

# Welcome to CASSEL

Welcome to the CASSEL Lab, and thank you for participating in today's experiment.

Place all of your personal belongings away, so we can have your complete attention.

It is very important that you do not touch the computer until you are instructed to do so. When you are told to use the computer, please use it only as instructed. In particular, do not attempt to browse the web or use programs unrelated to the experiment.

Raise your hand if you need a writing utensil.

# The Experiment

Today's experiment is an experiment on matching.

You will be paid for your participation in cash. Each of you may earn different amounts. How much you earn depends on your and others' decisions.

You will be using the computer for the entire experiment, and all interaction between you and others will be through the computer terminals.

Please DO NOT socialize or talk.

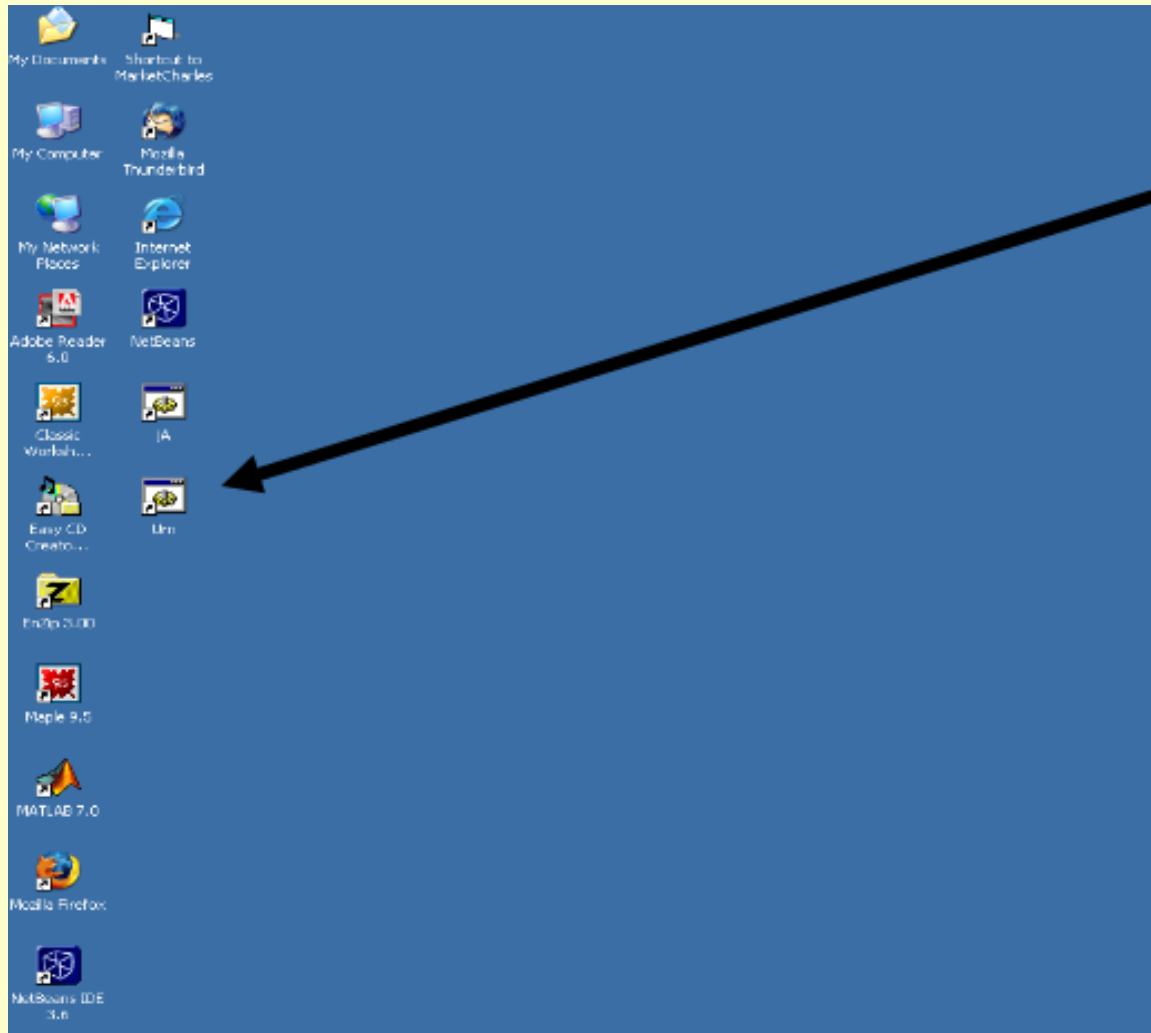
# Computer Instructions

We will go through this computer practice session very slowly and it is important that you follow the instructions.

