Supporting Material for
Will You Accept Without Knowing What?
A Thuringian Newspaper Experiment of the
Yes-No Game

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1   Translation of the questionnaire

As a reader of the Ostthüringer Zeitung you can participate in this experiment which is jointly organised by the Max-Planck-Institut for Economics and the Friedrich-Schiller-University Jena as a contribution to "Jena. Stadt der Wissenschaft 2008".

How can you participate? One possibility is to complete the entire decision form below and send it by mail to the publisher of the Ostthüringer Zeitung. You can also visit our internet page http://www.kirchkamp.de/janein/ and complete the decision form there.

What is going on in this experiment? Two participants can divide either 100€ or 1000€. One of them, let us call him X, can can propose how to divide the available amount. The other, we will call him Y, can agree, i.e. say "yes", or disagree, i.e. say "no", not knowing which division has been proposed by X. "Yes" means that the amount is divided as proposed by X, "no" means that both participants get nothing. When X decides on how to divide the amount he does not know whether Y says "yes" or "no". When Y decides on whether to say "yes" or "no", he does not know how the amount is divided by X.

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Let us look at an example: We can divide the amount of 1000€. The X-participant demands 450€ for himself and offers 550 € to the Y-participant. If Y has said "yes", then Y receives exactly 550€ and X receives the demanded 450 €. If Y has said "no", then the X- and Y-participant receive both zero €.

As we do not know yet, whether you, if you participate in the experiment, belong to the 40 randomly selected participants which are paid according to their decisions and the rules that we described above, you have to make decision both the position of the X and the position of the Y. Hence, for the position of the X you have to choose a division of the 100€ and the 1000€. For the position of the Y you have to choose "yes" or "no" for each of the two amounts.

Among all decisions 40 will be selected randomly. Twenty of these will be used for the position of the X and Y, respectively. Hence, we form 20 pairs of one X and one Y each. Also the position of X and Y is chosen randomly for each participant. Ten of these pairs will divide 100€, the remaining 10 pairs will divide 1000 €. Hence, we will pay at most 11 000€. Regarless whether you participate by mail or by internet, it is important that you complete the entire decision form. The 40 participants that are selected will be selected only from the submissions where the entire decision form has been completed.

Please make now your decision for both positions that you can have in the experiment:

You are a X participant

- How, do you think, will the other Y participants decide when the amount is 100 €? Please tick *one* of the following circles.

<div>
all will say YES ○ ○ ○ ○ half will say YES ○ ○ ○ ○ ○ ○ ○ all will say NO (half will say NO)
</div>

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- How, do you think, will the other Y participants decide when the amount is 1000 €? Please tick *one* of the following circles.

<div>
all will say YES ○ ○ ○ ○ half will say YES ○ ○ ○ ○ ○ ○ ○ all will say NO (half will say NO)
</div>

- When 100€ are divided (Please tick *one* of the following circles)...

You demand	5	15	25	35	45	55	65	75	85	95	€
	○	○	○	○	○	○	○	○	○	○	
You offer to Y	95	85	75	65	55	45	35	25	15	5	€

- When 1000€ are divided (Please tick *one* of the following circles)...

You demand	50	150	250	350	450	550	650	750	850	950	€
	○	○	○	○	○	○	○	○	○	○	
You offer to Y	950	850	750	650	550	450	350	250	150	50	€

You are a Y participant   How, do you think, will the other X participants behave?

- When 100€ are divided (Please tick *one* of the following divisions). . .

they demand	5	15	25	35	45	55	65	75	85	95	€
	○	○	○	○	○	○	○	○	○	○	
they offer to Y	95	85	75	65	55	45	35	25	15	5	€

- When 1000€ are divided (Please tick *one* of the following divisions). . .

they demand	50	150	250	350	450	550	650	750	850	950	€
	○	○	○	○	○	○	○	○	○	○	
they offer to Y	950	850	750	650	550	450	350	250	150	50	€

- Your 1st decision: When 100€ are divided (Please tick *one* of the following possibilities)

    ○ I accept the decision of X.

    ○ I refuse the decision of X.

- Your 2nd decision: When 1000€ are divided (Please tick *one* of the following possibilities)

    ○ I accept the decision of X.

    ○ I refuse the decision of X.

If you are among the 40 selected participants, we also need your name and your address

- Name: . . . .

- Adress: . . . .

    . . . .

    . . . .

    The following fields are optional:

- Age: . . . .

- Profession: . . . .

- Sex: male ○ / ○ female