

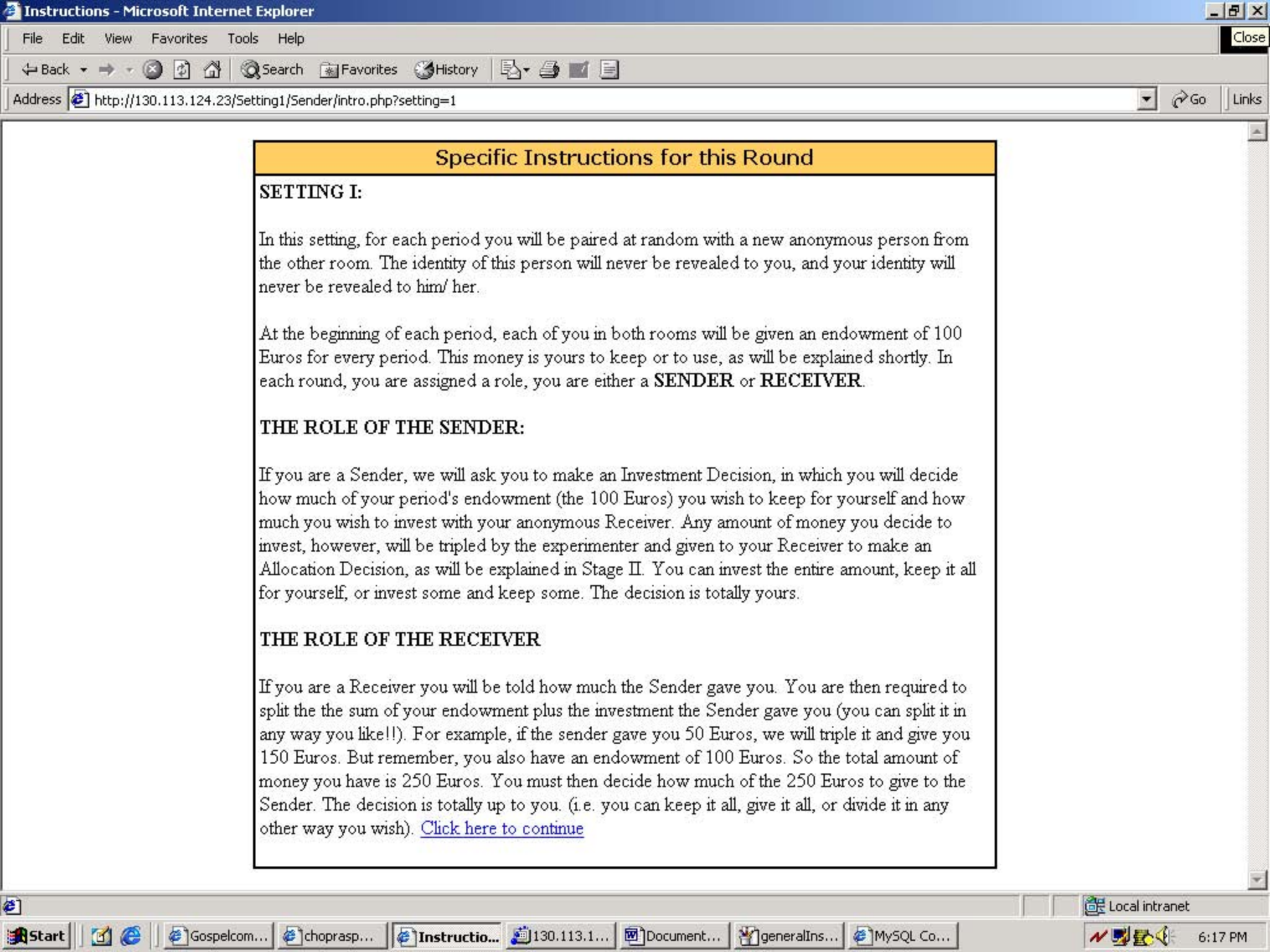
General Instructions

This is an experiment in the economics of decision making. Various research foundations have provided funds for this research. During the course of this experiment, you will make several decisions for real cash outcomes. The instructions are simple, and if you follow them closely and make careful decisions, you might earn a considerable amount of money. We cannot tell you how much you will make, since this amount depends on your decisions and decisions made by other persons with whom you will interact anonymously during the experiment. As researchers, we will learn from your decisions. This is not an examination, and there are no right or wrong answers. If you do not understand the instructions, please feel free to ask questions.