If you have any questions, raise your hand and your question will be answered so everyone can hear.

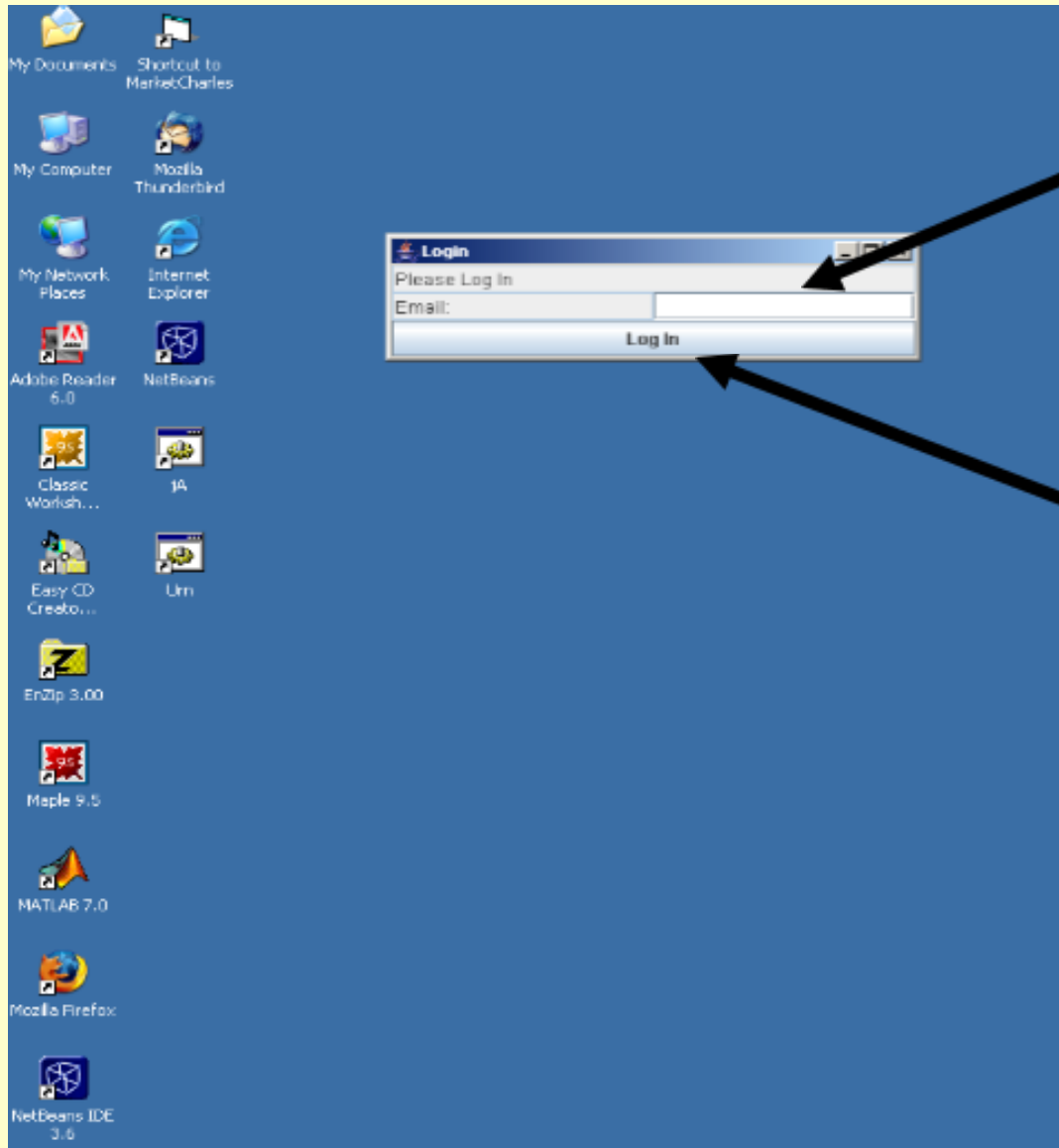
Again, please do not hit any keys until you are told to do so, and when you are told to enter information, type exactly what you are told to type.

# To Start The Program



Please double click on the  
ICON labeled **MC**.

# Log On Screen



When the computer prompts you to Log In, type your first and last name.

Then click “submit” to confirm.

