

User guide to the data and code used for

Standing United or Falling Divided? High Stakes Bargaining in a TV Game Show

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The data is provided as an Excel file (*Dataset Divided.xlsx*). For details about the game show we refer to the article and online appendix.

Two do-files are included. *Creating Data.do* imports the Excel file into Stata and creates additional variables that are necessary for the analyses. *Analyses.do* generates all results included in the article and online appendix.

The variables are defined as follows.

Variable	Description
team	Unique number for each team of contestants indicating the order in which the teams appeared in the show. The ordering of the numbers is in line with the episode number.
episode	Episode number in which the team started the game. Combines the series number and the episode number as used by the production company. The first number refers to the number of the series; the second number refers to the number of the episode. E.g., "2.12" refers to episode 12 of the second series.
final	Indicates after which round the team plays the cash dividing round (1, 2, 3, 4 or 5). Takes the value of 0 if they do not play this round because of three incorrect answers.
lastquestion	Indicates the question that lead to the third mistake if no cash dividing round is played (for example, 2.3). Not applicable if the team reaches the cash dividing round.
name	The first name of the contestant.
gender	Indicates whether the subject is male (1) or female (0).
age	The contestant's age, where age is estimated in the cases where age is not explicitly mentioned during the show. Estimates are based on physical appearance and information revealed in chats.
educ	An indicator for the contestant's level of education, where the indicator is estimated when the level was not explicitly mentioned or did not become abundantly clear during the show. Estimates are based on self-reported job titles. Contestants who are currently enrolled in higher education and people whose job title suggests work experience equivalent to the bachelor level or higher are included in the higher education category.
question$_{xr}$	Indicates whether the team's answer to question x in round r was correct (1)

	or incorrect (0).
jackpotchangexr	Jackpot change due to answer to question x in round r .
jackpotafterxr	Jackpot after question x in round r .
inputxr	Takes the value of 1 if the contestant contributes positively to the team's answer by bringing forward or arguing in favor of an answer to question x in round r that would be correct (even though this correct answer needs not be chosen), 0 if the contestant does not contribute to the team's answer (i.e., she does not bring forward or argue in favor or against one particular answer), just following an opponent's choice without opinion or arguments included, -1 if the contestant contributes negatively to the team's answer by bringing forward or arguing in favor of an answer to question x in round r that would be false (even though this false answer needs not be chosen). If a contestant contributes both positively and negatively, -1 applies, unless all contestants contribute both positively and negatively and come to a correct answer (in that case 1 applies for each contestant) or if two contestants contribute both positively and negatively and come to a correct answer while the third remains silent (in that case 1 applies for the two active contestants). If all contestants simultaneously give the same correct (false) answer (either out loud or through the computer), 1 (-1) applies. A joint guess yields 1 for all contestants if correct and -1 otherwise. Answers randomly given by contestants through the computer are ignored.
mistakesafterr	The team's total number of mistakes after round r .
stoporplayr	Variable indicating whether the contestant - ultimately or after discussion - decides to stop the game after completing round r (Stop), or chooses to play on (Play). If the contestant does not express her preference or says she is indifferent, "Silent" is used.
prizepool	The ultimate jackpot, or the amount that the final contestants will attempt to divide.
prizea	The monetary amount marked share A.
prizeb	The monetary amount marked share B.
prizec	The monetary amount marked share C.
claimorder	Indicates whether the contestant was the first (1), second (2) or third (3) to claim a prize.
hardball	Indicates whether prior to the start of the timer the contestant says or indicates that she will not back down about the share she claims (or that she will stick with it).
initialclaim	Prize the contestant initially claims, before the timer starts. Claim is defined as the letter on the computer screen (A=3, B=2 or C=1).
halftimeclaim	Prize the contestant claims after 50s have elapsed and there is a short pause. Claim is defined as the letter on the computer screen (A=3, B=2 or C=1).
finalclaim	The rank of the prize the contestant ultimately takes home (A=3, B=2 or C=1).
newclaim/irank	Indicates the contestant's claim after she changed her claim for the i -th time. Claim is defined as the letter on the computer screen (A=3, B=2 or C=1).
newclaim/itime	Time remaining (1-100s) when the contestant changed her claim for the i -th time. Claim is defined as the letter on the computer screen.
timerremaining	Time remaining at the time agreement is reached about the distribution of the jackpot. Takes the value of 100 if agreement is reached before the start of the timer.
payoff	The contestant's final payoff or "take home amount".
