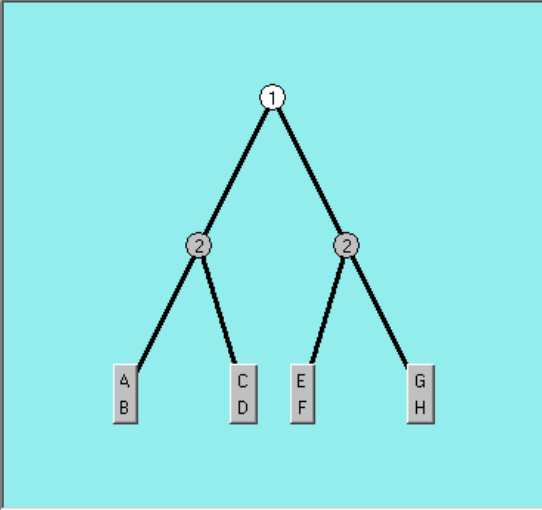


Directions

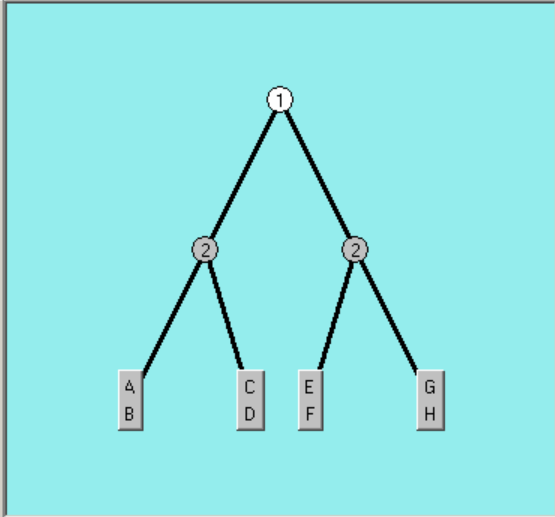
You are going to participate in an experiment like the one pictured to your right. The decision tree pictured now is similar to, but not the same as the experiment in which you will participate. In the experiment, you will have to make decisions that will have a direct impact on your payoff. The way this experiment is conducted is very simple. You will be given a decision-maker number once the experiment has begun. Suppose you are decision-maker 1. You would receive a message that says "You are decision-maker 1." At certain nodes owned by you, you will have to make a decision as to which path you wish to take at that node. More instructions are coming on how to tell who owns a node and what choices you have from which to make your decision. Based on your decisions and your counterparts' decisions, one of the "ends" of the tree will be reached. These ends are the U.S. \$ payoffs that each decision-maker including yourself will receive. The top number is the U.S. \$ payoff for decision-maker 1, the bottom number is the U.S. \$ payoff for decision-maker 2. The letters in the tree pictured now are for illustration, in the real experiment the letters will be replaced with U.S. \$ amounts. Click on "Next" to continue.

Next



Directions

As you can see a new button, "Back", has appeared on your screen. At any time you can go back through the directions and review pages that you have already seen by clicking on this button. Once you have finished all the directions and decide to begin the experiment, you will not be able to come back to the directions. In the tree pictured to your right you see three circles where the "branches" of the tree meet. These circles are the nodes of the decision tree. Notice that the white circle has the number 1 in it. This indicates that decision-maker 1 owns this node, or in other words decision-maker 1 will choose what path will be chosen at that point in the tree. The two gray nodes are owned by decision-maker 2. Note that the colors are only used to point out particular nodes. It is the number that identifies the owner. Click on "Next" to continue.

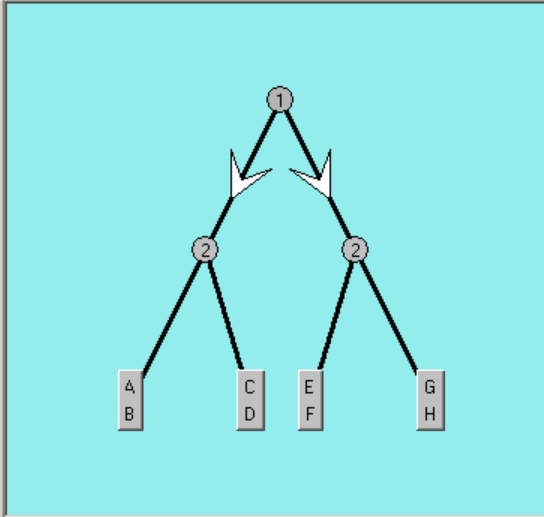


Back

Next

Directions

Now that decision-maker 1 knows that she has to make a decision, what are her choices? The arrows on the two different branches tell decision-maker 1 that she has these two possible choices. It is important to remember that just as you will not know with whom you are participating, so will other decision-makers not know your identity. Other decision makers and the experimenters will know that someone made the decisions you decide to make. But no one will ever be able to link your name or other identifying information to your decision. Click on "Next" to continue.

