

Online Appendix

Proctor's Instructions for the Experimental Games

Coordinator's Script:

Registration—Consent Form, Pre-Survey, Image-Taking

Before the Session

1. The coordinator ensures that rooms are organized for the taking of images. One room has a large table with a number of chairs on both sides where registration and consent forms can be completed. The other two rooms are organized for image-taking. A screen is set up; the camera is ready; and a microphone is attached to capture voices in both rooms.
2. Two staff members are assigned to conduct the image-taking. Two staff members are responsible for greeting, registering, and administering consent to respondents. Two staff members are responsible for downloading images onto the laptop and following the naming protocol.

Administration of the Session

1. Greet each incoming respondent. Welcome them to the project and invite them to take a seat opposite one of the staff members.
2. Provide the respondent with a review of some of the basics of the project. They are likely to have heard some of these details from the individual enumerators who visited their homes.

Before we begin, I'd like to tell you a little bit about this research project. We are interested in the ways in which people make different decisions about money. We are going to ask you to make decisions about money. Some decisions will involve only you. Some other decisions will involve you and other people.

This is an international project involving the Economic Policy Research Centre at Makerere University and researchers from different universities around the world. Many people in other parts of Africa have already participated in similar kinds of activities.

You will be able to earn money for participating in this project. This time, you will receive a show-up fee of 8,000 USh [Ugandan shillings]. Each additional time you visit the project, you will receive a show-up fee of 6,000 USh. In addition, you will be able to earn extra money depending on the decisions you make as part of the research project.

You will be expected to participate in the research project three times over the next eight weeks. Each time you visit, you will stay for approximately two hours. Over the course of all of your visits, you may earn a total of approximately 100,000 USh for no more than six hours of attendance. Most of this extra money will be given out to you at the end of your last session with us.

At the end of your visit today, we will ask you to schedule a time for your first visit to the project.

3. The staff member should then give the respondent a consent form. The staff member should indicate to the respondent the section that is a basic description of the project, which reiterates the script read above. The staff member should then read the following aloud:

It is your choice whether to participate in this study. If you volunteer to be in this study, you may withdraw at any time without consequences of any kind. You may also refuse to answer any questions that you do not wish to answer and still remain in the study. The investigators may withdraw you from this research if circumstances arise which warrant doing so. We do not anticipate any such circumstances arising.

Please sign and date this form if you consent to participate in the study and think that you will be able to come to all three upcoming sessions.

In case you have questions, here is a one-page sheet with the contact information for the project.

4. The staff member will then indicate to the respondent that he/she will be recording some basic information about the individual.

For the purposes of this project, we would like to gather some information about your background. This information will not be made available to anyone other than the researchers involved in this study. Everything you tell us will be kept confidential. I will record your answers as you give them, and then deposit the survey in the sealed box on the table. Do you have any questions?

5. The enumerator should then assign an ID number to the individual using the ID assignment form. The ID number should also be entered, along with the person's name, on their ID card.

First, I will be assigning you an ID number to help us keep track of your participation in the project. I will write the ID number on this identification card, along with your name. You should bring this identification card with you every time you visit us. We will punch a hole in each of the four session numbers, indicating that you have participated and received your payment. Now, we will complete the registration form.

6. The enumerator should then ask the respondent each of the questions on the registration form and record the answers, before depositing it in the box.

7. The staff member should then walk the respondent to one of the rooms in which image-taking will take place. The staff member should sign in the respondent on the information sheet (recording the name, date of birth, ID number, and the color of shirt the individual is wearing). It is important that every respondent is signed in so we can later match the image files we collect with the respondents' names.
8. The staff member responsible for image-taking should take over and begin with the following:

When you come to participate in future sessions, you will be playing with different partners. However, because many people will be playing at different times, you will not meet your partners in person. Instead, there will be a computer screen, which will bring up an image or brief video clip of the person you are about to play the game with. You will see an image of your partner, and they will see an image of you.

