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Experiment Guide

1 Competition Treatment

In the Lab

Ideally: Run with 2 x 24 subjects: 24 in the morning, 24 in the afternoon. As day 1 data will be used for day 2, any empty spots are pretty detrimental for the experiment. Try and avoid it by rather considering more reserve participants.

1. 30 min before, go to the lab. Check that the leaves are connected to the right driver. Check the language of the leaves (English!)

2. Check if all stages are on. Set number of subjects & periods in the Background (24 subjects, 8 groups, 0 practice periods, 1 paying period). Distribute Part 1 instructions (Instructions_General.pdf).

3. Welcome participants and check university ID. Assign cubicle number randomly when entering the lab by drawing a numbered card, subjects take a seat.

4. Read out instructions Part 1, wait a minute, then start software.

5. When everyone has finished Part 1, the software pauses. Hand out instructions Part 2 and then read it out loud. Make sure it is the right Part2 instructions – for the *Competition Treatment* (Instructions_Competition2)! Mention Continue number 8888, that subjects type in on the screen to proceed once they are ready to go on. Also mention that "there will be a calculator button on the lower right hand side of the screen in the trial periods" if the students want to make use of that.

6. Towards the end of Part 2, open "Questionnaire.ztq". When all subjects are done with Part 2, select Start Questionnaire.

7. While participants fill in the questionnaire, prepare payment as follows: Open receipt1.docx (simply press No when it asks you to run an SQL command upon opening). Open the *Mailings* ribbon, click *Select Recipients*, then *Use Existing List....* Browse to the folder in which the experiment data is stored (I believe in the CeDEx lab it is "C:\ztree_exe\Data\"). Above the *Open* and *Cancel* buttons you will find a dropdown menu stating "All Data Souces". Change it to "All Files" and select the file with the ".pay" ending and *Open* (the ".pay" file only appears once everyone has passed the *Adresse* stage of "Questionnaire.ztq"). Press *Finish & Merge » Print Documents... » OK*. Select the right printer, make sure that it does _not_ print two-sided and print. Cut the receipts into the right size.

8. For payment, call each participant by the cubicle number, which is the last two digits of the code at the bottom of each receipt. Make sure they sign the receipt upon receiving the money.

After the Lab

There will be two sessions – probably one in the morning and one in the afternoon. For each session do the following:

1. Open the ".xls"-file in the data storage folder. Select all data entries under Contribute (should be 24 observations in column AZ – do not confuse with Contribute2 in column EH!), copy. Then select some white space underneath the data, for example cell AU31.[1] Open *Paste Special* (Click the triangle underneath the bigger Paste button to see *Paste Special*). Select *Transpose* and click *OK*. The data entry under Contribute should now have been transformed from a column vector into a row vector. There is an example .xls-file in the *Examples* folder. There you can see how the transposed AZ and EA column looks like.

2. Open an empty Notepad and copy & paste the row vector. Save as "Contribute.txt" or "Win.txt", in a folder for the respective session. Find an example in the *Examples* folder. You can see that the entries are exactly the same as in the example .xls file.

3. Do the same as steps 1 and 2 for win (Column EA) and save in a Notepad as "Win" in the respective folder.

2 Exogenous Treatment

Again, run with 2 x 24 subjects: 24 in the morning, 24 in the afternoon. There are only a few adaptations to the above: When setting up the software, load the Contribute and Win data into z-Tree in the following way:

1. After the programme is opened on z-Tree and steps 1 and 2 as in Section 1 are executed, click *Treatment » Parameter Table*.

2. Load the day 1 data. Make sure to load the day 1 morning data for the day 2 morning session and the day 1 afternoon data for the day 2 afternoon session. To load data, click *Treatment » Import Variable Table....* In the field "Name of variable:" type "Contribute" (watch out: case sensitive), press *OK*. Find the right "Contribute.txt"-file, which you want to load into the treatment and click *OK*.

3. Do the same as you just did in step 2, now for win. In the field "Name of variable:" type "Win" and load the appropriate "Win.txt"-file.

4. Click *Treatment » Show Variable...*, type "Contribute" and confirm, then click *Treatment » Append Variable...* and type "Win" and confirm. Both the data for Contribute and Win should now appear in the Parameter Table next to each other. Find an example in the *Examples* folder.

5. Proceed with steps 3 – 8 from Section 1, only make sure to use the appropriate Part 2 instructions (Instructions_Exogenous1.pdf).

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[1]Could be another cell as well, this is just an example