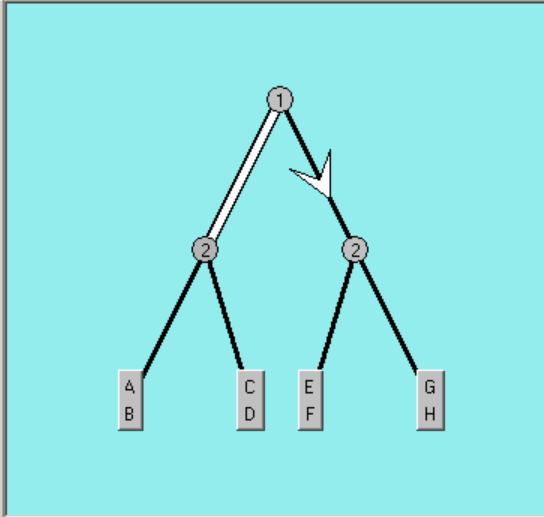


Back

Next

Directions

Again assume you are decision-maker 1. Go ahead and make a choice at your node by clicking your mouse on one of the arrows. Click on "Next" to continue.

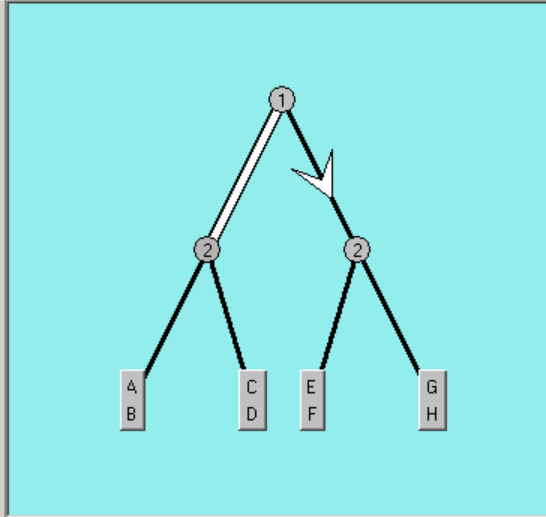


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Next

Directions

Notice how the branch you clicked changed appearance. This indicates to you what the computer has registered as your decision. Notice that the other branch still has an arrow on it. Try clicking the branch with an arrow on it. Once you click on the branch the appearance changes. Now that branch is your current selection and your previous selection has an arrow on it. As you can see you have not committed yourself to a decision yet. Click on "Next" to continue.

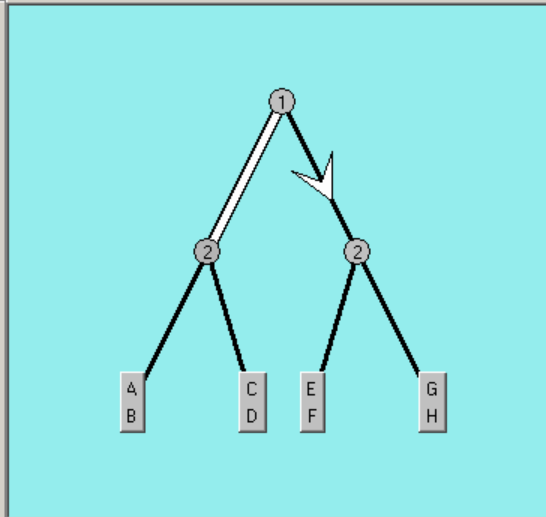


Back

Next

Directions

Now click on the "Send" button. Notice that the appearance of the selected branch remains unchanged, but the arrow is gone from the non-selected branch. Try clicking on the non-selected branch. You can't switch your decision anymore. Once you have clicked "Send" you are committed to that choice and you cannot change it. Click on "Next" to continue.



