

Round 1 of 20

Your label is A1.

Please make your decision and press OK.

Your decision ☐ Stay ☐ Enter

OK

**Figure C1:** Player A decision. This screen is the same in all treatments.

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In this round you are paired with the Player A whose label is A4.

Player A has chosen Enter.

Please make your decision and press OK.

Your decision ☐ Keep ☐ Send

OK

**Figure C2:** Player B decision, if one. This screen is the same in all treatments.



**Figure C3:** Player B decision, if none. This screen is the same in all treatments.

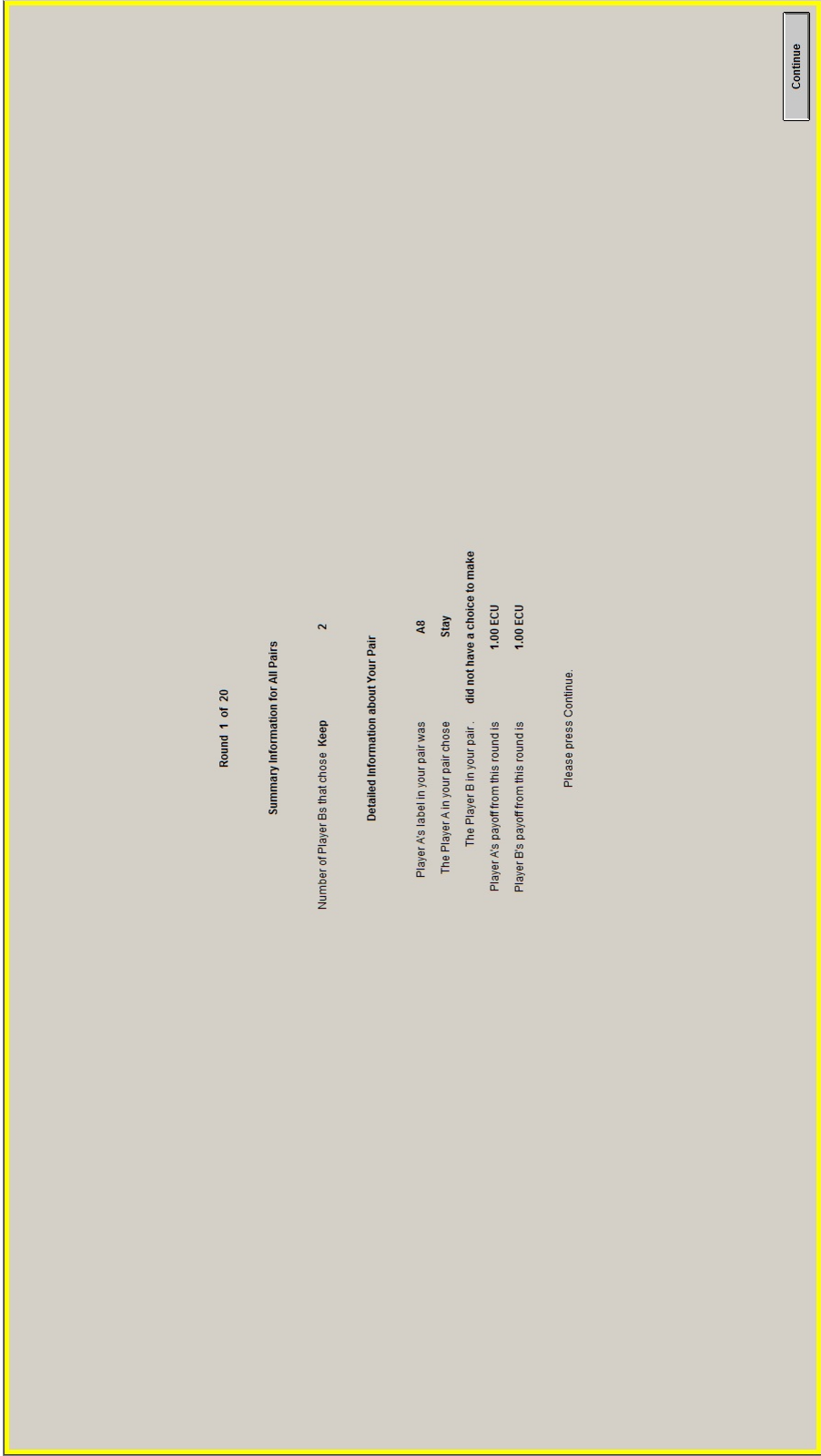


Figure C4: Feedback screen when Player A chose *Stay* in NONE.



