The following pages are the full instructions distributed to the subjects. All instructions were read allowed, after which any questions were answered. As described in the paper, the students were given the first set of instructions at the beginning of the experiment, at which time they were informed that there would be a second experiment following the first that they could choose to participate in if they wanted. After the conclusion of the first experiment subjects were provided information on their earnings and given the opportunity to leave or stay for the second experiment. After all subjects made their decision, the second set of instructions were handed out and again read allowed. After receiving the instructions for the second experiment subjects were free to decide that they did not want to participate and would receive an additional show-up fee for that experiment in addition to their earnings for the first experiment.
ECONOMICS EXPERIMENT INSTRUCTIONS

This is an experiment in the economics of decision-making. If you listen carefully and make good decisions, you could earn a considerable amount of money that will be paid to you in cash at the end of this experiment.

In this experiment you will play a game FIVE times, each time with a different person in the room.

Each game lasts for TEN rounds. Each round of the game has the following structure:

1) The “first mover” selects an action, either Left (L) or Right (R).
2) The “second mover” must answer two questions:
   a. If the first mover selects L, which action do you pick (Left or Right)?
   b. If the first mover selects R, which action do you pick (Left or Right)?

In other words, the second mover chooses his response to both possible actions of the first mover. That choice is made before learning the first mover’s action.

In this experiment you earn points. Points will be converted to dollars at a rate of ONE dollar for every FOUR points. Thus, each point is worth one quarter.

The payoffs in each round are summarized by the following table:

<table>
<thead>
<tr>
<th>Chosen Actions</th>
<th>First Mover’s Points</th>
<th>Second Mover’s Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>First mover: L Second mover: L</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>First mover: L Second mover: R</td>
<td>0</td>
<td>12</td>
</tr>
<tr>
<td>First mover: R Second mover: L</td>
<td>12</td>
<td>0</td>
</tr>
<tr>
<td>First mover: R Second mover: R</td>
<td>4</td>
<td>4</td>
</tr>
</tbody>
</table>
On the computer screen, the payoffs are displayed in the following way:

<table>
<thead>
<tr>
<th></th>
<th>LEFT</th>
<th>RIGHT</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEFT</td>
<td>7</td>
<td>12</td>
</tr>
<tr>
<td>RIGHT</td>
<td>0</td>
<td>4</td>
</tr>
</tbody>
</table>

In this display, the first mover is picking a row of the table, and the second mover is picking a column. The payoffs are then shown in the resulting cell of the table. In each cell, the bottom-left payoff is the first mover’s payoff, and the top-right payoff is the second mover’s payoff. For simplicity, your payoffs on the computer screen will always be shown in **bold**.

For example, suppose the first mover chooses R. Suppose the second mover makes the following choices:

1) If the first mover chooses R, the second mover chooses L.
2) If the first mover chooses L, the second mover chooses R.

In that case, since the first mover actually chose R, the outcome is R and L. That means the payoffs are given by the cell:

<table>
<thead>
<tr>
<th></th>
<th>LEFT</th>
<th>RIGHT</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEFT</td>
<td>0</td>
<td>12</td>
</tr>
</tbody>
</table>

In this example, the first mover gets 12 points and the second mover gets 0 points.

As each game proceeds, you will see your history of choices in the previous rounds of that game. You will also see the history of choices of the other player. Here is an example of how these histories will look.

<table>
<thead>
<tr>
<th>Round:</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>Tot.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other Player:</td>
<td>L</td>
<td>L</td>
<td>R</td>
<td>L</td>
<td>L</td>
<td>?</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>You:</td>
<td>L</td>
<td>L</td>
<td>R</td>
<td>R</td>
<td>R</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>42</td>
</tr>
<tr>
<td>Your Points:</td>
<td>7</td>
<td>7</td>
<td>4</td>
<td>12</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

In this example history, you are the second mover. It is currently the 6th round and you do not yet know the first mover’s choice. So far you have earned 42 points ($10.50) in the first five rounds of the game.
Remember that you will play five of these 10-round games. You will either be a first mover for all five games, or a second mover for all five games. In each game you will be matched with a new person, so you will never play with the same person in two different games. (To be clear: You do play 10 rounds with that person, but only one 10-round game.)

At the end of the experiment, one of your five games will be randomly selected by the computer and you will be paid your earnings for that one game. Since you do not know in advance which game will be chosen, you should play each game as though it will be chosen for payment.

Before we begin, are there any questions?

[Please ask questions now, if you have any.]

**Ground Rules:**

1) No talking or communicating in any way with other participants, or with people outside the room. This means no cell phones, no texting, and no Internet chatting.
2) If you have a question, please raise your hand and an experimenter will assist you.
3) After you have finished all ten rounds of all five games, you may quietly surf the web using a different browser window. Please keep your original browser window open. DO NOT surf the web until you have finished all five games!