The currency used in this experiment is a **laboratory Euro**. At the end of the session, your total earnings in Euros will be converted to Canadian dollars at a rate of: 100 Euros = \$1.00, and will be paid to you in cash.

In this experiment, you will play a game called **"Keep it or Invest it"** for several times. Each time interval is called a Decision Period. Each decision period consists of **two stages**, as will be explained shortly. We can not tell you how many periods you will play this game.

The game involves two people who are paired at random and whose identities will not be revealed to each other. One person will act as a **Sender** (whose role is to make an **investment** decision) and the other person will act as a **Receiver** (whose role is to make an **allocation** decision). In some periods you will take the role of a Sender and in some other periods you will take the role of a Receiver. We will tell at the beginning of each period which role you will play during that period.



Specific Instructions for this Round

SETTING I:

In this setting, for each period you will be paired at random with a new anonymous person from the other room. The identity of this person will never be revealed to you, and your identity will never be revealed to him/ her.

At the beginning of each period, each of you in both rooms will be given an endowment of 100 Euros for every period. This money is yours to keep or to use, as will be explained shortly. In each round, you are assigned a role, you are either a **SENDER** or **RECEIVER**.

THE ROLE OF THE SENDER:

If you are a Sender, we will ask you to make an Investment Decision, in which you will decide how much of your period's endowment (the 100 Euros) you wish to keep for yourself and how much you wish to invest with your anonymous Receiver. Any amount of money you decide to invest, however, will be tripled by the experimenter and given to your Receiver to make an Allocation Decision, as will be explained in Stage II. You can invest the entire amount, keep it all for yourself, or invest some and keep some. The decision is totally yours.

THE ROLE OF THE RECEIVER

If you are a Receiver you will be told how much the Sender gave you. You are then required to split the the sum of your endowment plus the investment the Sender gave you (you can split it in any way you like!!). For example, if the sender gave you 50 Euros, we will triple it and give you 150 Euros. But remember, you also have an endowment of 100 Euros. So the total amount of money you have is 250 Euros. You must then decide how much of the 250 Euros to give to the Sender. The decision is totally up to you. (i.e. you can keep it all, give it all, or divide it in any other way you wish). [Click here to continue](#)

General InformationYou are a **Sender**

Round: 1

Paired with: **Anonymous****Stage I: Investment Decision**

A	How much do you wish to invest with your Receiver? You have €100.	<input type="text" value="80"/>
B	This is the amount you will keep (automatically calculated)	<input type="text" value="20"/>
C	Result of investment (Multiply row A*3)	<input type="text" value="240"/>

[Setting Instructions](#)[General Instructions](#)

Cumulative Earnings

Total so far = €110

Round Complete

The receiver made his/her decision.

In the beginning of the period you kept: €20

The receiver gave you: €90

Total earnings this round: €110.

Please wait for everybody else to finish the round. We are waiting for 3 person(s).[Setting Instructions](#)[General Instructions](#)

General Information

You are a **Receiver**

Round: **1**

Paired with: **Anonymous**

Stage II:

You have been endowed with €100. The tripled amount the sender gave you was €240. In total you have €340 to allocate between you and the person you are paired with.

C	How much do you wish to keep for yourself?	<input type="text" value="250"/>
D	This is the amount you will send to the sender	<input type="text" value="90"/>
Submit Answer		<input type="button" value="Submit Answer"/>

Cumulative Earnings

Total so far = €250

Round Complete

In this round you kept (and made a total of): **€250**

Please wait for everybody else to finish the round. We are waiting for 4 person(s).

[Setting Instructions](#)

[General Instructions](#)