

# Welcome to SSEL



Welcome to the SSEL Lab, and thank you for participating in today's experiment.

It is very important that you do not touch the computer until you are instructed to do so. And when you are told to use the computer, use it only as instructed. In particular, do not attempt to browse the web or do other things unrelated to the experiment.



# The Experiment

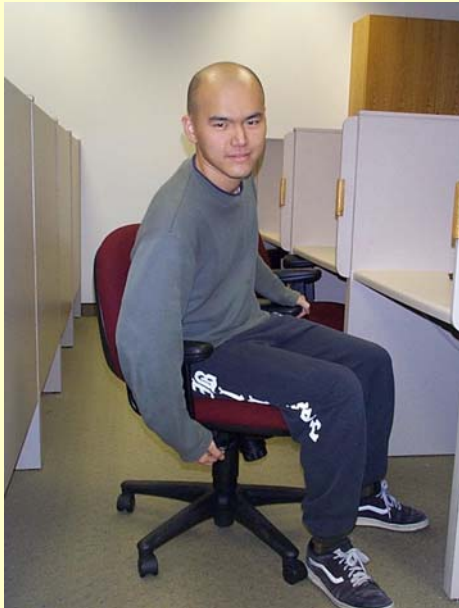


Raise your hand if you need a pencil.

Place all of your personal belongings away, so we can have your complete attention.



# Adjusting Chair



Adjust your chair so that you can see the screen in the front of the room.

To raise or lower the chair, reach under the bottom of the seat, and pull up on the lever on the right hand side.



# The Experiment

The experiment you will be participating in today is an experiment in decision making. At the end of the experiment you will be paid for your participation in cash. Each of you may earn different amounts. The amount you earn depends on your decisions, and on the decisions of the others.

You will be using the computer for the entire experiment, and all interaction between you and others will be through computer terminals. **DO NOT** socialize or talk during the experiment.



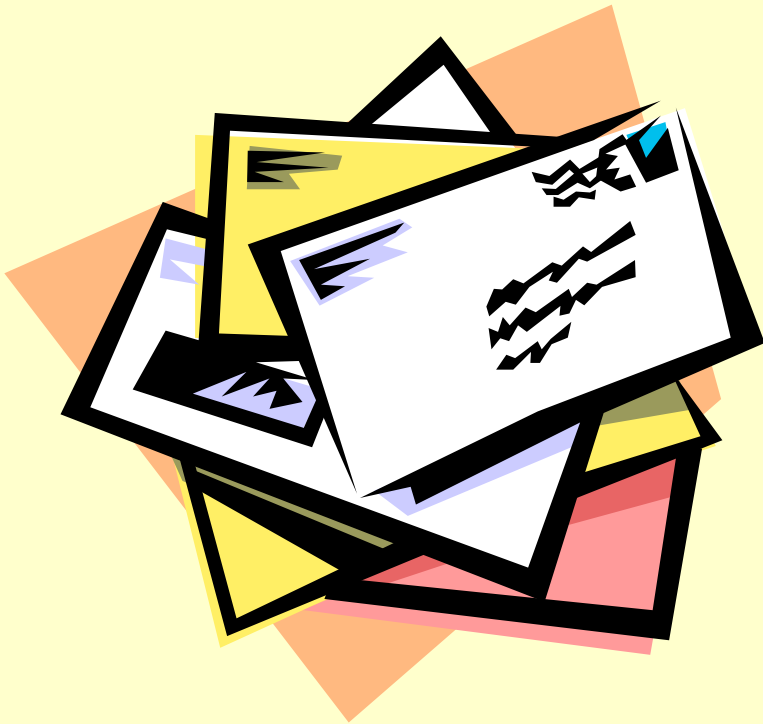
# Choosing The Monitor



In this experiment, one subject will act as a monitor. The monitor will be paid a fixed amount for the experiment, plus the show up fee. The monitor will assist in running the experiment by generating random numbers for use in the experiment, and serving as someone who can check that the experiment is run correctly. We will choose the monitor now by having each of you select an envelope.



