDs on the blackboard, the experimenter will announce that “For round #\_\_, in the amount proposed for yourself, participant T is ranked 1<sup>st</sup>, participants U and R share 2<sup>nd</sup> and 3<sup>rd</sup> rank, participant Q is ranked 4<sup>th</sup>, and participant S is ranked 5<sup>th</sup>.”*

Notice that your rank (place) in the list on the blackboard does not determine your money payment. However, you may use this rank information in making subsequent decisions as it will remain on the blackboard in all subsequent rounds. After the list for the current round is completed on the blackboard, the round is over. If it is not the 10<sup>th</sup> round, a new round will begin following the same procedures.

Following the completion of the last (10<sup>th</sup>) round, we will reunite the three groups.

You will be asked to complete a short survey questionnaire. If you complete this questionnaire, you will receive a \$5 cash payment that is in addition to your earnings from the experiment.

After all surveys have been collected, the experimenter will then choose at random (by rolling a 10-sided die) one round out of the 10 played. Your proposal for this round will determine how much you and your match will be paid for the experiment.

Your match will be paid the amount you proposed to her or him in the randomly chosen round. Again, this will be done so that your match will not be able to identify you in any way, nor will you be able to identify him or her. You will be paid the amount you proposed to yourself in the randomly chosen round together with the \$10 participation payment. Payments for the experiment and completion of the survey will be made in cash and will be awarded privately without identifying any subject by name or ID letter.

Now is the time for questions. Raise your hand if you have a question. Once all questions are answered we will begin.

[Altruistic treatment instructions]

Welcome to this experiment in economic decision-making.

In addition to the \$10 you were guaranteed to receive for your participation today, you may earn an additional amount of money as will be explained below. Your total earnings, including the guaranteed \$10 payment, will be paid to you in cash at the end of the experiment.

You will recall that at the beginning of this experiment, you were randomly assigned an ID letter. Please do not reveal your ID letter to other people in the room. Please do not talk with one another for the duration of this experiment.

You will be making decisions simultaneously with the group of participants in this room. The decisions made by the other participants in this room will not determine the amount of money you earn nor will any of your decisions determine the amount of money they earn. Your decision will not be revealed to any of these participants.

You will recall that at the beginning of this experiment, we randomly divided all participants up into three groups. Each of you in this room has been randomly paired with a different player in one other group, who is in another room. We will call this other player your “match”. You will not be told who your match is either during or after the experiment and he or she will not be told who you are either during or after the experiment.

The experiment will consist of a total of 10 rounds. In each round, \$10 will be allocated to you and your match. You then propose how much of this \$10 your match is to receive and how much you are to receive (you can make any division up to a cent). To make a proposal, write on the Proposal Form for the current round, the amount your match is to receive and the amount you are to receive (which is simply \$10 minus the amount your match is to receive). Please do not discuss your decision with any other participant! After you make the proposal, please record it on your Record Sheet for the appropriate round. Please do not forget to write your ID on both the Proposal Form and the Record Sheet, as well as the round number on the Proposal Form. To ensure confidentiality, please fold the Proposal Form four times.

After each of you has made a proposal, the experimenter will collect the folded Proposal Forms in a basket. The Proposal Forms will then be randomly drawn from the basket, and sorted according to the amount that each of the participants proposed for her/his match to receive. The person who proposed the highest amount for her/his match will be ranked first (will be assigned 1<sup>st</sup> place), the person who proposed the second-highest amount for her/his match will be ranked second (2<sup>nd</sup> place), and so on. The person who proposed the lowest amount for her/his match will be ranked last (5<sup>th</sup> place). In the case of ties, the individuals will share the same rank (place). This ranking of individuals will be reported on the blackboard; players will be identified only by their ID letter. The actual amounts proposed will not be revealed to the participants in the room.

*EXAMPLE: Suppose that 5 people with IDs Q, R, S, T and U participate in the experiment. In one of the rounds, participant T proposed for his match the highest amount, participants U and R proposed equal amounts for their matches, lower than T but higher than Q, while participant S proposed for her match the lowest amount. In this round, the participants are ranked on the blackboard as follows:*

<i>Rank in the amount proposed for your match</i>	
<i>Rank (Place)</i>	<i>Round #</i>
<i>1</i>	<i>T</i>
<i>2</i>	<i>U R</i>
<i>3</i>	
<i>4</i>	<i>Q</i>
<i>5</i>	<i>S</i>

*While writing the IDs on the blackboard, the experimenter will announce that “For round #\_\_, in the amount proposed for your match, participant T is ranked 1<sup>st</sup>, participants U and R share 2<sup>nd</sup> and 3<sup>rd</sup> rank, participant Q is ranked 4<sup>th</sup>, and participant S is ranked 5<sup>th</sup>.”*

Notice that your rank (place) in the list on the blackboard does not determine your money payment. However, you may use this rank information in making subsequent decisions as it will remain on the blackboard in all subsequent rounds. After the list for the current round is completed on the blackboard, the round is over. If it is not the 10<sup>th</sup> round, a new round will begin following the same procedures.

