

Questionnaire number .....

**Scientific heads:**

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**Please read the following instructions carefully**

The aim of the experiment you are taking part in is to investigate the way you make your decisions in diverse interactive situations with a partner. For that purpose, you will be asked several questions throughout the following questionnaire.

The data will be anonymously analysed. We insist on the fact that there is neither good nor bad answers. So you are invited to make your choices as sincerely as possible.

<p>To encourage you to answer the questions as thoughtfully and sincerely as you can, we have introduced a payment procedure which makes sincerity the best attitude, namely the one that allows you to maximize your final gains. This procedure is explained on a separate sheet.</p>
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In the questionnaire, you will be successively faced with **3 independent choice situations**. In each of them, you will be asked to choose between two options, and your partner will also have to choose between the same two options.

You and your partner make your choices **simultaneously**. **In other words, when making your own choice, you do not know the decision of your partner**, and your partner does not know your decision either.

However, **your gain** (and the gain of your partner) **depends on both your decision and the choice of your partner**. So you have to take your partner's choice into account when making your own decision.

Please note that **you do not know your partner** and that your partner changes after each question. So you should **consider the questions as completely independent from each other**.

Moreover, you do not have any precise information about your successive partners; the only thing you know is that two types of partners exist – **type (a)** and **type (b)**. In each choice situation, the probability (given as a **percentage**) to meet a partner of one or another type is given.

**Be careful**: This probability may change from a question to another.

Finally, please note that all amounts are given in Euro.

To help you understand that kind of choice you will have to make, a typical choice situation is described below.
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## A TYPICAL CHOICE SITUATION

You are facing a partner. You both have two available options: to cooperate or not to cooperate. You do not know what your partner is going to do, but your gain depends on both your own choice and his/hers.

The possible choices for each of you and the corresponding gains are given in the matrix below. Your gains are written in **bold**:

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		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 €	<b>70 €</b> 120 €
	I do not cooperate	<b>120 €</b> 70 €	<b>50 €</b> 50 €

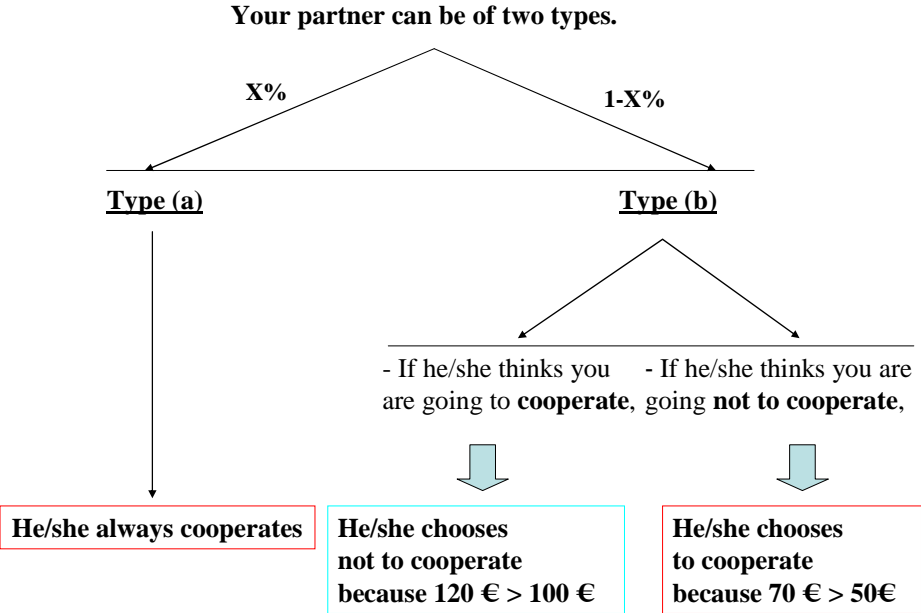
In other words:

- If you **cooperate** and your partner cooperates, you win **100 Euro** and your partner wins 100 Euro,
- If you **cooperate** and your partner does not cooperate, you win **70 Euro** and your partner wins 120 Euro,
- If you **do not cooperate** and your partner cooperates, you win **120 Euro** and your partner wins 70 Euro,
- If you **do not cooperate** and your partner does not cooperate, you win **50 Euro** and your partner wins 50 Euro.

