

## Instructions

You are about to participate in an experiment in the economics of decision making. If you follow these instructions carefully and make good decisions, you might earn a considerable amount of points.

The experiment will consist of 10 separate decision making periods.

In each decision-making period, you will be randomly paired with another person. At the beginning of the period, both players must separately and independently select an action. The combined actions of the players jointly determine the number of points earned by you and the number of points earned by the other player.

You will not know the identification of the person you are playing against in any period. Similarly, nobody in your decision-making pair will know your identification in any period. Further, you will not be told who these people are either during or after the experiment.

As a player, you may either choose action 1, action 2, or action 3. The number of points earned by you is given by the following table for each pair of actions you and the other player might select:

SAMPLE INFORMATION TABLE

<i>You</i>				
Number of Points Earned by You				
Other Player's Action				
<hr/>				
1    2    3				
<hr/>				
Your	1	320	440	500
Action	2	420	600	660
	3	180	360	420

  

<i>Other Player</i>				
Number of Points Earned by Other Player				
Other Player's Action				
<hr/>				
1    2    3				
<hr/>				
Your	1	320	420	180
Action	2	440	600	360
	3	500	660	420

To read this table, suppose that you chose action 2 and the other player chose action 1. You would then earn 420 points. Similarly, suppose that you chose action 1 and the other player chose action 3. You would then earn 500 points. In a like manner, you can use this table to determine the number of points you would earn for all other pairs of actions you and the other player may select. The other player also earns points depending upon the type of action they select. These are given in the second section of the table.

When you select an action, enter the action chosen into the computer via your terminal and record the action chosen on your record sheet. Once both you and the other player have selected your actions and entered them into the computer via your terminals, the computer will determine the number of points earned by you based on the table given above. The result is then sent to you via your terminal.

Are there any questions?