# The Monitor



Open your envelope, and read the card inside to determine if you are the monitor.

Now, will the monitor please go to the master computer.



# Computer Instructions



We will go through this computer practice session very slowly and it is important that you follow instructions exactly.

If you have any questions, raise your hand and your question will be answered so everyone can hear.

As I said before, do not hit any keys until you are told to do so, and when you are told to enter information, type exactly what you are told to type.



# Record Sheet

**Record Sheet**

Subject ID# \_\_\_\_\_

Match	Your sample	Sequence of choices in your group (circle <del>your</del> choice)	Jar Color	Your Payoff
Practice				
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
TOTAL				

-----

DATE: \_\_\_\_\_

NAME: \_\_\_\_\_ SS NUMBER: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ RECEIVED: \_\_\_\_\_

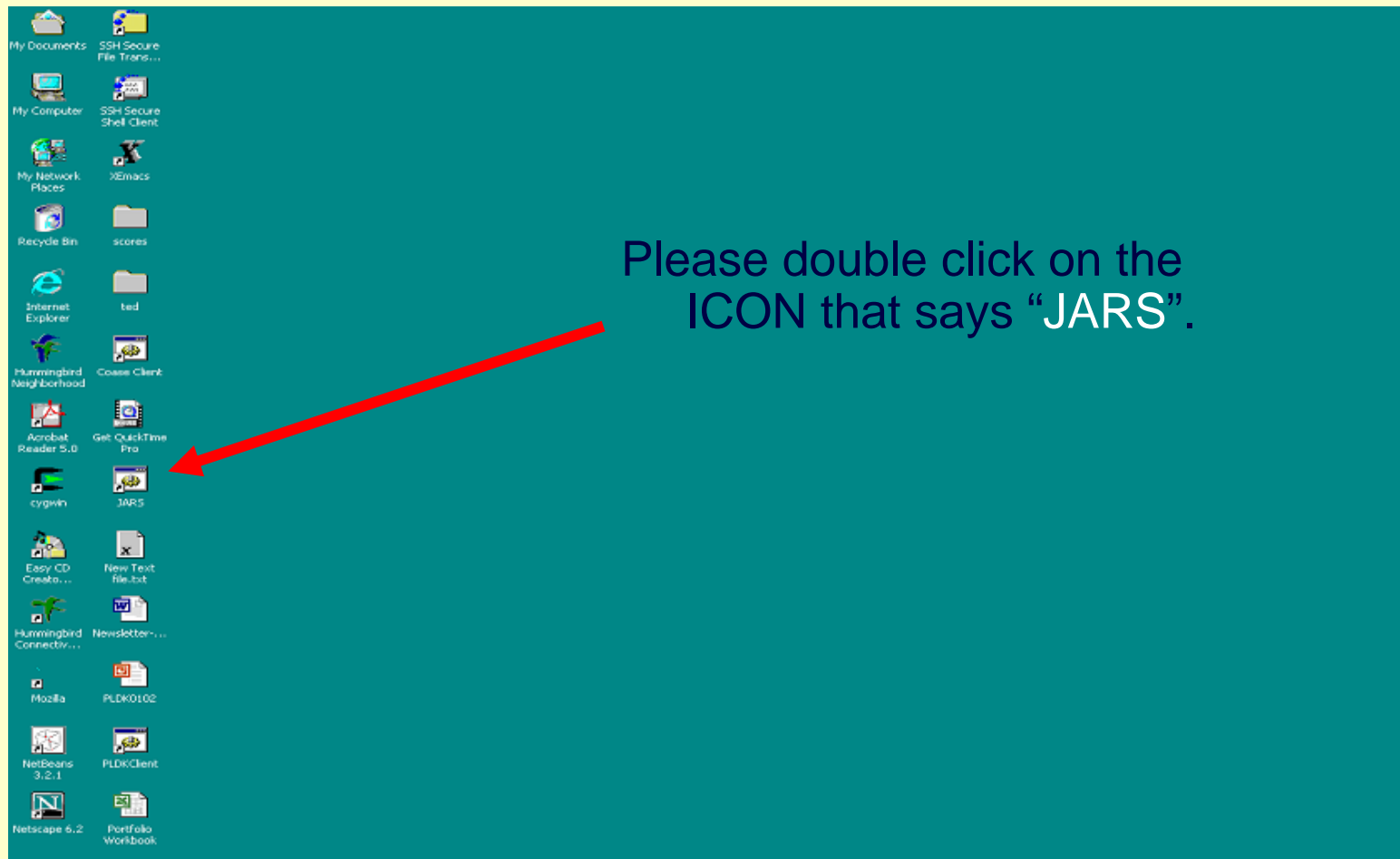
First, we will pass out the experiment Record Sheet. You will record information about the experiment on this sheet.