Besides, you are given some information about your partner. You know that you have:

- **X%** chances to meet a partner of **type (a)**: if so, he/she always cooperates,  
and
- **(100 – X)%** chances to meet a partner of **type (b)**: if so, he/she either cooperates or does not cooperate, depending on his/her possible gains and what he/she thinks you are going to play.

The above information is described in the diagram below. :



Please note that **the probability to meet a partner of one or another type is a piece of information that your partner also has**: he/she does not know your type with certainty either, but he/she knows that he/she has X% chances to meet a partner of type (a) and (100 – X) % chances to meet a partner of type (b).

**Now, it is up to you!**

**Take your time to complete the questionnaire.  
Do not hesitate to call for the experimenter if you have any questions!**

<b>1<sup>st</sup> CHOICE SITUATION</b>
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You are facing a partner. You both have two available options: to cooperate or not to cooperate. You do not know what your partner is going to do, but your gain depends on both your own choice and his/hers.

The possible choices for you and your partner and the corresponding gains are described in the matrix below. Your gains are written in **bold**:

		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 € 100 €</b>	<b>70 € 120 €</b>
	I do not cooperate	<b>120 € 70 €</b>	<b>50 € 50 €</b>

**Question 1.1:**

You have **100%** chances to meet a partner of **type (b)** who either cooperates or does not cooperate, depending on his/her opportunities of gains and on what he/she thinks you are going to play.

**What do you choose to do?**

- I cooperate**
- I do not cooperate**

**Question 1.2:**

You have **100%** chances to meet a partner of **type (a)** who always cooperates.

**What do you choose to do?**

- I cooperate**
- I do not cooperate**

**Question 1.3:**

Now we come to the general case. Your partner has:

- **X%** chances to be of **type (a)**: if so, he/she always cooperates,  
and
- **(100 – X)%** chances to be of **type (b)**: if so, he/she either cooperates or does not cooperate, depending on his/her opportunities of gains and on what he/she thinks you are going to play.

**What do you choose to do for each value of X given below?** Please tick the box which corresponds to your choice (I cooperate or I do not cooperate) for each value.

<i>X% chances to meet a partner of type (a) (who always cooperates)</i>	0%	10%	25% (or 1/4)	33% (or 1/3)	40%	50%	60%	66% (or 2/3)	75% (or 3/4)	90%	100%
<i>Your choice</i> ↓											
<b>I cooperate</b>											
<b>I do not cooperate</b>											

↑  
*Question 1.1.*

↑  
*Question 1.2.*

## 2<sup>nd</sup> CHOICE SITUATION

You are facing a partner. You both have two available options: to cooperate or not to cooperate. You do not know what your partner is going to do, but your gain depends on both your own choice and his/hers.

Besides, you know that you have **25% chances** to meet a partner of **type (a)** who always cooperates and **75% chances** to meet a partner of **type (b)** who either cooperates or does not cooperate, depending on his/her opportunities of gains and on what he/she thinks you are going to play.

Let us denote **H** your gain in case you **do not cooperate** and your partner cooperates and the gain of your partner in case he/she does not cooperate and you **cooperate**.

The possible choices for you and your partner and the corresponding gains are described in the matrix below. Your gains are written in **bold**:

		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 €	<b>70 €</b> <b>H €</b>
	I do not cooperate	<b>H €</b> 70 €	<b>50 €</b> 50 €

In the following, **H** will be given different values between **100 and 190 Euro**.



**Question 2.1:**

The possible choices for you and your partner and the corresponding gains in case **H = 100 €** are described in the matrix below. Your gains are written in **bold**:

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		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 €	<b>70 €</b> <b>100 €</b>
	I do not cooperate	<b>100 €</b> 70 €	<b>50 €</b> 50 €

**What do you choose to do?**

- I cooperate**
- I do not cooperate**

**Question 2.2:**

The possible choices for you and your partner and the corresponding gains in case **H = 190 €** are given in the matrix below. Your gains are written in **bold**:

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		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 €	<b>70 €</b> <b>190 €</b>
	I do not cooperate	<b>190 €</b> 70 €	<b>50 €</b> 50 €

**What do you choose to do?**

- I cooperate**
- I do not cooperate**

**Question 2.3:**

Now we come to the general case with **H** varying from 100 to 190 Euro.