**Figure C5:** Feedback screen when Player A chose *Stay* in SEQSERVE and PREORDER.

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Summary Information for All Pairs

Number of Player Bs that chose **Keep**2

Detailed Information about Your Pair

Player A's label in your pair wasA7

The Player A in your pair choseEnter

The Player B in your pair choseSend

Player A's payoff from this round is2.00 ECU

Player B's payoff from this round is2.00 ECU

Please press Continue.

Continue

Figure C6: Feedback screen when Player B chose *Send* in NONE.

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Summary Information for All Pairs

Number of Player Bs that chose Keep2

Number of pairs selected1

Detailed Information about Your Pair

Player A's label in your pair wasA4

The Player A in your pair choseEnter

The Player B in your pair choseSend

Player A's payoff from this round is2.00 ECU

Player B's payoff from this round is2.00 ECU

Please press Continue.

Continue

Figure C7: Feedback screen when Player B chose *Send* in SEQSERVE and PREORDER.

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Summary Information for All Pairs

Number of Player Bs that chose **Keep**2

Detailed Information about Your Pair

Player A's label in your pair was

The Player A in your pair chose

The Player B in your pair chose

Player A's payoff from this round is

Player B's payoff from this round is

A1

Enter

Keep

0.00 ECU

4.00 ECU

Please press Continue.

Continue

Figure C8: Feedback screen when Player B chose *Keep* in NONE.



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Summary Information for All Pairs

Number of Player Bs that chose	Keep	2
Number of pairs selected		1

Detailed Information about Your Pair

Player A's label in your pair was

A3

The Player A in your pair chose

Enter

The Player B in your pair chose

Keep

The computer selected one pair at random from amongst those whose Player B chose Keep.

Your pair was not selected.

Player A's payoff from this round is

0.00 ECU

Player B's payoff from this round is

4.00 ECU

Please press Continue.

Continue

Figure C9: Feedback screen when Player B was *Not selected* in SEQSERVE.

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Summary Information for All Pairs

Number of Player Bs that chose	Keep	2
Number of pairs selected		1

Detailed Information about Your Pair

Player A's label in your pair was

A6

The Player A in your pair chose

Enter

The Player B in your pair chose

Keep

The Player A in your pair

did not have

the highest label among those whose Player B chose

Keep.

Your pair was not selected.

Player A's payoff from this round is

0.00 ECU

Player B's payoff from this round is

4.00 ECU

Please press Continue.

Continue

Figure C10: Feedback screen when Player B was *Not selected* in PREORDER.

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Summary Information for All Pairs

Number of Player Bs that chose	Keep	2
Number of pairs selected		1

Detailed Information about Your Pair

Player A's label in your pair was

A7

The Player A in your pair chose

Enter

The Player B in your pair chose

Keep

The computer selected one pair at random from amongst those whose Player B chose Keep.

Your pair was selected.

Player A's payoff from this round is

2.00 ECU

Player B's payoff from this round is

1.80 ECU

Please press Continue.

Continue

Figure C11: Feedback screen when Player B was *Selected* in SEQSERVE.

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Summary Information for All Pairs

Number of Player Bs that chose

Keep

2

Number of pairs selected

1

Detailed Information about Your Pair

Player A's label in your pair was

A8

The Player A in your pair chose

Enter

The Player B in your pair chose

Keep

The Player A in your pair has

the highest label

among those whose Player B chose Keep.

Your pair was selected.

Player A's payoff from this round is

2.00 ECU

Player B's payoff from this round is

1.80 ECU

Please press Continue.

Continue

Figure C12: Feedback screen when Player B was *Selected* in PreORDER.