Please record your name, social security number, and date. **DO NOT SIGN OR COMPLETE THE AMOUNT RECEIVED ON THE FORM.**

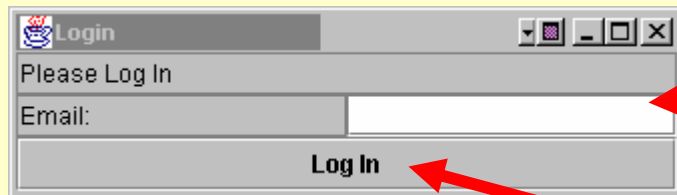
When everyone is finished recording your information on the Record Sheet, we will begin using the computer terminals.



# To Begin Experiment



# Log On Screen



A screenshot of a Windows-style login window. The window title bar says "Login". Inside the window, there is a message "Please Log In" followed by an "Email:" label and an empty text input field. At the bottom of the window is a button labeled "Log In". Two red arrows point from the text on the right to the input field and the "Log In" button.

When the computer prompts you to Log In, type your first and last name.

Then click "Log In" to confirm.



# Experiment Screen

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

Contents of the Jars

Contents of Jar 1	Contents of Jar 2
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●

Waiting for your group's jar to be chosen.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

You should now see the experiment screen. The screen is divided into several sections.

The banner at the top of the screen, displays the number of members of your group, your Subject ID #, and the current match.

In this example there are 20 members of the group.

[Experimenter:  
“Today there will be \_\_\_ members in your group”]



# Record Sheet

**Record Sheet**

Subject ID# \_\_\_\_\_

Match	Your sample	Sequence of jars in your group (circle <u>your</u> jar)	Jar Color	Your Payoff
Practice				
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
<b>TOTAL</b>				

.....

DATE: \_\_\_\_\_

NAME: \_\_\_\_\_ SS NUMBER: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ RECEIVED: \_\_\_\_\_

Please record your subject ID number on your Record Sheet.



# The Jars and Balls

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

Contents of the Jars

Contents of Jar 1	Contents of Jar 2
● ● ● ● ●	● ● ● ● ●
● ● ● ● ●	● ● ● ● ●
● ● ● ● ●	● ● ● ● ●
● ● ● ● ●	● ● ● ● ●

Waiting for your group's jar to be chosen.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

There are two jars illustrated in the upper right portion of your screen. The jars contain different numbers of red and blue balls.

Please listen carefully while the experimenter explains the purpose of the jars and the balls.



# Explanation of Jars

**Practice Match**      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

**Contents of the Jars**

Contents of Jar 1	Contents of Jar 2
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●

Waiting for your group's jar to be chosen.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

Important information is in the left panel on your screen. Please follow along while this information is read aloud by the experimenter.

[Experimenter: Read left hand panel description of jars and balls.]



