

Manuscript: Competition

Write your name at the top of each form for the Competition Experiment.

Collect the Blue card. Read the script to the participant.

Instructions:

Welcome to this study of decision-making. The experiment will take about 15 minutes. The instructions are simple, and if you follow them carefully, you can earn a considerable amount of money. All the money you earn is yours to keep, and will be paid to you, in cash, immediately after the experiment ends. In addition to any earnings you might have in this task, you will be paid 20 rupees to participate.

La pdiang sngewbha ia phi baroh sha kane ka jingpyrshang. Kane ka jing pyrshang kan shim por kumba 15 minit. Ki jinghikai ki long kiba suk bad lada phi leh thik kum ba la bthah, phi lah ban ioh nong kham bun ka pisa, bad baroh ka pisa ba phi ioh, kan dei ka jong phi. Un siew ia phi tang mar shu dep lane kut kane ka jingiapyrshang. Na lor kane ruh ngin siew ia phi 20 tynka naka bynta ka jingiashim bynta ka jongphi.

The task that we ask you to perform today is throwing this ball into this bucket from this line. (*Show them the ball, bucket and line*). You will have 10 tries.

Kane ka kam ba khot snewbha ia phi kan long mynta ka sngi, phi dei ban kawang ia kane ka ball ha kane ka borti, na une u line. (phin ioh pyrshang kumba shephew sien)

We now ask you to choose one of two options according to which you will be paid in the experiment.

Mynta phin jied ia kawei ka jingjied napdeng kine artylli.

Option 1:

If you choose this option you will get 20 Rupees for each time you get the ball in the bucket in your 10 tries. So if you succeed 1 time, then you will get 20 Rupees. If you

succeed 2 times, then you will get 40 Rupees. If you succeed three times you will get 60 Rupees and so on.

No. 1:

Lada phi jied ia kane ka bynta phin ioh arphew tynka man ka sien ba phi thep ia ka ball ha ka borti.

Option 2:

If you choose this option you will receive a reward only if you succeed more times than the person who is playing in the next room. If you succeed more than this person you will be paid 60 Rupees for every time you succeed. So if you succeed 1 time, then you will get 60 Rupees. If you succeed 2 times, then you will get 120 Rupees. If you succeed 3 times you will get 180 Rupees and so on. But you will only receive a reward if you are better than the person in the next room. If you both succeed the same number of times you will both get 20 Rupees for each success.

No. 2

Lada phi jied ia ka bynta ka ba-ar phin ioh ia ka nong tang lada phi thep ia ka ball ha ka borti kham bunsien ban ia uwei/kawei ba leh ia ka juh ha ka wei pat ka kamra. Lada phi thep kham bun ban ia u/ka, ngin ai 60 tyngka ia man ka sien ba phi thep – ter ter. Tangba phin ioh tang lada phi thep kham bun sien ban ia uwei/kawei pat ha ka wei pat ka kamra. Lada phi ioh mar katjuh, phin ioh 20 tyngka man ka sien ba phi thep.

We now ask you to choose how you want to be paid: according to option 1, were you your payment only depends on your number of successes, or option 2 were your payment also depends on the number of successes of your opponent.

Now you may play.

Mynta phi dei ban jied ia ka wei na kine ki rukom leh,

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Record both their ID number and their choice.

Allow the participant to toss the balls and record the result on the back of their white card. You can record the result of each toss with a checkmark and X (check mark for success and X for failure). At then end of the 10 tosses, write the total number of successes on the back of the card and the money value of each toss (based on their choice). Also write down whether they succeeded more than their opponent with and Y or N

For example,

√√X√XX√√√√ 7 X 20 Y

You do not need to write the total payment on the card. Tell them that they must go to the person who will fill an exit survey. Once they have filled this survey they should take their card and the survey to the “cashier” and they will receive their payment.

IF THEY ASK YOU WHAT TO DO:

Tell them that you cannot give them advice about what to choose and offer to read the script to them again.

If, for any reason there is a disagreement about whether the ball lands in the bucket, let the participant decide what happened.