

Supplementary Material A:

Experimental instruction for the WPC treatment in the dictator game

General Information

You are taking part in an experiment on decision making. By participating, you will be paid a show-up fee of 3 Singapore Dollars. In addition, you will be able to earn a substantial amount of money by answering some multiple choice questions. However, it is also possible that some of your answers lead to losses. It is therefore very important that you read the instruction thoroughly and make your decisions carefully.

In this experiment, your total earnings will be calculated in point scores. They will be converted into Singapore Dollar at the rate of

$$1 \text{ point} = 1 \text{ Singapore Dollar}$$

Your individual earnings will be paid to you in cash immediately in sealed envelopes which will be put in a designated place for you to pick up at the end of the experiment. Please note that your earnings will be rounded up or down to the nearest dollar.

To preserve your **anonymity**, each of you is given a unique user ID. You will be identified only by your user ID throughout the whole experiment. Thus, neither the experimenters nor other participants will know your personal identities.

Please note that during the decision making process no communication is allowed. If you do have questions, please raise your hand and we will attend to you in private.

Specific Instructions

In this experiment, participants will be randomly split up into groups. Each group consists of one participant "A", one participant "B". Throughout the whole experiment, one participant A is matched with one participant B.

You are participants A.

All participants A are in this room but all participants B are in another room. You will not be told who your matched participant B is either during or after the

experiment, and your matched participant B will not be told who you are either during or after the experiment.

There are **two steps** involved in this experiment. The following describes the two steps.

Step One

Each participant A is required to answer 20 multiple choice questions in 15 minutes. They are 8 English questions, 4 logic questions and 8 mathematical questions. Please answer each question by choosing one correct answer from several choices of answers provided. If you do not know the answer for the question, please choose “I don’t know” which is provided as one of the choices.

Each correct answer adds one point to your individual scores. However, each incorrect answer deducts one point from your individual scores. If you do not know the answer and choose ‘I don’t know’ option, your individual scores will not be affected.

When the time allowed to answer the questions (**15 minutes**) is up, computer will submit your answer for marking automatically. Once your answers are submitted, the computer will mark your answers immediately. You will be informed the number of **correct answers**, number of **incorrect answers** and number of **question unanswered** based on the answers you have provided.

Once all participants have submitting their answers, the computer will also inform you about your **individual ranking of scores among all the participants A**. You will thus know **your performance relative to other participants A** in the computer lab.

Upon knowing your individual rankings of scores, we will distribute the **Step Two** of experimental instruction to you. The Step Two of experimental instruction will specify the following:

- a. How your individual scores are translated into individual earnings.
- b. Further decisions you need to make.

Step Two

You have known your individual scores from answering the questions in Step One. With the conversion rate of ‘1 point = 1 Singapore Dollar’, **your individual earnings will be the dollar amount of your individual scores obtained from Step One plus 3 Singapore Dollars show-up fee.**

After knowing your individual earnings, you will be asked to make a transfer from your individual earnings to your matched participant B in the other room. The amount you can transfer ranges from 0 Singapore Dollar up to your individual

earnings. Please note, the smallest unit of your transfer will be in dollar, i.e., no decimal point is allowed.

Your **final earning** will be your total earning net of your transfer to your matched participant B. This is how we calculate participants A's and B's final earnings.

Participant A's final earning amounts to

- + 3 Singapore Dollars
- + The amount of money participant A earned from Step One
- The amount of money participant A decided to transfer to his/her matched participant B

Participant B's final earning amounts to

- + 3 Singapore Dollars
- + The amount of money participant A decided to transfer to the matched participant B

Supplementary Material B:

Experimental instruction for the WOPC treatment in the dictator game

General Information

You are taking part in an experiment on decision making. By participating, you will be paid a show-up fee of 3 Singapore Dollars. In addition, you will be able to earn a substantial amount of money by answering some multiple choice questions. However, it is also possible that some of your answers lead to losses. It is therefore very important that you read the instruction thoroughly and make your decisions carefully.

In this experiment, your total earnings will be calculated in point scores. They will be converted into Singapore Dollar at the rate of

$$1 \text{ point} = 1 \text{ Singapore Dollar}$$

Your individual earnings will be paid to you in cash immediately in sealed envelopes which will be put in a designated place for you to pick up at the end of the experiment. Please note that your earnings will be rounded up or down to the nearest dollar.

