Supplementary Information Online Part II: Sample Experiment Protocol
for “Culture-dependent strategies in coordination games”

Matthew O. Jackson and Yiqing Xing
Welcome to our survey!

Before we begin, please enter your Amazon Mechanical Turk Worker ID in the field below.
[Please make sure that you enter the correct Worker ID. Otherwise we will not be able to pay you.]
This survey is a decision making experiment conducted by researchers from Stanford University. We value and appreciate your opinion and honest feedback. The survey will take approximately 20 minutes and will be completely anonymous.

Besides the $0.5 fixed reward, you could receive an extra bonus from this experiment. The amount of the bonus depends on your own decisions and potentially on other participants’ decisions.

In particular, you will earn “tokens” during the survey, and you will receive $0.5 for every 100 tokens you have earned. (For example, if you earn 100 tokens, your extra bonus will be $0.5 and you will get a total payment of $0.5 + $0.5= $1.) You will be informed of the specific rules about earning tokens during the experiment.

This survey consists of several pages. Your earnings in one page will not depend on what you choose in any other page(s).

After you finish all the questions in one page, please click the “>>” button to proceed to the next page. Once you do that, you will not be able to go back to the previous pages.

Please click the “>>” button below to continue.
Instructions.

Part 1. Introduction to the Interactive Decisions

In this part you will participate in several situations, in each of which you will make decision(s). The following is the basic situation:

You are operating a machine together with another person.

You face three buttons: Purple, Orange, and Green.
The other person also faces three buttons: Purple, Orange and Green.

Simultaneously, you each must press a button. When doing so, you do not know each other's action.

The following table summarizes the number of tokens that each of you will earn as a function of your combined actions.

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
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</tr>
<tr>
<td>Purple</td>
<td>20,50</td>
</tr>
<tr>
<td>Orange</td>
<td>0,0</td>
</tr>
<tr>
<td>Green</td>
<td>0,0</td>
</tr>
</tbody>
</table>

The three rows correspond to the three possible actions of the Row Person, the three columns correspond to the three possible actions of the Column Person. The numbers in each box are the numbers of tokens received by the two of you when using the action profile to which the box corresponds, with the Row Person's payoff listed first (bold) and the Column Person's payoff listed second (italicized).

Therefore, it means
- If you both press the Purple buttons, the machine pays the Row Person 20 tokens and the Column Person 50 tokens.
- If you both press the Orange buttons, the machine pays the Row Person 50 tokens and the Column Person 20 tokens.
- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

You will be randomly assigned to one of the two roles: either Row Person or Column Person, each with equal probability.

Who is "the other person"?

In each situation of this part, the other person (with whom your decision will be matched) will be randomly selected among MTurkers who are participating in the same experiment and in the opposite role.

We are carrying out two sessions of the same experiment, with different restrictions on locations:
- In your session, all people are located in United States, and
- In the other session, all people are located in India.

"The other person" could be randomly picked from either session. You will be informed from which session "the other person" is selected in each situation.

[If you have finished reading the instruction, click ">>" to continue]
Let us check your understanding.
[Answer all of the questions in this page]

In this part you will participate in several cases, in each of which you will make decision(s). The following is the basic situation:

You are operating a machine together with another person.

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Simultaneously, you each must press a button. When doing so, you do not know each other's action.

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</tr>
<tr>
<td>Orange</td>
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<tr>
<td>Green</td>
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- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

You will be randomly assigned to one of the two roles: either Row Person or Column Person, each with equal probability.

If both people press the Orange buttons, how many tokens would the Row Person receive?

- 0
- 20
- 30
- 50

If both people press the Green buttons, how many tokens would the Column Person receive?

- 0
- 20
- 30
- 50
If the Row Person presses Purple and the Column Person presses Orange, how many tokens would the Row Person receive?

- 0
- 20
- 30
- 50

>>
Congratulations! You correctly answered all three questions in the previous page!
All people remaining in the survey have passed a similar test.

Now you start to make choices and earn tokens. Recall that you will get an extra bonus of $0.5 for every 100 tokens you earn during this survey.

You are assigned to the role Row Person.

You will remain in the same role during this survey.

Please click ">>" to proceed.
Situation 1
[The other person is located in the United States]

In this situation, "the other person", with whom your choices will be matched, will be a MTurker randomly selected from those who are in the role "Column Person", and who are located in the United States.
Situation 1, Part 1
[The other person is located in the United States]

Make your choices in the situation described as follows:

<table>
<thead>
<tr>
<th>Row Person</th>
<th>Column Person</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purple</td>
<td>Purple, Orange, Green</td>
</tr>
<tr>
<td>Orange</td>
<td>0,0, 50,20, 0,0</td>
</tr>
<tr>
<td>Green</td>
<td>0,0, 0,0, 30,30</td>
</tr>
</tbody>
</table>

- If you both press the Purple buttons, the machine pays the Row Person 20 tokens and the Column Person 50 tokens.
- If you both press the Orange buttons, the machine pays the Row Person 50 tokens and the Column Person 20 tokens.
- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

All people are in a room that is painted Orange.