# Display of Jars

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

Contents of the Jars

Contents of Jar 1	Contents of Jar 2
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●

Waiting for your group's jar to be chosen.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

The right hand panel shows a graphical display of the jars and balls. [DO DEMO]



# Decision Panel

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

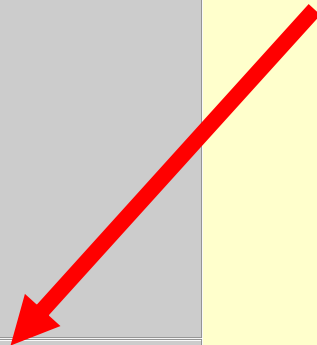
Contents of the Jars

Contents of Jar 1	Contents of Jar 2
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●

Waiting for your group's jar to be chosen.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

The Decision Panel is located below the graphical display of the jars. This is where you will enter your choices.



# History Panel

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

Contents of the Jars

Contents of Jar 1	Contents of Jar 2
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●
● ● ● ●	● ● ● ●

Waiting for your group's jar to be chosen.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

The History Panel is located at the bottom of the screen.

The history panel will record the results of each match as it occurs.



# Monitor Chooses Jar

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

You have been assigned to a group which has 20 members (including you)

There are two jars.

Jar 1 has 4 blue balls and 5 red balls.  
Jar 2 has 5 blue balls and 4 red balls.

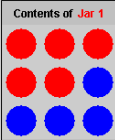
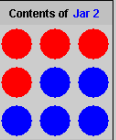
We will now pick a jar for your group.

There is a 1 / 2 chance we will pick Jar 1.  
There is a 1 / 2 chance we will pick Jar 2.

Your group's jar has been chosen.

You will not be told which jar was selected until the end of the match.

Contents of the Jars

Contents of Jar 1	Contents of Jar 2
	

Your group's jar has been chosen. Click OK to continue.

OK

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

The monitor will now roll a die and determine whether the jar is Jar 1 or Jar 2.

Please click "OK" to continue



# Unknown Jar

**Practice Match**      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

The jar for your group has been chosen.  
You will not be told which jar was selected until the end of the match.  
The balls in the jar have been arranged in a random order, with the colors hidden.  
If your group's jar is Jar 1, then there are 4 blue balls and 5 red balls.  
If your group's jar is Jar 2, then there are 5 blue balls and 4 red balls.  
Please select one ball by clicking on it with the mouse.  
When you have done so, the color of that ball will be revealed to you.

**Unknown Jar**

Please click on a ball to reveal its color.

Please click on a ball to reveal its color.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

After a Jar has been selected by the monitor, this is how your computer screen will look.

You are not told which jar was selected. So the color of the balls and the jar are hidden.

The balls in the jar have been shuffled so the location of the balls is random.

The balls have been shuffled differently for each of you.



# Selecting a Ball


Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

The jar for your group has been chosen.  
You will not be told which jar was selected until the end of the match.  
The balls in the jar have been arranged in a random order, with the colors hidden.

If your group's jar is **Jar 1**, then there are 4 **blue** balls and 5 **red** balls.  
If your group's jar is **Jar 2**, then there are 5 **blue** balls and 4 **red** balls.

Please select one ball by clicking on it with the mouse.  
When you have done so, the color of that ball will be revealed to you.

Unknown Jar



Please click on a ball to reveal its color.

Please click on a ball to reveal its color.

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

Would everyone please select a ball in the hidden jar, by pointing your mouse to any ball and clicking once.

[DO DEMO]



# Display of Your Selection

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 13.

When it is your turn to guess, please choose either **Jar 1** or **Jar 2** by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar

○	○	○
○	○	○
○	○	●

You drew a **red** ball.

You drew a **red** ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Waiting for the first decision maker to choose.

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
Choice:

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

The color of the ball you selected is now displayed on your screen.  
Please record the color of your ball on your Record Sheet.



# STOP LOOK AND LISTEN

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 13.

When it is your turn to guess, please choose either **Jar 1** or **Jar 2** by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar

○	○	○
○	○	○
○	○	●

You drew a **red** ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Waiting for the first decision maker to choose.