To preserve your **anonymity**, each of you is given a unique user ID. You will be identified only by your user ID throughout the whole experiment. Thus, neither the experimenters nor other participants will know your personal identities.

Please note that during the decision making process no communication is allowed. If you do have questions, please raise your hand and we will attend to you in private.

Specific Instructions

In this experiment, participants will be randomly split up into groups. Each group consists of one participant "A", one participant "B". Throughout the whole experiment, one participant A is matched with one participant B.

You are participants A.

All participants A are in this room but all participants B are in another room. You will not be told who your matched participant B is either during or after the

experiment, and your matched participant B will not be told who you are either during or after the experiment.

There are **two steps** involved in this experiment. The following describes the two steps.

Step One

Each participant A is required to answer 20 multiple choice questions in 15 minutes. They are 8 English questions, 4 logic questions and 8 mathematical questions. Please answer each question by choosing one correct answer from several choices of answers provided. If you do not know the answer for the question, please choose “I don’t know” which is provided as one of the choices.

Each correct answer adds one point to your individual scores. However, each incorrect answer deducts one point from your individual scores. If you do not know the answer and choose ‘I don’t know’ option, your individual scores will not be affected.

When the time allowed to answer the questions (**15 minutes**) is up, computer will submit your answer for marking automatically. Once your answers are submitted, the computer will mark your answers immediately. You will be informed the number of **correct answers**, number of **incorrect answers** and number of **question unanswered** based on the answers you have provided.

Upon knowing your individual scores, we will distribute the **Step Two** of experimental instruction to you. The Step Two of experimental instruction will specify the following:

- a. How your individual scores are translated into individual earnings.
- b. Further decisions you need to make.

Step Two

You have known your individual scores from answering the questions in Step One. With the conversion rate of ‘1 point = 1 Singapore Dollar’, **your individual earnings will be the dollar amount of your individual scores obtained from Step One plus 3 Singapore Dollars show-up fee.**

After knowing your individual earnings, you will be asked to make a transfer from your individual earnings to your matched participant B in the other room. The amount you can transfer ranges from 0 Singapore Dollar up to your individual earnings. Please note, the smallest unit of your transfer will be in dollar, i.e., no decimal point is allowed.

Your **final earning** will be your total earning net of your transfer to your matched participant B. This is how we calculate participants A's and B's final earnings.

Participant A's final earning amounts to

- + 3 Singapore Dollars
- + The amount of money participant A earned from Step One
- The amount of money participant A decided to transfer to his/her matched participant B