You are assigned to the role "Row Person".
"The other person" is in the role "Column Person", and is located in the United States.

Which button do you press?

- Purple
- Orange
- Green
**Situation 1, Part 2**  
*[The other person is located in the United States]*

In this part, we ask you to assess your beliefs about the button selected by "the other player" in the previous part.

Recall the situation in which both of you participated was:

<table>
<thead>
<tr>
<th>Row Person</th>
<th>Column Person</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Purple</td>
</tr>
<tr>
<td>Purple</td>
<td>20,50</td>
</tr>
<tr>
<td>Orange</td>
<td>0,0</td>
</tr>
<tr>
<td>Green</td>
<td>0,0</td>
</tr>
</tbody>
</table>

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- If you both press the Orange buttons, the machine pays the Row Person 50 tokens and the Column Person 20 tokens.
- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

All people are in a room that is painted Orange.

Recall that you are assigned to the role "Row Person". "The other person" is in the role "Column Person", and is located in the United States.

**For each of the three colors, specify what do you think is the likelihood that "the other person" selects the button of that color.**

[Your answers need to add up to 100%]

<table>
<thead>
<tr>
<th></th>
<th>0%</th>
<th>10</th>
<th>20</th>
<th>30</th>
<th>40</th>
<th>50</th>
<th>60</th>
<th>70</th>
<th>80</th>
<th>90</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Purple</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Orange</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Green</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>
Situation 2
[The other person is located in India]

In this situation, "the other person", with whom your choices will be matched, will be a MTurker randomly selected from those who are in the role "Column Person", and who are located in India.
Situation 2, Part 1
[The other person is located in India]

Make your choices in the situation described as follows:

<table>
<thead>
<tr>
<th>Row Person</th>
<th>Column Person</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purple</td>
<td>Purple 20,50</td>
</tr>
<tr>
<td>Orange</td>
<td>Orange 0,0</td>
</tr>
<tr>
<td>Green</td>
<td>Green 0,0</td>
</tr>
</tbody>
</table>

- If you both press the Purple buttons, the machine pays the Row Person 20 tokens and the Column Person 50 tokens.
- If you both press the Orange buttons, the machine pays the Row Person 50 tokens and the Column Person 20 tokens.
- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

All people are in a room that is painted Orange.

You are assigned to the role "Row Person".
"The other person" is in the role "Column Person", and is located in India.

Which button do you press?
- [ ] Purple
- [ ] Orange
- [ ] Green
Situation 2, Part 2
[The other person is located in India]

In this part, we ask you to assess your beliefs about the button selected by "the other player" in the previous part.

Recall the part in which both of you participated was:

<table>
<thead>
<tr>
<th>Row Person</th>
<th>Column Person</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Purple</td>
</tr>
<tr>
<td>Purple</td>
<td>20,50</td>
</tr>
<tr>
<td>Orange</td>
<td>0,0</td>
</tr>
<tr>
<td>Green</td>
<td>0,0</td>
</tr>
</tbody>
</table>

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- If you both press the Orange buttons, the machine pays the Row Person 50 tokens and the Column Person 20 tokens.
- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

All people are in a room that is painted Orange.

Recall that you are assigned to the role "Row Person". "The other person" is in the role "Column Person", and is located in India.

For each of the three colors, specify what you think is the likelihood that "the other person" selects the button of that color.

[Your answers need to add up to 100%]
Part 3. Choosing a Bonus Situation

Up to now you have made decisions in two situations: with "the other person" located in India, and "the other person" located in United States. As an extra bonus, you can double your earnings from one of the two situations, according to your choice.

Note: You need to make this choice before knowing how many tokens you have earned from each situation. Your earnings in the situation of your choice will be doubled, no matter how many tokens you earned there. Your earnings in the other situation will not be affected. Finally, your choice will not affect other people's earnings (including those are matched with you as "the other person")

This procedure is designed such that it is of your best interests to choose the situation from which you think you have earned more.

From which situation you want to double your earnings?

- [ ] Double my earnings from the situation where the other person's location is India
- [ ] Double my earnings from the situation where the other person's location is the United States
Part 4. Individual Decisions

In this part, the amount of tokens you will be earning depends only on your own choices, not on any other worker's choices.

Reminder: You will get an extra $0.5 bonus for every 100 tokens you receive.
Part 4. Situation 1

Now you face a jar with 10 balls in it, 5 of which are black and the other 5 are white. One ball will be picked randomly (and all balls are equally likely to be picked).

![Image of 10 balls: 5 black and 5 white]

You make the following choices before the ball is picked.

After you submit your answers, one row will be selected uniformly at random to calculate how many tokens you will earn from this question.

So it is in your interest to indicate your true preference in each row.

