

# Experimental Instructions for Communication with Evidence in the Lab

Jeanne HAGENBACH      Eduardo PEREZ-RICHET

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*This is an english translation of the original french instructions which are available from the authors upon request.*

Thank you for agreeing to participate in this experiment. It is part of a research program on information transmission.

During the experiment, you will have to be perfectly focused and we ask you to turn your cell phones off from now on. It is important that you do not talk to any other participant during the whole duration of the experiment. At any point, do not hesitate to ask us if you have any question about the proceedings of the experiment.

In this experiment, you will be given the opportunity to make points. The more points you make, the larger the amount of money you will receive at the end of the experiment. For your coming to the lab, a 5 euros show-up fee will be added to your final gains.

## A Proceedings of the experiment

**Participants' roles.** Before the start of the experiment, a computer will randomly assign a role to each of you: half of you will be Player 1 and the other half will be Player 2. You will keep this role for the whole duration of the experiment. The experiment is made up of 20 rounds (plus 2 trial rounds during which no points can be made).

**A round of play.** Each round of play proceeds as follows. First, the computer randomly creates pairs of subjects made up of a Player 1 and a Player 2. In each round, you will thus be matched with a new participant whose identity will never be revealed.

A pair of cards is then randomly drawn by the computer: either two Yellow cards are drawn, or two Blue cards are drawn, or one Yellow card and one Blue card are drawn. Each of these three pairs has the same chance to be drawn.

Next, the two cards are shown to Player 1 who then perfectly knows their two colors. The two cards are not shown to Player 2. Once Player 1 has seen the two cards, he has the possibility show some cards to Player 2.

- Being Player 1, you can decide either to show the two cards you have seen, or to show only one of them (and to choose which one) or to shown none. What you will show is exactly what Player 2 will see on his computer screen.
- Being Player 2, you will observe the cards that Player 1 has decided to show you (if any) and will choose one of three actions:  $a$ ,  $b$  or  $c$ .

**Points in each round.** The number of points that you will make at the end of each round will depend on the color of the two cards and on the action chosen by Player 2. The exact number of such points will be shown in two tables of gains that you will observe during the whole round of play. Here is an example of such tables (these tables are not the one you will be playing with):

	$a$	$b$	$c$
2 Yellow cards	10	0	0
1 Yellow card, 1 Blue card	0	2	0
2 Blue cards	3	3	3

Table of gains of Player 1

	$a$	$b$	$c$
2 Yellow cards	5	5	5
1 Yellow card, 1 Blue card	0	10	0
2 Blue cards	0	0	1

Table of gains of Player 2

Table 1 gives the number of points that Player 1 can make and Table 2 the number of points that Player 2 can make. Each line corresponds to one of the three possible draw of cards and each column corresponds to one of the three possible actions ( $a$ ,  $b$  or  $c$ ). Thus, if one of the two cards is Yellow and the other is Blue and if Player 2 chooses action  $b$ , Player 1 makes 2 points and Player 2 makes 10 points.

During the 22 rounds of play, the tables of gains will be kept unchanged. However, two new cards are drawn in the beginning of each round of play.

**Feedbacks at the end of a round.** At the end of each round, you will be informed of all the choices that have been made. Being Player 1, you will learn which action has been chosen by Player 2 and how many points you made. Being Player 2, you will learn which cards had been drawn and how many points you made. Every player will also be shown how many points have been made by the other player. You will then move on to the next round of play.

## B Value of the points in euros

At the end of the experiment, you will have played 22 rounds. The 2 first rounds are only trial ones and do not bring any points. Points made on each of the following 20 rounds are added and transformed in euros at the following rate: 5 points = 1 euro.

## C Comprehension test

Before the experiment starts, we ask you to answer the following questions. To make sure the instructions are clear for everyone, we will give orally the answer to each question before the experiment starts. You will not be evaluated regarding your answers to these questions.

1. During the whole experiment, you will play with the same partner. True / False
2. Your role will be different in each round of play. True / False
3. In each round, new tables of gains will be proposed. True / False
4. As Player 1, you have to show at least one card to Player 2 for him to be able to choose an action. True / False
5. As Player 1, if your two cards are blue, you can show a yellow card to Player 2. True / False
6. As Player 2, if Player 2 has not shown you any card, you will never know which cards he saw. True / False
7. The tables of gains are the ones given above. As Player 2, if Player 2 shows you a yellow card, you will make 5 points whatever the action you choose. True / False
8. The tables of gains are the ones given above. As Player 1, if your two cards are blue, you will make 3 points whatever the action of Player 2. True / False
9. The tables of gains are the ones given above. As Player 2, if the two cards are yellow, choosing action  $a$  will make you earn 10 points. True / False
10. If you make 60 points in total, you will earn 12 euros (+ 5 euros show-up fee). True / False