Participant B's final earning amounts to

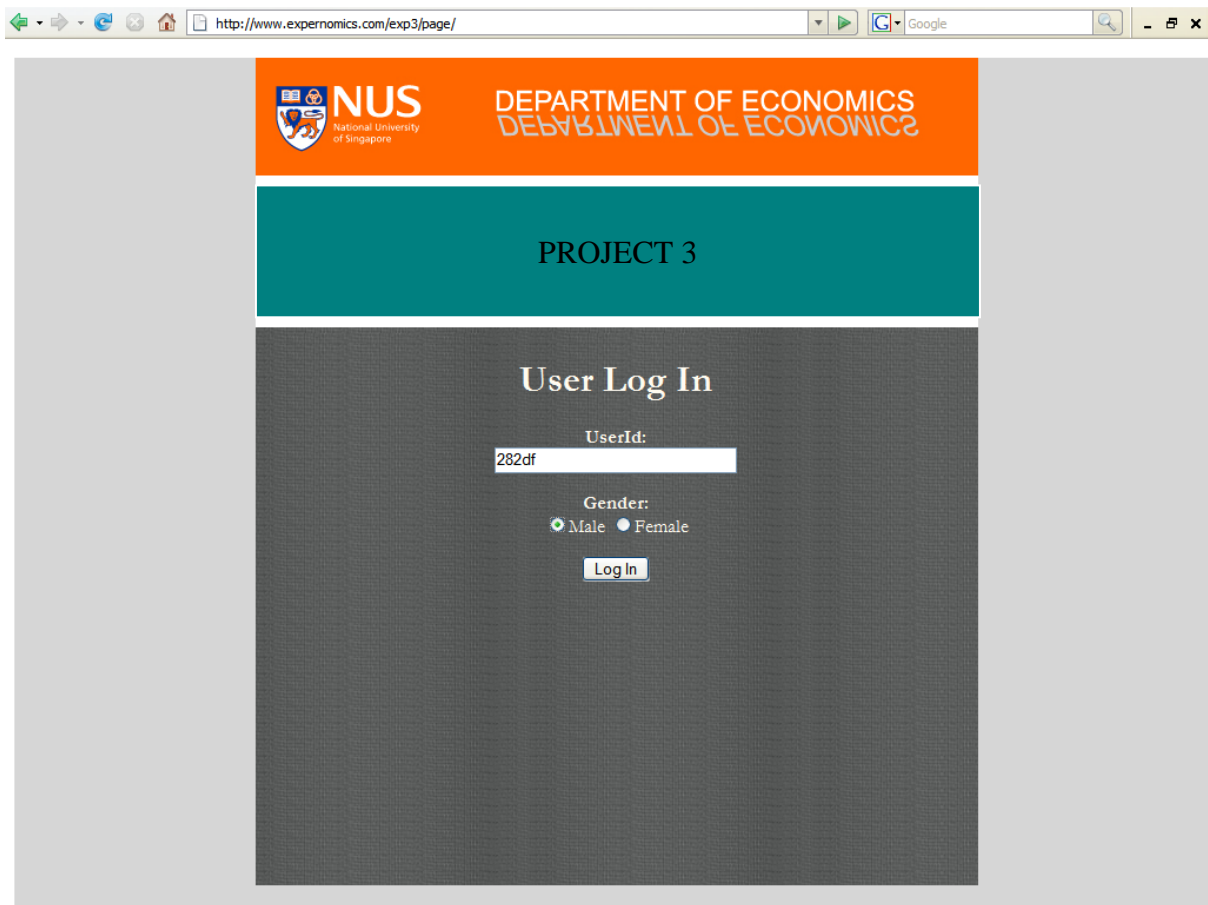
- + 3 Singapore Dollars
- + The amount of money participant A decided to transfer to the matched participant B

Supplementary Material C:

Examples of the computer screen shots used in the WPC treatment in the dictator game

Step One

Slide 1:



Slide 2:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/login.php>. The page features the NUS logo and the text "DEPARTMENT OF ECONOMICS" in an orange header. Below this is a teal banner with the text "PROJECT 3". The main content area is dark grey and contains the following text:

You are logged in as User : 282df
You have 5 mins to answer all 25 questions. During the process, please **do NOT** click refresh or back or close the browser. Otherwise, you may lose your answer hence your payment.
If you do not know the answer to a question. You may leave it blank or choose "I don't know". Please note that **wrong answers will be penalized**
You may start now.

Below the text is a button labeled "Start".

Slide 3:

The screenshot shows a web browser window with the URL http://www.expernomics.com/exp3/page/questions_end.php. The page header features the NUS logo and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below the header is a teal banner with the text "PROJECT 3". The main content area, which has a dark grey background, displays the following text: "You have answered 0 correct questions out of 25 questions.", "You have left 25 questions unanswered.", "You have answered 0 questions incorrect.", and "Based on your performance, your individual score is 0 points." At the bottom of this section is an "OK" button.

Slide 4:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/discout.php>. The page content is as follows:

NUS National University of Singapore
DEPARTMENT OF ECONOMICS

PROJECT 3

User: 18z6t

Ranking information
Rank: 1, Score: 2
Rank: 2, Score: 0

Here is the statistical distribution of the scores from all participants,

Lowest score: 0
25% percentile: 0
50% percentile: 0
75% percentile: 0
Highest score: 2

Based on your performance, your individual score is 2. Your individual score is ranked at 1 out of 2 total participants.

