1.00 *blank Instructions* none

2.00 *start Instructions* Click on "Continue" to start the demonstration.

3.00 *group Fill-in-the-Blank* Please enter the name of the team

4.00 *name Fill-in-the-Blank* Please enter the name of Player 1

5.00 *name2 Fill-in-the-Blank* Please enter the name of Player 2

6.00 *name3 Fill-in-the-Blank* Please enter the name of Player 3

8.00 *selection Instructions* Hello <name>, <name2>, and <name3>.

The program is now selecting the players who will participate in the demonstration round.

Please wait...

9.00 *first player Instructions* The first player is LAURA.

Laura can now sit in front of the computer. Please make sure that all members of <group> are able to read the following instructions.

Click on "Continue when you are ready.

10.00 *first Instructions* The other group are PIZZA PEOPLE and the selected player is ELIZABETH.

Laura, you will now play the demonstration round with Elizabeth.

11.00 *general Instructions* It is important that all of you pay careful attention to the instructions.

This is a demonstration round, but to make it more meaningful Laura's score in this round will still influence the final payoff that <group> will receive at the end of this session.

12.00 *instructions1 Instructions* This game is about winning tickets for a lottery for all teams that take part in this study.

Laura, you will play one round of the game with Elizabeth, who will play on behalf of PIZZA PEOPLE. Your task is to gain as many tickets as possible for <group>.

13.00 *instructions2 Instructions* The more tickets you earn, the higher the chances of winning £100 for your team, <group>. The same applies to Elizabeth and PIZZA PEOPLE.

If <group> win the lottery, the £100 will be shared equally between all members - in addition to the credits earned for this study.

14.00 *video Instructions* This computer is equipped with a video connection. You will now briefly see Elizabeth and PIZZA PEOPLE to greet each other via webcam.

After that, the webcam will stay on, but you will actually be connected with PIZZA PEOPLE only a few times during the demonstration. The connection will not always be simultaneous: sometimes you will see them but they will not see you and vice versa.

15.00 *connecting Movie* connecting.gif

16.00 *hello Movie* HELLO.wmv

17.00 *Instructions3 Instructions* Laura, both you and Elizabeth start the game with 10 lottery tickets each.

On the next screens, Elizabeth will have the opportunity to give you some or all of her 10 tickets. She could give you any amount of tickets - from zero to all 10.

18.00 *Instructions4 Instructions* Importantly, the number of tickets Elizabeth sends to you will be TRIPLED before being passed to you. For example, if Elizabeth sends 3 tickets to you, you will receive 9 tickets. You will then have the option of returning any number of your tickets to Elizabeth (these tickets will NOT be tripled). Then, the round is over.

On the next screen you will see a short demonstration video.

19.00 *demo Movie* slide\_final.wmv

20.00 *Instructions5 Instructions* Note that the more tickets Elizabeth gives you, the bigger the total pool of tickets available for the two teams. However, it is then entirely up to you and <group> to decide what you give back to her.

As a result, both of you could end up with more or fewer than 10 tickets.

21.00 *Instructions6 Instructions* To summarise, you will end the game with whatever you DID NOT return to Elizabeth from the total amount of your tickets (your initial 10 tickets PLUS the tripled amount that Elizabeth sent to you). The tickets are then passed to <group>.

The more tickets <group> have earned, the higher your chance of winning £100.

22.00 *questions Instructions* If you have any questions, please ask the experimenter.

23.00 *checks Instructions* On the next screens, we would like to ask you some questions to make sure you have understood the game description.

Laura, feel free to discuss the answers with other members of <group>.

24.00 *Check1 Scale Response* Imagine that Elizabeth gives 5 tickets to you. How many tickets will she keep for herself?

5 tickets

10 tickets

0 tickets

25.00 *Correction1 Scale Response* Please remember that you and Elizabeth both have 10 tickets at the beginning of the game.

If Elizabeth gave you 5 tickets, how many tickets would she keep?

5 tickets

10 tickets

0 tickets

26.00 *Correct1 Instructions* That is correct!

27.00 *Check2 Scale Response* If Elizabeth gave you 5 tickets, how many tickets would you have in your account?

