Framing Effects in the Prisoner's Dilemma but not in the

Dictator Game

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Appendix: Instructions for the experiment

Opening paragraph for all experiments

Thank you for taking part in this experiment. Please read these instructions very carefully. It is very important that you do not talk to other participants for the time of the entire experiment. In case you do not understand some parts of the experiment, please read through these instructions again. If you have further questions after this, please give us a sign by raising your hand out of your cubicle. We will then approach you in order to answer your questions personally.

To guarantee your anonymity you will draw a personal code before the experiment starts. Please write this code on top of every sheet you use during this experiment. You will later receive your payment from this experiment by showing your personal code. This method ensures that we are not able to link your answers and decisions to you personally.

During this experiment you can earn money. The currency within the experiment is 'Taler'. The exchange rate from Taler to Euro is:

$$1 \text{ Taler} = 0.08 \text{ Euro}$$

Your personal income from the experiment depends on both your own decisions and on the decisions of other participants. Your personal income will be paid to you in cash as soon as the experiment is over. During the course of the experiment, you will interact with a randomly assigned other participant. The assigned participant makes his/her decisions at the same point in time as you do. You will get no information on who this person actually is, neither during the experiment, nor at some point after the experiment. Similarly, the other participant will not be given any information about your identity. You will receive information about the assigned participant's decision after the entire experiment has ended.

After the experiment, please complete a short questionnaire, which we need for the statistical analysis of the experimental data.

Prisoner's dilemma (give frame)

In this experiment, you are randomly matched with another participant. You are Person A, and the randomly assigned other participant is Person B. You and Person B simultaneously face the same decision.

Person A and Person B first receive an initial endowment of 100 Talers. You now have the opportunity to transfer any part of your endowment to Person B. You can only transfer integer amounts - thus, you can choose whole numbers between 0 and 100 (including 0 and 100).

The amount you transfer to Person B is doubled. That means that Person B receives twice the amount you have transferred to him/her.

The randomly assigned participant acting as Person B is given exactly the same alternatives as you have. He/she also has the possibility to transfer any amount to you. The amount Person B transfers to you is also doubled. That means that you receive twice the amount Person B has transferred to you.

You will make your decisions simultaneously. During the course of the experiment, neither person receives any information concerning the decision of the other person.

How the income is calculated

Your personal income can be calculated as follows:

Initial endowment

- amount you choose to transfer to Person B from your endowment

+ 2 * the amount b Person B transferred to you from his/her endowment

= your personal income

Prisoner's dilemma (take frame)

In this experiment you are randomly matched with another participant. You are Person A, and the randomly assigned other participant is Person B. You and Person B simultaneously face the same decision.

Person A and Person B first receive an initial endowment of 100 Talers. You now have the opportunity to transfer any part of Person B's endowment to yourself. You can only transfer integer amounts - thus, you can choose whole numbers between 0 and 100 (including 0 and 100).

The remaining amount - that is the amount that you do not transfer from Person B's endowment to yourself - is doubled. This means that Person B receives twice the amount that you do not transfer from him/her.

The randomly assigned participant acting as person B is given exactly the same alternatives as you have. He/she also has the possibility to transfer any amount to himself/herself. The remaining amount that he/she does not transfer from your endowment to himself/herself is doubled. This means that you receive twice the amount that he/she does not transfer from you.

You will make your decisions simultaneously. During the course of the experiment, neither person receives any information concerning the decision of the other person.

How the income is calculated

Your personal income can be calculated as follows:

+ amount you choose to transfer from Person B's endowment to yourself

+ 2 * the amount Person B did not transfer from your endowment to himself/herself

= your personal income

Dictator game-dictator (give frame)

In this experiment, you are randomly matched with another participant. You are Person A, and the randomly assigned other participant is Person B.

Person A first receives an initial endowment of 200 Talers, Person B receives no initial endowment. You now have the opportunity to transfer any part of your endowment to Person B. You can only transfer integer amounts - thus, you can choose whole numbers between 0 and 200 (including 0 and 200).

The amount you transfer to Person B is doubled. That means that Person B receives twice the amount you have transferred to him/her.

The randomly assigned participant with the role of Person B does nothing.
During the course of the experiment, Person B does not receive any information concerning the decision of Person A.

How the income is calculated

Your personal income can be calculated as follows:
Initial endowment
- amount you choose to transfer to Person B
= your personal income

Dictator game-receiver (take frame)

In this experiment, you are randomly matched with another participant. You are Person B, and the randomly assigned other participant is Person B.

Person A first receives an initial endowment of 200 Talers. Person B receives no initial endowment. Person A now has the opportunity to transfer any part of his/her endowment to you. Person A can only transfer integer amounts - thus, Person A can choose whole numbers between 0 and 200 (including 0 and 200).

The amount Person A transfers to you is doubled. That means that you receive twice the amount Person A has transferred to you.

You do nothing.

During the course of the experiment, Person B does not receive any information concerning the decision of Person A.

How the income is calculated

Your personal income can be calculated as follows:

2 * amount Person A chooses to transfer to you from his/her endowment

= your personal income

Dictator game-dictator (take frame)

In this experiment, you are randomly matched with another participant. You are Person A, and the randomly assigned other participant is Person B.

Person A receives no initial endowment. Person B first receives an initial endowment of 200 Talers. You now have the opportunity to transfer any part of the endowment of Person B to yourself. You can only transfer integer amounts - thus, you can choose whole numbers between 0 and 200 (including 0 and 200).

The remaining amount - that is the amount that you do not transfer from Person B's endowment to yourself - is doubled. This means that Person B receives twice the amount that you do not transfer from him/her.

The randomly assigned participant with the role of Person B does nothing.

During the course of the experiment, Person B does not receive any information concerning the decision of Person A.

How the income is calculated

Your personal income can be calculated as follows:

Amount you choose to transfer to yourself from Person B' endowment

= your personal income

Dictator game-receiver (take frame)

In this experiment, you are randomly matched with another participant. You are Person B, and the randomly assigned other participant is Person A.

Person A receives no initial endowment. Person B receives an initial endowment of 200 Talers. Person A now has the opportunity to transfer any part of your endowment to himself/herself. Person A can only transfer integer amounts - thus, Person A can whole numbers between 0 and 200 (including 0 and 200).

The remaining amount - that is the amount that Person A does not transfer from your endowment to himself/herself - is doubled. This means that you receive twice the amount that Person A does not transfer from you.

You do nothing.

During the course of the experiment, Person B does not receive any information concerning the decision of Person A.

How the income is calculated

Your personal income can be calculated as follows:
2 * amount Person A chooses not to transfer to himself/herself from your endowment
= your personal income