Please wait for administrator's further instructions

Slide 5:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/donation.php>. The page header features the NUS National University of Singapore logo and the text 'DEPARTMENT OF ECONOMICS' repeated twice. Below the header is a teal banner with the text 'PROJECT 3'. The main content area, which has a dark grey background, displays the following information:

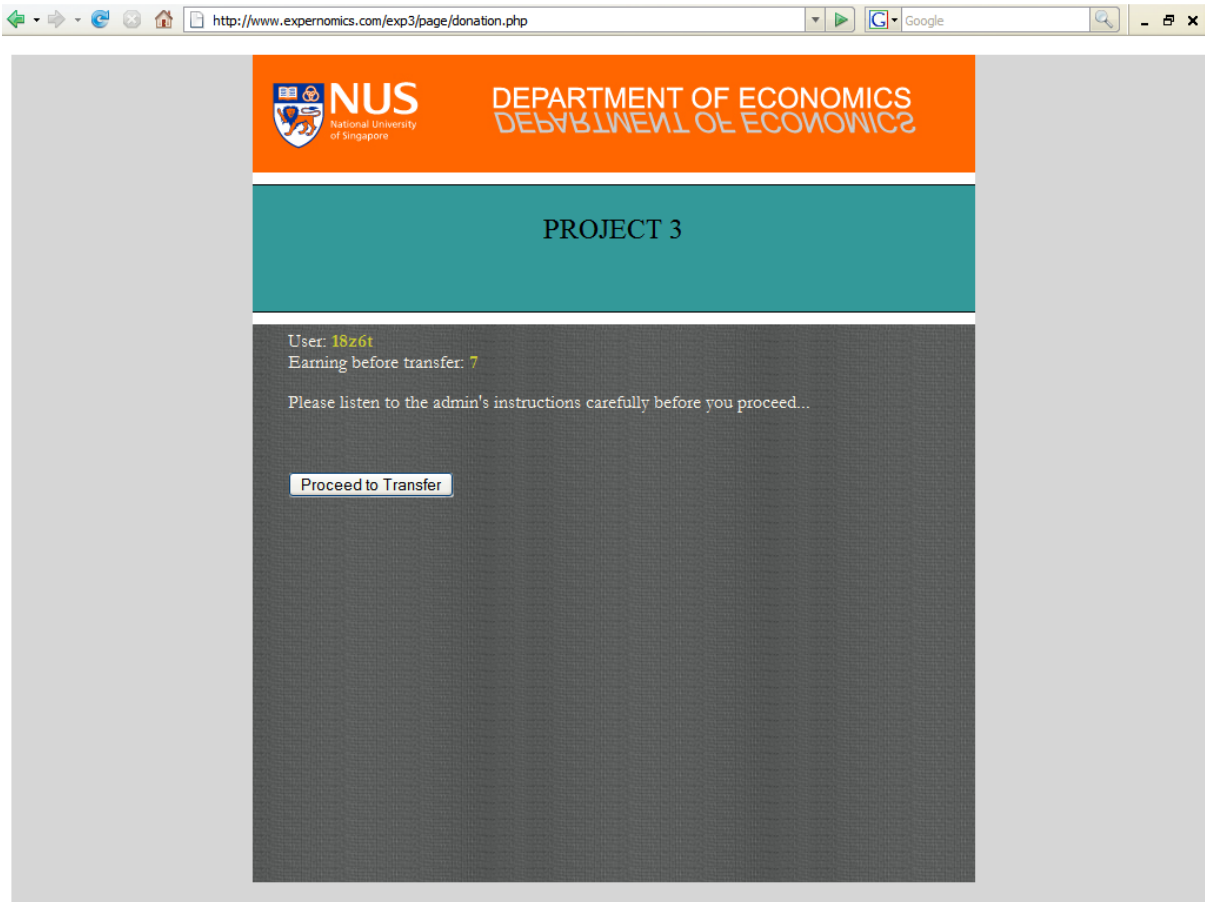
User: 18z6t
Earning before transfer: 7

Please listen to the admin's instructions carefully before you proceed...

Please wait for admin to approve...

Step Two

Slide 6:




The screenshot shows a web browser window with the address bar containing `http://www.expernomics.com/exp3/page/donation.php`. The page header features the NUS logo (National University of Singapore) and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below the header, a teal banner displays "PROJECT 3". The main content area, which has a dark grey textured background, shows the following text:

User: 18z6t
Earning before transfer: 7
Please listen to the admin's instructions carefully before you proceed...

At the bottom of this section is a button labeled "Proceed to Transfer".

Slide 7:

http://www.expernomics.com/exp3/page/donationApproved.php

 **NUS**
National University of Singapore

DEPARTMENT OF ECONOMICS
DEPARTMENT OF ECONOMICS

PROJECT 3

Decide the amount you wish to give out

Your matched recipient is User ID: **2T6A7**

Your total earning is **7** Singapore Dollars. Out of these **7** Singapore Dollars, how much do you want to give to your matched recipient in the other room?

