

Appendix I

Instructions Given to Subjects Playing Prisoner's Dilemma in the Pure Matrix Condition

YOU WILL BE PLAYING A GAME which has certain payoffs. You cannot by yourself control the specific payoff for a given game. Rather, the outcome will depend on what your partner does, as well as on what you do. Each of you has a payoff sheet in front of you.

The game is played as follows: You are players *A* and *B* respectively. In front of you are 2 cards, labeled R for right and L for left. On any given trial each of you may play, i.e., by pointing to either your left or right card. Any decision is final, i.e., you cannot change your mind once you have pointed to a card. The payoffs resulting from such a move are indicated on your payoff sheets. E.g., if you both move right, each loses ____ points. If *A* moves left and *B* moves right, *A* loses ____ points, and *B* wins ____ points. If *A* moves right and *B* moves left, *A* wins ____ points and *B* loses ____ points. If you both move left, each wins ____ points.

Each point is worth $\frac{1}{10}$ of a penny. During the course of the experiment you will play this type of game a large number of times, i.e., for approximately 1 hour. Each player's total gains and losses will be added together at the end of the experiment and converted into money.

The experimenter will read off after each move the number of points gained and lost by each person. Each of you will then record your particular gain or loss on the record sheet in front of you. After each series of 25 moves you will be asked to total your gains and losses.

It is of the essence that you do not *communicate* with

each other in any form whatsoever. This includes sighing, laughing, or any other form of communication which might indicate how you feel about given outcomes, or how you would like your partner to behave. The reason for this condition of *no communication* is that the experiment becomes useless for our purposes should any communication take place. In view of this, it will be a condition of the experiment that the experimental session be disbanded *without compensation to the subjects for time put in* should communication between group members occur. The same condition holds if a subject leaves the experiment before it is completed.

The gains or losses accumulated by each of you by the end of the experiment will be added to or subtracted from your hourly pay of \$1.35 per hour.

Please DO NOT TALK about this experiment to others. They might participate in later experiments and they might be influenced to play differently if they know about it.