Following the completion of the last (10<sup>th</sup>) round, we will reunite the three groups.

You will be asked to complete a short survey questionnaire. If you complete this questionnaire, you will receive a \$5 cash payment that is in addition to your earnings from the experiment.

After all surveys have been collected, the experimenter will then choose at random (by rolling a 10-sided die) one round out of the 10 played. Your proposal for this round will determine how much you and your match will be paid for the experiment.

Your match will be paid the amount you proposed to her or him in the randomly chosen round. Again, this will be done so that your match will not be able to identify you in any way, nor will you be able to identify him or her. You will be paid the amount you proposed to yourself in the randomly chosen round together with the \$10 participation payment. Payments for the experiment and completion of the survey will be made in cash and will be awarded privately without identifying any subject by name or ID letter.

Now is the time for questions. Raise your hand if you have a question. Once all questions are answered we will begin.

[Control treatment instructions]

Welcome to this experiment in economic decision-making.

In addition to the \$10 you were guaranteed to receive for your participation today, you may earn an additional amount of money as will be explained below. Your total earnings, including the guaranteed \$10 payment, will be paid to you in cash at the end of the experiment.

You will recall that at the beginning of this experiment, you were randomly assigned an ID letter. Please do not reveal your ID letter to other people in the room. Please do not talk with one another for the duration of this experiment.

You will be making decisions simultaneously with the group of participants in this room. The decisions made by the other participants in this room will not determine the amount of money you earn nor will any of your decisions determine the amount of money they earn. Your decision will not be revealed to any of these participants.

You will recall that at the beginning of this experiment, we randomly divided all participants up into three groups. Each of you in this room has been randomly paired with a different player in one other group, who is in another room. We will call this other player your “match”. You will not be told who your match is either during or after the experiment and he or she will not be told who you are either during or after the experiment.

The experiment will consist of a total of 10 rounds. In each round, \$10 will be allocated to you and your match. You then propose how much of this \$10 your match is to receive and how much you are to receive (you can make any division up to a cent). To make a proposal, write on the Proposal Form for the current round, the amount your match is to receive and the amount you are to receive (which is simply \$10 minus the amount your match is to receive). Please do not discuss your decision with any other participant! After you make the proposal, please record it on your Record Sheet for the appropriate round. Please do not forget to write your ID on both the Proposal Form and the Record Sheet, as well as the round number on the Proposal Form. To ensure confidentiality, please fold the Proposal Form four times.

After each of you has made a proposal, the experimenter will collect the folded Proposal Forms in a basket. The Proposal Forms will then be randomly drawn from the basket, and the ID letters of participants in this room will be announced aloud and listed on the blackboard in the order in which their Proposal Forms were drawn out of the basket - i.e. they will be ranked according to the order in which their proposal was drawn out of the basket. If several proposal forms are drawn at the same time by chance, the individuals will share the same rank (place). The actual amounts proposed will not be revealed to the participants in the room.

*EXAMPLE: Suppose that 5 people with IDs Q, R, S, T and U participate in the experiment. In one of the rounds, the proposal form of participant T was drawn 1<sup>st</sup>, the proposal forms of participants U and R were drawn by chance simultaneously 2<sup>nd</sup>, the proposal form of participant Q was drawn 4<sup>th</sup>, the proposal form of participant S was drawn last. In this round, the participants are ranked on the blackboard as follows:*

<i>Rank in the order your proposal form was drawn</i>	
<i>Rank (Place)</i>	<i>Round #</i>
1	T
2	U R
3	
4	Q
5	S

*While writing the IDs on the blackboard, the experimenter will announce that “For round #\_\_, in the order that proposal forms were drawn, participant T is ranked 1<sup>st</sup>, participants U and R share 2<sup>nd</sup> and 3<sup>rd</sup> rank, participant Q is ranked 4<sup>th</sup>, and participant S is ranked 5<sup>th</sup>.”*

Notice that your rank (place) in the list on the blackboard does not determine your money payment. However, you may use this rank information in making subsequent decisions as it will remain on the blackboard in all subsequent rounds. After the list for the current round is completed on the blackboard, the round is over. If it is not the 10<sup>th</sup> round, a new round will begin following the same procedures.

Following the completion of the last (10<sup>th</sup>) round, we will reunite the three groups.

You will be asked to complete a short survey questionnaire. If you complete this questionnaire, you will receive a \$5 cash payment that is in addition to your earnings from the experiment.

After all surveys have been collected, the experimenter will then choose at random (by rolling a 10-sided die) one round out of the 10 played. Your proposal for this round will determine how much you and your match will be paid for the experiment.

Your match will be paid the amount you proposed to her or him in the randomly chosen round. Again, this will be done so that your match will not be able to identify you in any way, nor will you be able to identify him or her. You will be paid the amount you proposed to yourself in the randomly chosen round together with the \$10 participation payment. Payments for the experiment and completion of the survey will be made in cash and will be awarded privately without identifying any subject by name or ID letter.

Now is the time for questions. Raise your hand if you have a question. Once all questions are answered we will begin.