I wish to give: Singapore Dollars to my matched recipient.

Slide 8:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/confirm.php>. The page content is as follows:

NUS National University of Singapore

DEPARTMENT OF ECONOMICS

PROJECT 3

You have chosen to give 2 Singapore Dollars to your matched recipient 2T6A7. Your net amount earned from this experiment is 5 Singapore Dollars. Please confirm your decision.

Slide 9:

The screenshot shows a web browser window with the address bar containing the URL <http://www.expernomics.com/exp3/page/partnerDecision.php>. The browser's search engine is set to Google. The page content is as follows:

- Header:** An orange banner at the top left features the NUS logo (National University of Singapore) and the text "DEPARTMENT OF ECONOMICS" repeated twice.
- Section Header:** A teal banner below the header contains the text "PROJECT 3" in white, centered.
- Message:** The main content area has a dark grey background with a fine grid pattern. It displays the text "You have decided to give 2 Singapore Dollar (rounded) to your partner." in a light grey font.
- Action:** Below the message is a small, rectangular button with a yellow border and the text "Proceed" in black.

Slide 10:

http://www.expernomics.com/exp3/page/playerEnd.php

NUS National University of Singapore

DEPARTMENT OF ECONOMICS

DEPARTMENT OF ECONOMICS

PROJECT 3

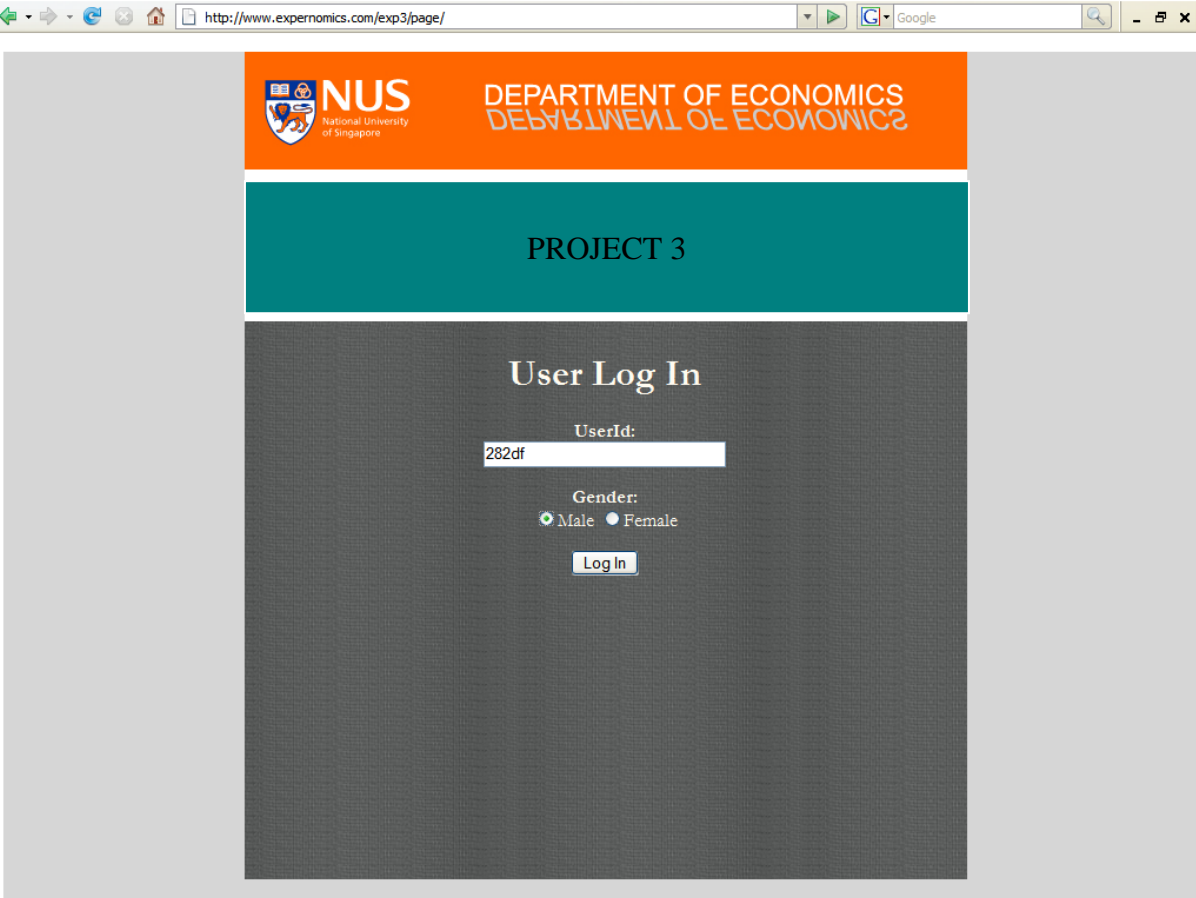
You have given 2 Singapore Dollar (rounded) to your matched recipient.
Your net amount earned from this experiment is 5 Singapore Dollar (rounded).
Thank you for your time. Please proceed to the admin for your payment. Bye bye! :)