**Feedback:**
If you would like to provide feedback about today’s experiment, feel free to write any comments on the back of this page. In particular, we are interested to learn if anything about the experiment was confusing to you. We are also interested in how you made your choices in the experiment. All feedback is voluntary; feel free to write as much or as little as you want.

**REMEMBER: Your participation is ALWAYS voluntary. If you do not wish to participate in this experiment, you may leave now and receive a show-up fee instead of playing the games.**

**Logging in:**

Please point a browser (either Chrome or Firefox) to the following URL:
http://healy.econ.ohio-state.edu/exp/frpd/
Click the button to get a player ID number.
For future reference, please write your ID number here:______________________________
When the “Start Game” link becomes active, you may click on it to begin the first game. At this point, you may proceed at your own pace until the experiment is finished.
ECONOMICS EXPERIMENT INSTRUCTIONS

This is an experiment in the economics of decision-making. If you listen carefully and make good decisions, you could earn a considerable amount of money that will be paid to you in cash at the end of this experiment.

You, and everyone else in the room, have previously participated in an experiment in which you played five 10-round games, where the payoffs in each round were given by the following table:

<table>
<thead>
<tr>
<th>First Mover</th>
<th>Second Mover</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEFT</td>
<td>LEFT</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>0</td>
<td>12</td>
</tr>
<tr>
<td>RIGHT</td>
<td>RIGHT</td>
</tr>
<tr>
<td>12</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td></td>
</tr>
</tbody>
</table>

In this experiment you will play five more of these games. The only change is that, in this experiment, the first mover’s history of play from the first experiment will be shown to the second mover. Specifically, the second mover will see all of the first mover’s choices from each of the five games in the previous experiment, and they will see all of the choices of the other players the first mover played with in those games.

The second mover’s history from the previous experiment WILL NOT be shown. Thus, both players see the first mover’s history, but not the second mover’s history.

An example of this display is shown below.

In this example, you are a second mover. You are viewing the history of the first mover’s play in the five games of the previous experiment. (You can scroll down on the computer screen to see the remainder of the display.) Both players see this display. The history for the second mover is not shown.
All other details of the experiment are exactly as in the previous experiment. If you were a first mover in the previous experiment, you will be a first mover in this experiment. If you were a second mover in the previous experiment, you will be a second mover in this experiment.

(Note: If there are less than 20 participants in the experiment then there is some chance you may be matched with someone that you’ve been matched with previously, but the odds of this occurring will be minimized.)

We have provided you copies of the instructions from the previous experiment which you may read over if you wish. As before, you will be paid for one of the five games you play in the experiment.

After you have played the five games we will ask you 6 questions regarding how you think other players may play the game. If your answer matches how they actually played for one of the randomly chosen questions you will earn an additional $5 and if not, then you will not earn any additional money, but will still receive your earnings from the first experiment and this set of games.

Before we begin, are there any questions?

[Please ask questions now, if you have any.]

Ground Rules:

1) No talking or communicating in any way with other participants, or with people outside the room. This means no cell phones, no texting, and no Internet chatting.
2) If you have a question, please raise your hand and an experimenter will assist you.
3) After you have finished all ten rounds of all five games, you may quietly surf the web using a different browser window. Please keep your original browser window open. DO NOT surf the web until you have finished all five games!

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We will provide you with an ID number that you can use to log in.
Please write your ID number here:______________________________

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</table>

In this experiment you will play five more of these games. The only change is that, in this experiment, your history of play from the first experiment will be shown to the other player. Specifically, the other person will see all of your choices from each of the five games in the previous experiment, and they will see all of the choices of the other players you played with in those games.

Similarly, the other player’s history from the previous experiment will be shown to you. Thus, both players can see each other’s history from the previous experiment.

An example of this display is shown below.

In this example, you are a second mover. You are viewing the history of the first mover’s play in the five games of the previous experiment. (You can scroll down on the computer screen to see the remainder of the display.)
All other details of the experiment are exactly as in the previous experiment. If you were a first mover in the previous experiment, you will be a first mover in this experiment. If you were a second mover in the previous experiment, you will be a second mover in this experiment.

(Note: If there are less than 20 participants in the experiment then there is some chance you may be matched with someone that you’ve been matched with previously, but the odds of this occurring will be minimized.)

We have provided you copies of the instructions from the previous experiment which you may read over if you wish. As before, you will be paid for one of the five games you play in the experiment.

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Figure B.1. Second-mover Block 1 screen shot.
**Figure B.2.** First-mover Block 1 screen shot.
FIGURE B.3. First-mover 2S, Block 2 screen shot.