In each of the following rows, please indicate whether you prefer to take the Left option or the Right option.

[Note: Most people begin by preferring the Right option and then switch to the Left option, so one way to view this task is to determine the best row to switch from the Right option to the Left option].

| 0 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 1 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 2 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 3 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 4 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 5 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 6 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 7 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 8 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 9 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
| 10 tokens regardless the color of the ball | 0 | 0 | 10 tokens if the ball is black, and 0 if the ball is white |
The following page was only adopted in the high-stake sessions.
Part 4. Situation 2

In each of the following rows, please indicate whether you prefer to take the Left option or the Right option.

[Note: Most people begin by preferring the Right option and then switch to the Left option, so one way to view this task is to determine the best row to switch from the Right option to the Left option].

<table>
<thead>
<tr>
<th>Left Option</th>
<th>Right Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>0% chance of 15 tokens, 100% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>10% chance of 15 tokens, 90% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>20% chance of 15 tokens, 80% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>30% chance of 15 tokens, 70% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>40% chance of 15 tokens, 60% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>50% chance of 15 tokens, 50% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>60% chance of 15 tokens, 40% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>70% chance of 15 tokens, 30% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>80% chance of 15 tokens, 20% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>90% chance of 15 tokens, 10% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
<tr>
<td>100% chance of 15 tokens, 0% chance of 0 tokens</td>
<td>50% chance of 15 tokens, 50% chance of 5 tokens</td>
</tr>
</tbody>
</table>
Demographic Information

1. What is your gender?
   - Male
   - Female

2. In which year were you born (e.g. 1950)?

3. Please specify your ethnic or cultural background (check all that apply).
   - African-American
   - Chinese
   - Indian
   - Asian-Other
   - Hispanic
   - Native American
   - White/Caucasian
   - Other
   - Prefer not to answer

4. Please specify your religion.
   - Buddhist
   - Christian
   - Hindu
   - Jewish
   - Muslim
   - Non-religious
   - Other
   - Prefer not to answer

5. Which of the following best describes your highest achieved education level?
   - Some High School
6. Which of the following best describes your current employment status?

- Employed
- A student
- Unemployed and seeking work
- Not formally employed and not seeking formal employment
- Retired
- Other
- Prefer not to answer
7. Which of the following best describes your hourly wage at work?

- $0.00 - $2.00
- $2.01 - $4.00
- $4.01 - $7.00
- $7.01 - $10.00
- $10.01 - $15.00
- $15.01 - $20.00
- $20.01 - $30.00
- $30.01 - $50.00
- $50.01 or more

8. What is your approximate annual income? (In US $)

- $0 - $5,000
- $5,001 - $10,000
- $10,001 - $20,000
- $20,001 - $30,000
- $30,001 - $40,000
- $40,001 - $60,000
- $60,001 - $80,000
- $80,001 or more

9. How many siblings do you have?

- 0
- 1
- 2
- 3
- 4
- 5
- 6 or more
Thank you for taking this survey!

Your validation code for Amazon MTurk is 995019. Please make sure to copy and paste it to your MTurk HIT page.

The amount of tokens you earn will be calculated and you will receive an extra bonus (when your HIT is approved by us) at the rate of 100 tokens = $0.5, in addition to your fixed reward of $0.5.

Please press the continue button ">>" one more time.

>>
We thank you for your time spent taking this survey.
Your response has been recorded.
The following pages were displayed to study participants who were ruled out from the experiment (repeated participants, or the study participants who failed both 3-question understanding tests).
Sorry...

Sorry but our record indicates that you have participated in a similar experiment with us before. You are not able to participate in the current session.

Later we may offer new experiments/surveys that are distinct from the current one, and you will be very welcome to participate then!

Thank you again for your interests in our experiment.

Please press the continue button ">>" one more time.
Sorry, you made at least one mistake in the previous three questions.

Please review the instruction and try your best to correctly answer ALL of the following questions. (The questions can be different from the ones you previously answered).

In this part you will participate in several cases, in each of which you will make decision(s). The following is the basic situation:

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<tbody>
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<td>Purple, Orange, Green</td>
</tr>
<tr>
<td>Orange</td>
<td>0, 20, 0</td>
</tr>
<tr>
<td>Green</td>
<td>0, 0, 30, 30</td>
</tr>
</tbody>
</table>

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- If you both press the Green buttons, the machine pays the Row Person 30 tokens and the Column Person 30 tokens.
- If the colors do not match, you both get nothing.

You will be randomly assigned to one of the two roles: either Row Person or Column Person, each with equal probability.

If the Row Person presses Orange and the Column Person presses Purple, how many tokens would the Row Person receive?

- 0
- 20
- 30
- 50

If both people press the Purple buttons, how many tokens would the Column Person receive?

- 0
- 20
- 30
- 50
If the Row Person presses Green and the Column Person presses Orange, how many tokens would the Column Person receive?

- 0
- 20
- 30
- 50