Supplementary Material D:

Examples of the computer screen shots used in the WOPC treatment in the dictator game

Step One


Slide 1:



The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/>. The page header features the NUS National University of Singapore logo and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below the header is a teal banner with "PROJECT 3". The main content area is a dark grey box titled "User Log In" containing a "UserId:" field with the value "282df", a "Gender:" section with radio buttons for "Male" (selected) and "Female", and a "Log In" button.

Slide 2:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/login.php>. The page content is as follows:

 **NUS**
National University of Singapore

DEPARTMENT OF ECONOMICS
DEPARTMENT OF ECONOMICS

PROJECT 3

You are logged in as User : 282df
You have 5 mins to answer all 25 questions. During the process, please **do NOT** click refresh or back or close the browser. Otherwise, you may lose your answer hence your payment.
If you do not know the answer to a question. You may leave it blank or choose "I don't know". Please note that **wrong answers will be penalized**
You may start now.

Slide 3:

The screenshot shows a web browser window with the URL http://www.expernomics.com/exp3/page/questions_end.php. The page features the NUS logo and the text "DEPARTMENT OF ECONOMICS" in an orange header. Below this is a teal banner with the text "PROJECT 3". The main content area, which has a dark grey background, displays the following text: "You have answered 0 correct questions out of 25 questions.", "You have left 25 questions unanswered.", "You have answered 0 questions incorrect.", and "Based on your performance, your individual score is 0 points." At the bottom of this section is an "OK" button.

Slide 4:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/donation.php>. The page header features the NUS National University of Singapore logo and the text 'DEPARTMENT OF ECONOMICS' repeated twice. Below the header is a teal bar with the text 'PROJECT 3'. The main content area is dark grey and contains the following text:

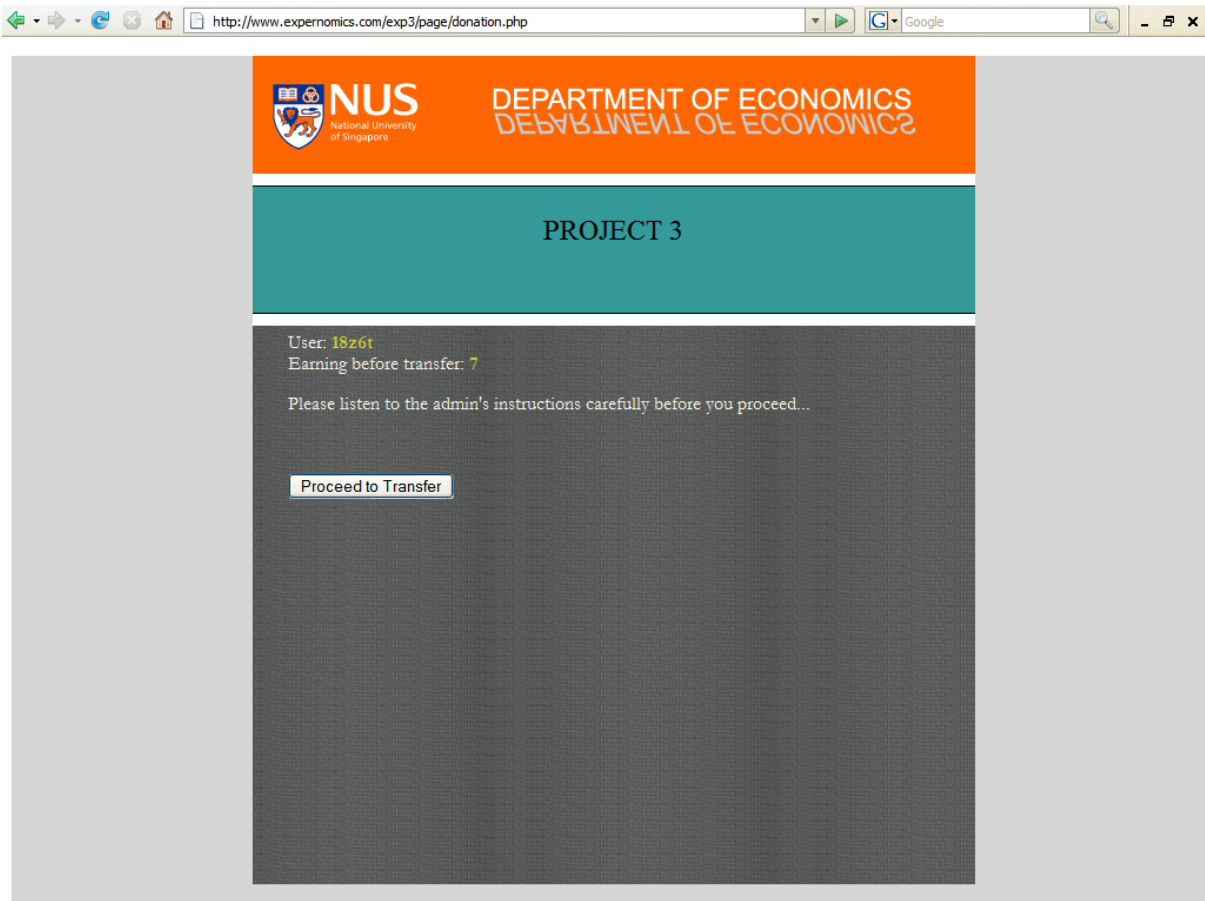
User: 18z6t
Earning before transfer: 7

Please listen to the admin's instructions carefully before you proceed...

Please wait for admin to approve...

Step Two

Slide 6:



The screenshot shows a web browser window with the address bar containing the URL <http://www.expernomics.com/exp3/page/donation.php>. The page content includes the NUS logo (National University of Singapore) and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below this is a teal banner with the text "PROJECT 3". The main content area is dark grey and displays the following information:

- User: 18z6t
- Earning before transfer: 7
- Please listen to the admin's instructions carefully before you proceed...

A button labeled "Proceed to Transfer" is visible at the bottom of the main content area.

Slide 7:

The screenshot shows a web browser window with the address bar containing the URL <http://www.expernomics.com/exp3/page/donationApproved.php>. The browser's search engine is set to Google. The page content is as follows:

NUS National University of Singapore

DEPARTMENT OF ECONOMICS

PROJECT 3

Decide the amount you wish to give out

Your matched recipient is User ID: **2T6A7**

Your total earning is **7** Singapore Dollars. Out of these **7** Singapore Dollars, how much do you want to give to your matched recipient in the other room?

I wish to give: Singapore Dollars to my matched recipient.

Slide 8:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/confirm.php>. The page header features the NUS logo and the text "DEPARTMENT OF ECONOMICS". Below the header, a teal banner displays "PROJECT 3". The main content area, which has a dark grey background, contains the following text: "You have chosen to give 2 Singapore Dollars to your matched recipient 2T6A7. Your net amount earned from this experiment is 5 Singapore Dollars. Please confirm your decision." At the bottom of this text are two buttons: "Yes" and "No".

Slide 9:

http://www.expernomics.com/exp3/page/partnerDecision.php

NUS National University of Singapore

DEPARTMENT OF ECONOMICS

DEPARTMENT OF ECONOMICS

PROJECT 3

You have decided to give 2 Singapore Dollar (rounded) to your partner.

Proceed

Slide 10:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/playerEnd.php>. The page content is as follows:

NUS
National University of Singapore

DEPARTMENT OF ECONOMICS
DEPARTMENT OF ECONOMICS

PROJECT 3

You have given **2** Singapore Dollar (rounded) to your matched recipient.
Your net amount earned from this experiment is **5** Singapore Dollar (rounded).
Thank you for your time. Please proceed to the admin for your payment. Bye bye! :)