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
Choice:

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total

PLEASE DO NOT  
MAKE ANY  
CHOICES AND  
WAIT FOR  
FURTHER  
INSTRUCTIONS.



# Guessing the Jar

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 13.

When it is your turn to guess, please choose either Jar 1 or Jar 2 by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar

You drew a red ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Waiting for the first decision maker to choose.

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
Choice:

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
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Each of you will have an opportunity to guess whether the jar is Jar 1 or Jar 2.

You will make your guesses in a predetermined order.

Your place in the order is shown in the left hand panel and in the decision panel.

Your place in the order is determined randomly and does not depend how you chose your ball.

In this example the subject with ID #1 was assigned to be decision maker 6 in this match.



# Payoffs

Practice Match      Subject ID #6      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 13.

When it is your turn to guess, please choose either **Jar 1** or **Jar 2** by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar

○	○	○
○	○	○
○	○	●

You drew a **red** ball.

Waiting for the first decision maker to choose.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
Choice:

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
---------	-------------	--------------------	------------	--------	-------

Your payoffs depend on whether you choose the correct jar, as shown in this table.

If you guess correctly you will receive 100, if you guess incorrectly you receive 10.



# Decision Making


Practice Match      Subject ID #2      Your group has 20 members.  
The other members are subjects 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 1.

When it is your turn to guess, please choose either Jar 1 or Jar 2 by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar



You drew a blue ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Please choose either Jar 1 or Jar 2 by clicking the appropriate button.

Jar 1    Jar 2

Order of Moves: You 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20  
Choice:

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total

We will now have each one of you in turn guess a jar.

Will the first decision maker please raise their hand.

I would like that decision maker to please guess Jar 1, by clicking on the RED box now.

Please record decision maker #1's decision choice on your Record Sheet.

Decision maker #1 circle your choice please.



# First Decision Maker

Practice Match      Subject ID #2      Your group has 20 members.  
The other members are subjects 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 1.

When it is your turn to guess, please choose either **Jar 1** or **Jar 2** by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

You drew a **blue** ball.

You drew a **blue** ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Decision maker number 1 chose:  
**Jar 1**

Order of Moves: You 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20  
Choice: **R**

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
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The other subjects please note that the guess of the first decision maker is recorded in the "Order of Moves" section.



# Second Decision Maker


Practice Match      Subject ID #13      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 2.

When it is your turn to guess, please choose either Jar 1 or Jar 2 by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar



You drew a blue ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Please choose either Jar 1 or Jar 2 by clicking on the appropriate button.

Jar 1   Jar 2

Order of Moves: 1 You 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20  
Choice: R

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
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Will the second decision maker please raise their hand.

I would like that decision maker to please guess Jar 2, by clicking on the BLUE box now.

Please record decision maker #2's decision choice on your Record Sheet.

Decision maker #2 circle your choice please.



# Second Decision Maker


Practice Match      Subject ID #13      Your group has 20 members.  
The other members are subjects 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
Subjects will guess, one at a time, in a predetermined order.  
You are decision maker number 2.

When it is your turn to guess, please choose either Jar 1 or Jar 2 by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar



You drew a blue ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Decision maker number 2 chose:  
Jar 2

Order of Moves: 1 You 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20  
Choice: R B

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total

The other subjects please note that the guess of the second decision maker is recorded in the "Order of Moves" section.



# Record Keeping


Practice Match      Subject ID #6      Your group has 20 members.  
 The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Each subject in your group will now guess the color of the unknown jar.  
 Subjects will guess, one at a time, in a predetermined order.  
 You are decision maker number 13.

When it is your turn to guess, please choose either Jar 1 or Jar 2 by clicking on one of the buttons at the bottom of the screen.

Your payoffs are determined by the color you choose, and the true color of the jar, as described in the table below.

