**READ ME for Pulford, B. D., Colman, A. M., & Loomes, G. (2018). Incentive magnitude effects in experimental games: Bigger is not necessarily better. *Games, 9*(1), 4.** [**https://doi.org/10.3390/g9010004**](https://doi.org/10.3390/g9010004)

The analysis was done with the statistical software package IBM SPSS Statistics <https://www.ibm.com/uk-en/products/spss-statistics> on Windows.

The experiments were run with on-line survey software Surveygizmo <https://www.surveygizmo.com/>

The Excel file “games-246532-supplymentary.xlsx” contains the data and is available on-line from <http://www.mdpi.com/2073-4336/9/1/4/s1>

**CODEBOOK**

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| --- | --- |
| **Variable** | **Label** |
| Participant number | Participant identifier number |
| Age | Participant’s age in years |
| Gender | Male; Female |
| condition | Blue X5; Blue Control; |
| game10 | A; B; C; D |
| game9 | A; B; C; D |
| game4 | A; B; C |
| game1 | A; B; C |
| game12 | A; B; C; D |
| game3 | A; B; C |
| game2 | A; B; C |
| game5 | A; B; C |
| game8 | A; B; C |
| game11 | A; B; C; D |
| game6 | A; B; C |
| game7 | A; B; C |
| Reason 1) I chose rows with the aim of avoiding zero payoffs. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 2) I chose rows by trying to predict or anticipate the most likely choices of the other person and then choosing the rows that would give me the highest payoffs if my predictions were correct. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 3) I chose rows with the aim of maximizing the total payoff to both me and the other person. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 4) I chose rows randomly, or with no particular reason in mind. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 5) I chose rows by working out or estimating the total/average payoff that I could expect if the other person was equally likely to choose any column, and then choosing the best rows for me on that basis. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 6) I chose rows with the aim of trying to get higher payoffs than the other person. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 7) I chose rows with the aim of trying to ensure that the payoffs to me and the other person were the same or equal. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 8) I chose rows by finding the highest possible payoff available to me in each grid and aiming for that payoff. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 9) I chose as if the other person could anticipate my choices and they would always pick the best for them, and then I chose the best response for me. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
| Reason 10) I chose the best row for myself, pretending that, whatever row I chose, the other person would choose whatever column is best for them. | Strongly agree; Moderately agree; Slightly agree; Neutral; Slightly disagree; Moderately disagree; Strongly disagree |
|  | games-246532-supplymentary.xlsx  Data taken from Pulford, B. D., Colman, A. M., & Loomes, G. (2018). Incentive magnitude effects in experimental games: Bigger is not necessarily better. *Games, 9*(1), 4.  Available at [www.mdpi.com/2073-4336/9/1/4/s1](http://www.mdpi.com/2073-4336/9/1/4/s1) |