What we are doing now is recording the images that other players will see of you. We will need to take a snapshot and four short video clips. We will begin with the snapshot. Are you ready?

9. Take the snapshot.
10. Then tell the respondent the following:

Now we are going to take four quick video clips. In the first one, we would like you to greet the person you are about to play with. We would like you to say, "Hello, how are you doing? I am looking forward to playing with you." Please speak in Luganda. You can begin speaking when you hear the beep. Are you ready?

11. Take the first video clip. *Note: Before you begin, make certain that the microphone is on. If for some reason you have to retake the clip (for example, the*

individual laughs or mumbles his/her words or stumbles and asks for a redo), be sure that the person responsible for labeling images realizes that there has been an error so he/she can delete the clip.

12. Then tell the respondent the following:

That was good. Now we would like to do exactly the same thing, but you should speak in the language you speak at home. What language do you speak at home? Please say again, "Hello, how are you doing? I am looking forward to playing with you," but in [language spoken at home]. You can begin speaking when you hear the camera beep.

13. After taking the second video clip, say the following:

Now we would like you to do exactly the same thing, only this time you should give your name as well. You should say, "Hello, how are you doing? My name is [staff person should give his/her full name]. I am looking forward to playing with you." Again, you can begin speaking when you hear the beep.

Let's do it first in Luganda.

And now, let's do it in [language spoken at home]. Again, you should say, "Hello, how are you doing? My name is [staff person should give his/her full name]. I am looking forward to playing with you."

Note: If an individual is in any way uncomfortable about using his/her name, tell them that it's okay to use the name of a relative (for example, a cousin) or a composite name made up of the first name of one relative and the last name of another relative. We do not think this will come up very often.

14. When the filming is complete, the staff member should ask the respondent to return to the main room. The respondent should sign a receipt for their show-up

payment, and receive 8,000 US\$. The staff member should remind them at this point that this was only the first session of the experiment and that they will need to sign up to attend three additional sessions. They should be offered a choice of when to return for their first session of games, a date should be agreed upon, and they should be assigned to a session on the sign-up sheet. The staff member should remind them of the benefits they can receive and should inform them that a staff member will come by their home the evening before to remind them of their participation. Thank them again.

15. After every individual has had his or her images recorded, the staff member assigned should download the images and name them before moving on to the next person. The labeler should be sure to assign the correct ID number to each of the images recorded.

Coordinator's Script:

Session 1—Dictator Game, Prisoner's Dilemma, Technology I

Before the Session

1. The coordinator ensures that the room is organized for the implementation of games. The main room is reserved for the delivering of instructions, with rows of benches facing the front of the room and the projector set up for the viewing of images. The second room contains six computer terminals at separate desks, each surrounded by a screen to ensure privacy.
2. One enumerator has been assigned to work at each computer terminal. This enumerator is responsible for loading the first game so that the screen requesting a subject ID number is showing before anyone arrives.

Check-In

1. The coordinator will use a check-in sheet to record the date, time, and location of the games session. The coordinator will record each person's first and last name, date of birth, and ID number as the person enters. The coordinator will record the

- respondent's ID number on the check-in form next to the person's name. The coordinator will check that the person's image on the computer matches the individual who has turned up with the ID card.
2. The coordinator will ensure that each respondent has his or her ID card with ID number, and ask the person to sit quietly on one of the benches.

Introduction

Welcome. Thank you for coming today. My name is Alex/Douglas/Ruth.

Background

- *This is an international project involving the Economic Policy Research Centre at Makerere University and researchers from around the world.*
- *This research is intended to help us to understand how individuals relate to one another in this area, and how these relationships matter for the welfare of the community. We do this by seeing how people make decisions about how to spend money as they play some simple games.*
- *This is a method that has been used in different places in the world, including Africa. The choices that people make in these settings tell researchers a great deal about how communities function.*

Demographics of Your Partners

- *Today you will be playing with others who live in Mulago and Kyebando. The people who will be participating have been sampled randomly from these communities. This means that the people participating are just like those you see every day in this area.*
- *About one-half of the people taking part in the study are women, and one-half are men. Their ages range from 18 to 65, but about half are*

less than 26. About one in three are Catholic, another one in three are Protestant, one in ten are Muslim, and others are born-again.

