Appendix E. Instructions for Sessions with Sequence 1¹

Welcome to the Experiment!

Please avoid talking to other participants of the experiment. Please use only those functions of the workstation that are necessary for the experiment.

This experiment is about decision behaviour. You can earn real money. For your participation you get 5€ as a show-up fee. During the experiment your income will be displayed in points (the experimental currency) instead of €. At the end of the experiment the points will be converted in € at the following conversion rate:

\[ 2.5 \text{ points} = 1\text{€} \quad \text{or} \quad 1 \text{ point} = 40 \text{ cent}. \]

After the end of the session your overall earnings from the experiment will be paid privately and in cash together with the 5 € show-up. None of other participants will be informed about your decisions and your income neither during or after the experiment. The data collection is purely anonymous and observations cannot be matched with the identities of the participants. Before the experiment starts there will be a short comprehension quiz to ensure that everyone understood the instructions.

Duration

The experiment will last 120 minutes and consists of 19 periods. These 19 periods are divided into three independent phases. You will receive detailed instructions in each of these phases. This means that only after phase 1 will you receive the instructions for phase 2 etc. If you have any questions after reading the instructions or the procedures, please raise your hand. The experimenter will answer your questions privately. You can also ask questions at any point during the experiment.

¹ The instructions for each phase were distributed only when the previous phase had been completed. The instructions below are a translation of the original German version. For a copy of the original German instructions, please contact the authors.
Groups
The experiment is executed simultaneously with several groups of participants (experiment
groups) – one group represents one ‘experiment’. All following instructions refer to one
experiment group. All displayed information on voters, parties, the elections, etc. always refer to
one group of participants. However, you are randomly assigned to one experiment group in each
period. It is therefore possible that your group changes several times during the experiment.
Your tasks, pay-off, etc. are identical in each group.

Pay-offs
Out of the 19 experimental periods only four are chosen at random for the pay-off. The mean of
your earnings in these four periods will be calculated, converted to euro and paid in cash. At the
end of the experiment the four selected periods and your earnings in these periods, as well as the
mean earnings – your actual pay-off – will be displayed.

Phase 1
Basic experimental procedures
In this experiment elections will be held. In each election phase (each period) there will be three
parties: A, B and C. You will have the opportunity to vote for party A, party B, party C, or abstain. The
computer will also have m votes, which the computer will always cast for party C. The party that
receives the most votes (a simple majority of the total votes cast) will win the election. If there are
more parties with the same number of votes, a winner will be randomly elected from these parties.

Party membership and voter types
In each election period you will be assigned a voter type E, F, G or H. The voter type will be
randomly determined in each period. Before each election you will learn your voter type for that
respective period and the numbers of voters and their voter types for that period, including
yourself. If a voter type is indicated as 0, this voter type does not appear in this period.

Pay-offs
You will receive an election pay-off which depends on your voter type and which party wins,
according to the following Table:

<table>
<thead>
<tr>
<th>Voter type</th>
<th>Party A wins</th>
<th>Party B wins</th>
<th>Party C wins</th>
</tr>
</thead>
<tbody>
<tr>
<td>E</td>
<td>155</td>
<td>75</td>
<td>75</td>
</tr>
<tr>
<td>F</td>
<td>155</td>
<td>105</td>
<td>55</td>
</tr>
<tr>
<td>G</td>
<td>105</td>
<td>155</td>
<td>55</td>
</tr>
<tr>
<td>H</td>
<td>75</td>
<td>155</td>
<td>75</td>
</tr>
</tbody>
</table>

Your receive your pay-off depending on which party receives the most votes in the election,
even if you did not vote in the election or you voted for a different party. For example, you are
voter type E. Party B wins the election, you voted for party A. You will receive a pay-off of 75
points. Alternatively, suppose you are voter type H, Party C wins the election, and you abstained.
You will receive a pay-off of 75 points. Your pay-off depends solely on which party wins, not on
how you voted or whether you voted at all.

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Election costs

As mentioned above, in each election you have the option to vote or to abstain. In fact, if you choose to vote you have to pay election costs. If you abstain you do not have to pay these costs. The amount of your election costs is randomly assigned by the computer in each period. The election costs range between 0 and 55 points. The amount of the elections costs does not depend on your voter type or your decisions in previous periods. As the election costs are assigned separately for each participant, different participants will typically have different election costs. Your elections costs will be displayed before your option to vote. You will never learn the election costs of the other participants. You only know that they have election costs between 0 and 55. Your election costs are deducted from your pay-off, independent of the party you voted for. If you abstain nothing will be deducted from your pay-off.

Suppose you are voter type E. Suppose party A wins. You will receive a pay-off of 155 points if you do not vote. If you vote, however, you will receive a pay-off of 155 points less election costs. If you have election costs of 55 points, this will be $155 - 55 = 100$. If you have election costs of 0 points you will receive a pay-off of 155 points, without any deduction.

Phase 2

The experimental procedure remains unchanged – with one exception.

In addition to the voter type you will be randomly assigned to be a member of party A or party B in each period. Before each election you will again learn your voter type and your party membership for that respective period and the numbers of voters and their voter types for that period, including yourself. In phase 2 the numbers of voter types will be displayed separately for each party. If a voter type is indicated as 0, this voter type does not appear in this period.

The party membership does not influence on the pay-offs or the voting costs.

Apart from the party membership, there will be no differences to phase 1!

Phase 3

The experimental procedure remains unchanged as, in addition to the previous procedures you will be given the opportunity to communicate with them members of your party.

Chat

You have the option to send online messages to other members of your party before you can cast your vote or abstain. Your messages will be displayed to all members of your party. For the chat, you receive an identification number in each period which is displayed next to your messages. This identification number may change in each period.

The chat will last 10 minutes at most. In principle the content of the chat is not constricted, however, you are not allowed to reveal personal details about yourself, e.g. name, age, address, gender (please use gender-neutral terms), your field of study (including names of lecturers, lectures and their contents, which would hint at your field of study) or the like that could identify yourself (e.g. your seat number, row or seat). Furthermore, it is not allowed to arrange side-payments (gratification or punishment). Those who violate the communication rules are excluded from the experiment by the experimenter and won’t receive any pay-off for the whole experiment.

Apart from the chat, there will be no differences to phase 2!

End

After you filled in a short questionnaire you will be displayed your total earnings. You will be called separately for the private payment. Please bring the receipt and the card indicating the number of your seat with you for the payment.