15 tickets

5 tickets

25 tickets

28.00 *Correction2 Scale Response* Please remember that the amount of the tickets Elizabeth gives to you will be tripled - and that you already have your initial 10 tickets.

If Elizabeth gave you 5 tickets, how many tickets would you have?

15 tickets

5 tickets

25 tickets

29.00 *Correct2 Instructions* That is correct!

30.00 *Check3 Scale Response* Now, if Elizabeth gave you 5 tickets and you returned 10 tickets to her, how many tickets would each of you have at the end of the game?

15 tickets for your group and 15 for Elizabeth's group

20 tickets for your group and 20 tickets for Elizabeth's group

15 tickets for your group and 30 tickets for Elizabeth's group

31.00 *Correction3 Scale Response* Do not forget that you have your initial 10 tickets in addition to the number that Elizabeth passed to you (and that was tripled by the system).

If Elizabeth gave you 5 tickets and you returned 10 tickets to her, how many tickets would each of you have at the end of the game?

15 tickets for your group and 15 for Elizabeth's group

20 tickets for your group and 20 tickets for Elizabeth's group

15 tickets for your group and 30 tickets for Elizabeth's group

32.00 *Correct3 Instructions* That is correct!

33.00 *Waiting Instructions* It is now time to play the game. In this part of the game, PIZZA PEOPLE will send you some of their tickets.

Elizabeth will now make her decision.

Please wait...

34.00 *partner2 Image File* connecting.gif

35.00 *Think Movie* THINK.wmv THINK.wmv

36.00 *Waiting 2 Instructions* Waiting for the decision of PIZZA PEOPLE...

37.00 outcome Instructions PIZZA PEOPLE decided to send you 7 tickets out of 10.

You and <group> now have 31 tickets on your account. PIZZA PEOPLE have 3 tickets. In the next screens, you will have the opportunity to divide your tickets between you and Elizabeth.

38.00 *allocation Fill-in-the-Blank* It is now time to decide what to do with your 31 tickets.

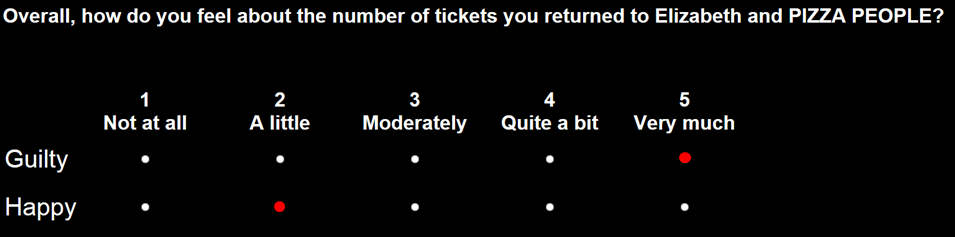
How many tickets would you like to return to PIZZA PEOPLE?

39.00 *Waiting 3 Instructions* Please wait...

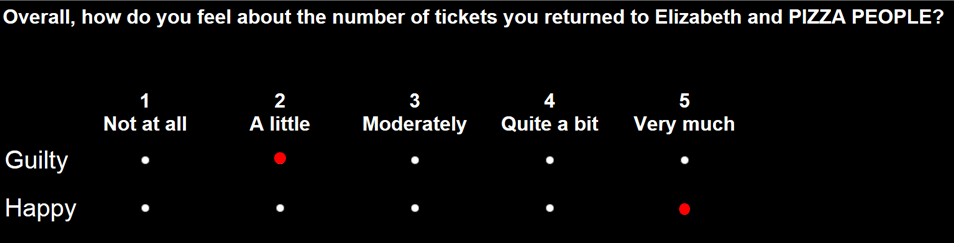
40.00 *outcome2 Instructions* Laura, you and <group> now have 31 tickets. Elizabeth and PIZZA PEOPLE have 3 tickets.

41.00 *emotion HTML* emotion3.htm

\* GUILT CONDITION



\* HAPPINESS CONDITION



42.00 *thank you Instructions* <group> now have 31 tickets, and PIZZA PEOPLE have 3 tickets.

This is the end of the demonstration round. You will now play the game individually on separate computer stations.

Thank you for your participation.