# Experimental Interface

Subject ID: 13

My Type: cyan

Time Left: 9 sec

Payoff Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	10, 1	20, 2	30, 3	40, 4	50, 5	60, 6	70, 7	80, 8
blue	90, 9	100, 10	110, 11	120, 12	130, 13	140, 14	150, 15	160, 16
green	170, 17	180, 18	190, 19	200, 20	210, 21	220, 22	230, 23	240, 24
magenta	250, 25	260, 26	270, 27	280, 28	290, 29	300, 30	310, 31	320, 32
yellow	330, 33	340, 34	350, 35	360, 36	370, 37	380, 38	390, 39	400, 40
pink	410, 41	420, 42	430, 43	440, 44	450, 45	460, 46	470, 47	480, 48
cyan	490, 49	500, 50	510, 51	520, 52	530, 53	540, 54	550, 55	560, 56
orange	570, 57	580, 58	590, 59	600, 60	610, 61	620, 62	630, 63	640, 64

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red								
blue								
green								
magenta								
yellow								
pink								
cyan								
orange								

Your History

Round 1

Practice Round

Round Payoff: 0 (\$0.00)

Switch to Full View

Type	Matched With	My Role	Payoff
cyan			

You should now see the experimental interface. The screen is divided into several sections.

# The Experiment

- In each round, you will randomly be assigned the role of a “color” or a “fruit”.

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- There will be 8 colors and 8 fruit in your group.

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- There will be 8 colors and 8 fruit in your group.
- You will try to match with a member of the opposite group.

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- There will be 8 colors and 8 fruit in your group.
- You will try to match with a member of the opposite group.
- For example, if you are color blue you may match with “apple,” “banana,” etc.

# The Experiment

- In each round, you will randomly be assigned the role of a “color” or a “fruit”.
- There will be 8 colors and 8 fruit in your group.
- You will try to match with a member of the opposite group.
- For example, if you are color blue you may match with “apple,” “banana,” etc.
- You derive different payoffs from different matches.

# The Experiment

- In each round, you will randomly be assigned the role of a “color” or a “fruit”.
- There will be 8 colors and 8 fruit in your group.
- You will try to match with a member of the opposite group.
- For example, if you are color blue you may match with “apple,” “banana,” etc.
- You derive different payoffs from different matches.
- In each round of the experiment you will see all payoffs from each possible matching.

# Experimental Interface

My Type: cyan

Time Left: 9 sec

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	10, 1	20, 2	30, 3	40, 4	50, 5	60, 6	70, 7	80, 8
blue	90, 9	100, 10	110, 11	120, 12	130, 13	140, 14	150, 15	160, 16
green	170, 17	180, 18	190, 19	200, 20	210, 21	220, 22	230, 23	240, 24
magenta	250, 25	260, 26	270, 27	280, 28	290, 29	300, 30	310, 31	320, 32
yellow	330, 33	340, 34	350, 35	360, 36	370, 37	380, 38	390, 39	400, 40
pink	410, 41	420, 42	430, 43	440, 44	450, 45	460, 46	470, 47	480, 48
cyan	490, 49	500, 50	510, 51	520, 52	530, 53	540, 54	550, 55	560, 56
orange	570, 57	580, 58	590, 59	600, 60	610, 61	620, 62	630, 63	640, 64

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red								
blue								
green								
magenta								
yellow								
pink								
cyan								
orange								

Your History

Round 1

Practice Round

Round Payoff: 0 (\$0.00)

Switch to Full View

Type	Matched With	My Role	Payoff
cyan			

Your Type

Potential Matches

# Payoffs

In each round, you see a table (left panel) with the payoff you get from each match.

Suppose you are cyan:

Payoff Table								
	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	10, 1	20, 2	30, 3	40, 4	50, 5	60, 6	70, 7	80, 8
blue	90, 9	100, 10	110, 11	120, 12	130, 13	140, 14	150, 15	160, 16
green	170, 17	180, 18	190, 19	200, 20	210, 21	220, 22	230, 23	240, 24
magenta	250, 25	260, 26	270, 27	280, 28	290, 29	300, 30	310, 31	320, 32
yellow	330, 33	340, 34	350, 35	360, 36	370, 37	380, 38	390, 39	400, 40
pink	410, 41	420, 42	430, 43	440, 44	450, 45	460, 46	470, 47	480, 48
cyan	<u>490</u> , 49	<u>500</u> , 50	<u>510</u> , 51	<u>520</u> , 52	<u>530</u> , 53	<u>540</u> , 54	<u>550</u> , 55	<u>560</u> , 56
orange	570, 57	580, 58	590, 59	600, 60	610, 61	620, 62	630, 63	640, 64

# Payoffs

To summarize, in each round, if you match with someone, you receive the corresponding payoff in the table.