Unknown Jar



You drew a red ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Decision maker number 13 chose:  
Jar 1

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
 Choice: R B R R R B B R R B R R R

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total


Will everyone please  
 make your choices  
 when it is your turn.  
 Record each decision as  
 soon as it is made.  
 Please circle your choice  
 on the Record Sheet.



# Jar Revealed

Practice Match      Subject ID #6      Your group has 20 members.  
 The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Your choice was **Jar 1**.  
 You were correct - your group's true jar was **Jar 1**.  
 Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 100.

Unknown Jar  
  
 You drew a **red** ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Record your payoff - click OK when you are ready to proceed.

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
 Choice: R B R R R B R R B R R R B B R R B B R

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
Practice	R	r	Jar 1	100	100

After all subjects have made a guess, the correct jar is disclosed, and the colors of the balls are revealed.

Please record the jar number and your payoff on your Record Sheet.



# Outcome and Payoffs

Practice Match      Subject ID #6      Your group has 20 members.  
 The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Your choice was **Jar 1**.  
 You were correct - your group's true jar was **Jar 1**.  
 Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 100.

Unknown Jar

You drew a **red** ball.

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Record your payoff - click OK when you are ready to proceed.

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
 Choice: **R B R R R B B R R B R R R B B R R B B R**

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
Practice	R	<b>r b r r r b b r r b r r r b b r r b b r</b>	Jar 1	100	100


Your payoff is highlighted in the payoff matrix at the bottom portion of the screen.



# History Screen

Practice Match      Subject ID #6      Your group has 20 members.  
 The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Your choice was Jar 1.  
 You were correct - your group's true jar was Jar 1.  
 Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 100.

Unknown Jar  
  
 You drew a red ball.

Record your payoff - click OK when you are ready to proceed.

OK

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 17 18 19 20  
 Choice: R B R R R B B R R B R R R B R R B B R

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
Practice	R	R B R R R B B R R B R R R B R R B B R	Jar 1	100	100

Note that the results of the first match (the Practice Match) are recorded in the bottom panel of your screen. The bottom panel will keep the results of each match as it occurs.

Please click "OK" and wait for further instructions.



# Exchange Rate

Practice Match      Subject ID #6      Your group has 20 members.  
 The other members are subjects 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20

Your choice was **Jar 1**.  
 You were correct - your group's true jar was **Jar 1**.  
 Since this is a practice round, your payoff is 0. If it had not been a practice round, your payoff would have been 100.

Unknown Jar

You drew a **red** ball.

Record your payoff - click OK when you are ready to proceed.

OK

Actual Jar	Your Choice	Payoff
Jar 1	Jar 1	100
Jar 1	Jar 2	10
Jar 2	Jar 1	10
Jar 2	Jar 2	100

Order of Moves: 1 2 3 4 5 6 7 8 9 10 11 12 You 14 15 16 17 18 19 20  
 Choice: R B R R R B B R R B R R R B B R R B B R

Match #	Your Sample	Sequence of Choice	Actual Jar	Payoff	Total
Practice	R	R B R R R B B R R B R R R B B R R B B R	Jar 1	100	100

Since this is a Practice Match, the exchange rate is 0, meaning you do not get paid for this match.

In the actual matches, the exchange rate is one cent for each point. So you earn a dollar if you guess correctly, and ten cents if you guess incorrectly.



# Actual Experiment

The actual experiment will consist of several matches, each of which will be like the practice match. In each match, the sequence in which you make your choices will change.

[Experimenter announce to subjects the number of matches.]



# Your Earnings



You will be paid at the end of the experiment the total amount you have earned in all of the sessions. You need not tell any other participant how much you earned.



# Adjusting Chairs



Please lower your chairs to the lowest position. To lower the chair, reach under the bottom of the seat, and release the lever on the right hand side.



# Partition Dividers



To ensure your privacy and the privacy of the others in the experiment, please pull out the dividers as far as they will go.



# Let the Experiment Begin

If there are no questions, then we will  
now begin the actual experiment.

