

The following is the set of slides used for both the individual and majority treatments with low stakes (where either the fourth or fifth slide below was shown, respectively). Identical slides were used for the high stakes treatments with the exchange rates altered.

# Welcome to CASSEL

Welcome to the CASSEL 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.

There should be a pencil in the envelope you received.

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

# 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, chance, and possibly the decisions of other participants.

Please DO NOT socialize or talk during the experiment.

We will go over the instructions slowly. It is important you follow.

When you have a question please raise your hand and one of us will come to you to answer it in PRIVATE.

# Choosing a Jar

At the beginning of each round we will flip a coin to choose one of two jars:

**Red Jar:** 7 red balls and 3 blue balls.

**Blue Jar:** 7 blue balls and 3 red balls.

You will make your choices in sequence.

Your task will be to guess which jar has been chosen.

# Guessing the Jar

After receiving some information (soon to be explained), you will be asked to guess which jar has been selected.

**Correct guess: 100 points**

**Incorrect guess: 10 points**

# Guessing the Jar

After receiving some information (soon to be explained), you will be asked to guess which jar has been selected.

After everyone has made their guesses, we will determine the most popular guess (the one chosen by the majority; ties resolved randomly)

**Majority Correct:            100 points to all**

**Majority Incorrect:        10 points to all**

# Information

You will make your decisions in sequence,  
one after another.

**For persons 1, 2, 3:**

You will see the “history of play”

**For persons 4, 5, 6, etc.:**

You can choose “private sample” or  
“history of play”

YOUR CHOICE WILL NOT BE REVEALED TO ANYONE.

# Information - continued

**“history of play”** – you see the guesses made by everyone before you who has seen history of play (in particular, the first person observing “history of play” receives no information). Only guesses of those who choose “history of play” are listed in the history of play.

**“private sample”** – you will get to observe the color of one ball drawn at random (and with replacement) from the selected jar.



# SCREEN 10<sup>th</sup> PERSON

Period 2 of 2

You are the 10 th subject in the sequence.

Do you want a private signal or do you want to see the history of play?  Signal  History

OK

# Person 10 chooses "history"

Period 2 of 2

History of Guesses
Blue
Red
Blue
Blue
Blue
Red

Guess  Blue Jar  
 Red Jar

OK

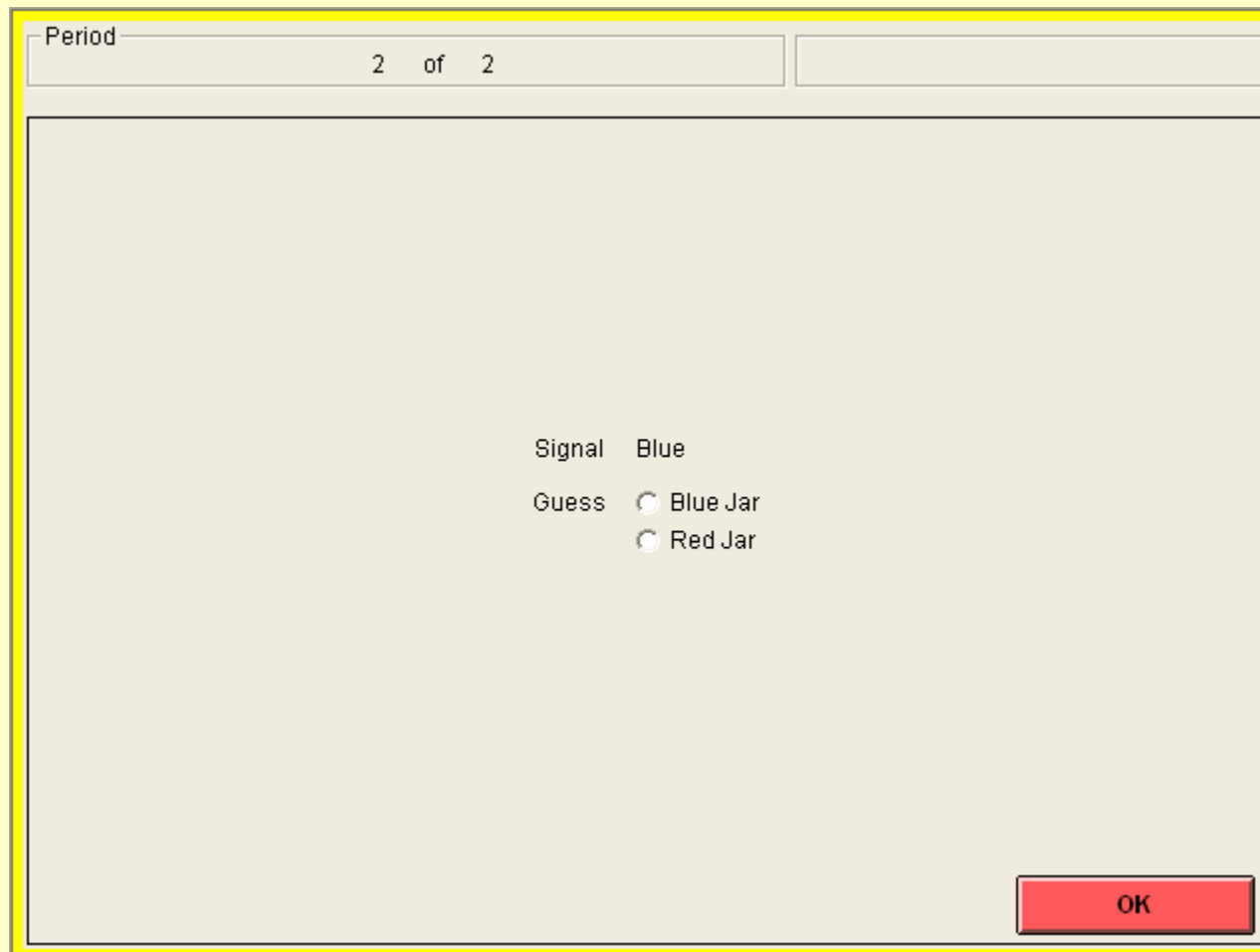
# Person 10 chooses "signal"

Period 2 of 2

Signal Blue

Guess  Blue Jar  
 Red Jar

OK



# (Cumulative) Payoff screen

Period	2 of 2
Jar Red	
Your Guess	Blue
Your Payoff	10 points
Your Cumulative Payoff	1.10
OK	

# (Cumulative) Payoff screen

Period 2 of 2

	Jar	Blue
Your Guess	Red	
Number of Red Guesses		14
Number of Blue Guesses		11
Your Payoff	10 points	
Your Cumulative Payoff	1.10	

OK

# Summary

## **In each period:**

Each of you, in turn, will be asked to make decisions.

Persons **1 through 3** in the sequence:  
you'll see "history of play"

Persons **4, 5, 6, ...** in the sequence:  
**You** choose whether to observe  
"history of play" or "private sample"  
Your choice will **NOT** be revealed

The experiment consists of **10 periods** as described.

# Your Earnings



**1 point = 1 cent**

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

## Let the Experiment Begin!