If you match with no one, your payoff in that round is 0.

# Getting Matched - Preview

You get matched by making an offer that gets accepted, or by accepting an offer you receive.

A match is broken if an alternative offer is accepted.

# Making Offers

You make an offer by clicking on the name you want to match with (right panel).

Matching Table								
	apple	banana	kiwi	cherry	mango	pear	grape	peach
red								
blue								
green								
magenta								
yellow								
pink								
cyan								
orange								

Clickable buttons.

Only one offer at a time.

# Making Offers - Interface

Subject ID: 15

My Type: cherry

Time Left: 37 sec

Payoff Table

	red	blue	green	magenta	yellow	pink	cyan	orange
apple	1, 10	2, 20	3, 30	4, 40	5, 50	6, 60	7, 70	8, 80
banana	9, 90	10, 100	11, 110	12, 120	13, 130	14, 140	15, 150	16, 160
kiwi	17, 170	18, 180	19, 190	20, 200	21, 210	22, 220	23, 230	24, 240
cherry	25, 250	26, 260	27, 270	28, 280	29, 290	30, 300	31, 310	32, 320
mango	33, 330	34, 340	35, 350	36, 360	37, 370	38, 380	39, 390	40, 400
pear	41, 410	42, 420	43, 430	44, 440	45, 450	46, 460	47, 470	48, 480
grape	49, 490	50, 500	51, 510	52, 520	53, 530	54, 540	55, 550	56, 560
peach	57, 570	58, 580	59, 590	60, 600	61, 610	62, 620		

Matching Table

	red	blue	green	magenta	yellow	pink	cyan	orange
apple								
banana								
kiwi								
cherry								
mango								
pear								
grape								

Offer Dialog

? Make an offer To 'blue'

Yes No

Your History

Round 1

Practice Round

Round Payoff: 0 (\$0.00)

Switch to Full View

Type	Matched With	My Role	Payoff
cherry			

After choosing a target for an offer, you will have to confirm.

# **Response to Offers**

If you receive an offer, a window opens.

You can accept or reject.

If you wait more than 10 seconds the offer is rejected for you.

# Response to Offers - Interface

Time Left: 51 sec

Payoff Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	10, 1	20, 2	30, 3	40, 4	50, 5	60, 6	70, 7	80, 8
blue	<u>90</u> , 9	<u>100</u> , 10	<u>110</u> , 11	<u>120</u> , 12	<u>130</u> , 13	<u>140</u> , 14	<u>150</u> , 15	<u>160</u> , 16
green	170, 17	180, 18	190, 19	200, 20	210, 21	220, 22	230, 23	240, 24
magenta	250, 25	260, 26	270, 27	280, 28	290, 29	300, 30	310, 31	320, 32
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orange	570, 57	580, 58	590, 59	600, 60	610, 61	620, 62	630, 63	640, 64

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red								
blue								
green								
magenta								
yellow								
pink								
cyan								
orange								

 Offer Received Dialog 

Time Left To React: 21 sec

Accept an offer From 'cherry'?

Offer  
Timer

Offer  
Decision

# Current Matches

In each round, you see a table (right) with the current matches.

Time Left: 33 sec

You have accepted the offer from cherry

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red								
blue								
green								
magenta								
yellow								
pink								
cyan								
orange								

Response to offer

blue matched to cherry

# **Matches are Temporary**

Until the round ends, matches are temporary.

A match can be broken by accepting alternative offers.

# The End of a Round

A round ends when there are no new offers during 30 seconds.

Subject ID: 7

My Type: blue

Time Left: 33 sec  
You have accepted the offer from cherry

Payoff Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	10, 1	20, 2	30, 3	40, 4	50, 5	60, 6	70, 7	80, 8
blue	90, 9	100, 10	110, 11	120, 12	130, 13	140, 14	150, 15	160, 16
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Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red								
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magenta								
yellow								
pink								
cyan								
orange								

← Game Timer

# The End of a Round - Recording

At the end of each round, please record the details of the round on the provided sheet (please fill id now).

Your History

Round 1

Practice Round

Round Payoff: 0 (\$0.00)

Switch to Full View

Type	Matched With	My Role	Payoff
banana			

# Your Earnings



Today **1 point = 1 cent.**

You will be paid at the end of the experiment the total amount you have earned in all rounds but the practice round.

You need not tell any other participant how much you have earned.

# **Let the Experiment Begin!**

To ensure your privacy and that of others in the experiment, please pull out the dividers as far as they will go.

If there are no questions, we will now begin the actual experiment.