

## MATERIALS

accompanying the article “Between me and we: The importance of self-profit versus social justifiability for ethical decision making” by Klein, Thielmann, Hilbig, & Zettler

In the following, we provide verbatim instructions of the study in English (translated from German which was the original language of the studies). Notes (not part of the original instructions) are italicized.

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### *Coin-tossing task*

As mentioned before, a gambling game with **real money** follows next. In the following, you will play six rounds of this game. Each round consists of the same two phases:

- In the first phase you can **generate** an additional payment of **5€**.
- In the second phase, this additional payment will be automatically **split** between you and another participant of this study. The exact way in which the money will be split differs across rounds.

For the gambling game you only need a coin which you should pick up now.

### **Phase 1: You toss a coin for the additional payoff**

Your task in Phase 1 is as follows:

- You will be told which side of the coin (heads or tails) is your **target side**.
- Next, toss the coin **exactly twice** and memorize or note the result of each toss.
- If you indicate below that you have obtained your target side (see above) in **both** tosses, you generate an additional payoff of 5€
- If you indicate below that you did **not** obtain your target side (see above) in both tosses, nothing happens. In this case, you will not generate an additional payoff.

For your information: The statistical probability to obtain your target side in exactly two tosses is 25% (or 1/4).

### **Phase 2: The additional payoff is split**

What happens with the 5€, if you have generated them in Phase 1?

In Phase 2, the additional payoff will be split in a certain way between you and another participant of this study (simply called “the other” in the following). This split will differ from round to round. However, the other participant will always be selected at random. In addition, the other’s amount will always be doubled by us.

At the end of the study, one of the six rounds will be selected (randomly). The split implemented in this particular round determines the actual payoff that will be paid to you and the other in addition to your general payment for participation by *[name of the sampling agency]*.

Here is a summary:

- Phase 1: You toss a coin exactly twice and indicate, whether you obtained the target side in both tosses and thus generated an additional payoff of 5€.
- Phase 2: The 5€ will be split between you and the other. You will be informed in each round how the additional payoff will be exactly split.
- At the end of the study we randomly select one round of the gambling game and pay the money at stake to you and the other (if you generated a gain in this round).

Please note: Your additional payoff exclusively depends on your response to the question. We are not interested in how often you actually obtained your target side and we can, of course, not check this (given that we are obviously not able to observe your coin tosses).

### **Round 1** (*condition 3 as example*)

The table below shows how the additional payoff will be split between you and the other in this round if you generate it by means of the coin toss.

You answer...	You receive	The other receives
...YES, the coin has been turned up on the target side in both tosses	2€	3€ (which will be doubled to 6€)
...NO, the coin has not been turned up on the target side in both tosses	0€	0€

The target side in this round is: *Heads/Tails [determined at random in each round]*.

Now, please take the coin, toss it exactly twice, and report below, whether the coin has been turned up on the target side in both tosses.

If you want to read the instructions for Phase 1 again, click here. *[By button press, a window including the instructions from above appeared]*

Has the coin been turned up on your target side **in both tosses**?

- **Yes**, the coin has been turned up on the target side both times. Thus, you will receive **2€** and the other **6€**
- **No**, the coin has not been turned up on the target side in both tosses. Thus, neither you nor the other receives an additional payoff.