As previously, you have **25% chances** to meet a partner of **type (a)** who always cooperates and **75% chances** to meet a partner of **type (b)** who either cooperates or does not cooperate depending on his/her opportunities of gains and on what he/she thinks you are going to play.

The matrix of gains is given below (your gains are given in **bold**):

		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 €	<b>70 €</b> H €
	I do not cooperate	H € 70 €	<b>50 €</b> 50 €

**What do you choose to do for each value of H given below?**

Please tick the box which corresponds to your choice (I cooperate or I do not cooperate) for each value.

<b>Values for H</b> →	100€	110 €	120 €	130 €	140 €	150 €	160 €	170 €	180 €	190€
Your choice ↓										
<b>I cooperate</b>										
<b>I do not cooperate</b>										

↑  
*Question 2.1.*

↑  
*Question 2.2.*

### 3<sup>rd</sup> CHOICE SITUATION

You are facing a partner. You both have two available options: to cooperate or not to cooperate. You do not know what your partner is going to do, but your gain depends on both your own choice and his/hers.

Besides, you know that you have **25% chances** to meet a partner of **type (a)** who always cooperates et **75% chances** to meet a partner of **type (b)** who either cooperates or does not cooperate, depending on his/her opportunities of gains and on what he/she thinks you are going to play.

Let us denote **L** your gain in case you **cooperate** and your partner does not cooperate and the gain of your partner in case he/she cooperates and you **do not cooperate**.

The possible choices for you and your partner and the corresponding gains are described in the matrix below. Your gains are written in **bold**:

		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 €	<b>L €</b> 160 €
	I do not cooperate	160 € <b>L €</b>	<b>50 €</b> 50 €

In the following, **L** will be given different values between **50 and 95 Euro**.

**Question 3.1 :**

The possible choices for you and your partner and the corresponding gains in case **L = 50 €** are described in the matrix below. Your gains are written in **bold**:

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		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 € <b>50 €</b> 160 €	
	I do not cooperate	<b>160 €</b> <b>50 €</b> <b>50 €</b> 50 €	

**What do you choose to do?**

- I cooperate**
- I do not cooperate**

**Question 3.2 :**

The possible choices for you and your partner and the corresponding gains in case **L = 95 €** are given in the matrix below. Your gains are written in **bold**:

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		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €</b> 100 € <b>95 €</b> 160 €	
	I do not cooperate	<b>160 €</b> <b>95 €</b> <b>50 €</b> 50 €	

**What do you choose to do?**

- I cooperate**
- I do not cooperate**

**Question 3.3 :**

Now we come to the general case with **L** varying from 50 to 95 Euro.

As previously, you have **25% chances** to meet a partner of **type (a)** who always cooperates and **75% chances** to meet a partner of **type (b)** who either cooperates or does not cooperate, depending on his/her opportunities of gains and on what he/she thinks you are going to play.

The matrix of gains is given below (your gains are written in **bold**):

		The choice of my partner	
		He/she cooperates	He/she does not cooperate
My choice	I cooperate	<b>100 €; 100 €</b>	<b>L €; 160 €</b>
	I do not cooperate	<b>160 €; L €</b>	<b>50 €; 50 €</b>

**What do you choose to do for each value of **L** given below?**

Please tick the box which corresponds to your choice (I cooperate or I do not cooperate) for each value.

<b>Values for <b>L</b></b> →	<b>50 €</b>	<b>55 €</b>	<b>60 €</b>	<b>65 €</b>	<b>70 €</b>	<b>75 €</b>	<b>80 €</b>	<b>85 €</b>	<b>90 €</b>	<b>95 €</b>
<b>Your choice</b> ↓										
<b>I cooperate</b>										
<b>I do not cooperate</b>										

↑  
**Question 3.1.**

↑  
**Question 3.2.**

**The questionnaire is now complete.**

**Thank you very much for your participation!**