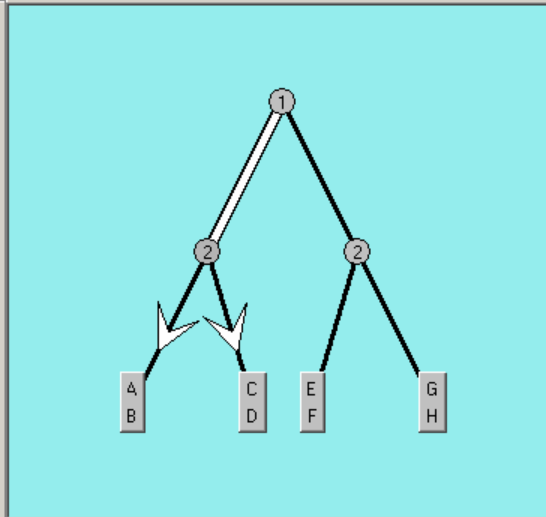
Back

Send

Next

Directions

Now suppose that you are decision-maker 2. Your nodes are the two that have a "2" in the circle. One of your nodes has its choices indicated by arrows. The highlighted branch leading to this node indicates what decision maker 1 selected. Go ahead and make your decision. Remember that you can change your mind since you have not clicked the "Send" button. Once you have made your decision click on the "Send" button.

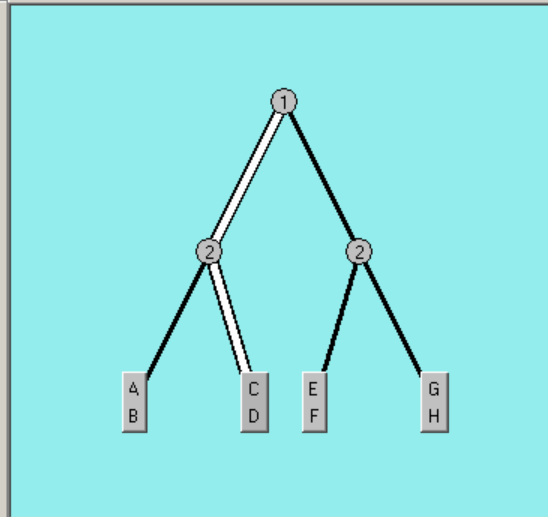


Send

Back

Directions

Now that an end of the tree has been reached we can determine the U.S. \$ payoffs for each decision-maker. The U.S. \$ payoffs are determined by starting at the first node in the tree and then following the path selected at each node that you come to in this manner. Once you reach the end of the path you can determine the U.S. \$ payoffs. You will be given a message like the one below this tree that tells you what the actual U.S. \$ payoffs are for each decision-maker. Click on "Next" to continue.



Decision maker 1's payoff is \$C and decision maker 2's payoff is \$D.

Back

Next

Directions

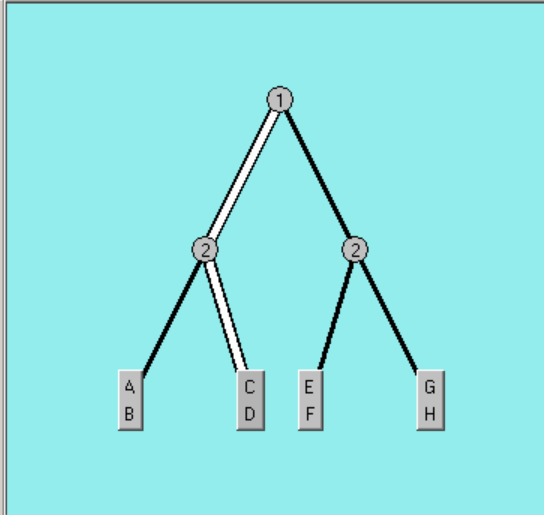
Let's review the main points of the instructions.

- 1) You will be given a decision-maker number and will "own" every decision that has your decision-maker number in the circle.
- 2) When you can make a choice as indicated by arrows you need to click on the branch that you wish to choose.
- 3) Once you are sure of your decision you must hit the "Send" button. You cannot change your mind after you click on "Send".
- 4) The U.S. \$ payoffs for each decision-maker are given at the ends of the tree. Decision-maker 1's U.S. \$ payoff is the top number, decision-maker 2's U.S. \$ payoff is the bottom number.

If you wish to review the instructions please click on the "Back" button. If you understand the instructions and are ready to begin the experiment click on the "Start" button.

Back

Start



Decision maker 1's payoff is \$C and decision maker 2's payoff is \$D.