- *Many have lived in Mulago and Kyebando for a long time, although a significant number are recent arrivals.*
- *The people living here come from all parts of the country. The five largest groups in the study are the Baganda (50 out of every 100), Banyankole (10 out of 100), Bakiga (8 out of 100), Banyarwanda (5 out of 100), and Bafumbira (4 out of 100). There are also many smaller groups represented here from every part of Uganda.*
- *Most of the people taking part in this study work in the informal sector, at home, or are students, although some work as teachers, businesspeople, or in government.*

[Pause.]

Today's Session

- *Today you will participate in a number of different games. We will talk through the instructions for each game as a group. In many of the games, you will decide how to allocate money. In some cases, the money you allocate to yourself will be yours to keep; in other cases, how much you receive will also depend on the decision of others. You will receive that money on your final visit here.*

Privacy, Confidentiality, and Autonomy

- *All of the decisions you make here will be completely confidential. But the assistants who help you through the games will not be able to see the choices you make. You will record your decisions by putting coins and bank notes in envelopes and sealing them, while behind a partition.*
- *The research team will have information about the decisions that are made, but not about the particular individuals who made them. The*

researchers are interested in aggregate patterns of behavior, and not the choices made by particular individuals.

- *You are free to leave the session at any time. If you wish to leave, you should indicate so to the assistant working with you, and he or she will escort you out of the room.*

Payment

- *You will also receive a payment today for your participation. You will get this no matter how you play. When you receive your payment, we will punch a hole in number 2 on your ID card indicating that you attended the second session. In order to receive your total winnings, you will need to attend the final two sessions.*

[Pause.] ***Are there any questions?***

Rules

- *First, you should not talk with one another during the activities.*
- *Second, please listen to all instructions that I give you. This is very important. If you follow the instructions carefully, you are likely to enjoy the games more.*
- *Third, you are carrying your card with an ID number on it. Please turn it upside down. Do not show that number to anyone else except myself or one of the assistants.*
- *Fourth, we will randomly select the order in which you will play the games by picking numbers from a hat. Please hold on to the slip of paper given to you at the beginning of the session. That number indicates the order in which you play.*

Do you have any questions? [Most questions will be answered by stating that full instructions will be given later.]

The Public Information Box

The Computer

- *When you arrive at your desk in the next room to play the games, you will find a computer. The computer will be used to show you images of the other people involved in this game. These images will be just like the images you had taken of you on your first visit. The assistant will help you to use the computer.*
- *In every game, you will be participating with two other people randomly picked from all who are participating in the study. It is thus very unlikely that you will be playing with anyone who is in the room today. But the other players will be participating in this game (or may have already completed this game) at another session.*
- ***In every game, you will play with the same partners once.***
- *When you sit down at the computer and show your ID number to the assistant, he will enter that ID number into the computer so that you can begin the game. After he enters your ID number, you will see the following screen.*

The Public Information Box

[Show slide of public information box with the three images unopened.]

- *This is called the **public information box**. The public information box is there to tell you who you are playing these games with. There are three things you need to know about the public information box.*
- *First, the box has three smaller boxes inside of it, one corresponding to each of the partners you will be playing with in the games. The first box corresponds to player 1, the second box to player 2, and the third box to player 3. You will always be one of the three players in the game.*

- *Second, each of the small boxes contains some information about the partners you will be playing with. To find out what information you have about your partners, the assistant standing next to your computer will click on a button inside each of the boxes.*
- *When the button is clicked, the box may contain one of several things. Sometimes it will contain the silhouette of a person, but one that does not provide any information to help you identify the person. In this case, you are playing with a real person, but you just do not have information about who the person is.*

[Show slide of public information box. It should be a slide with the silhouette screen for player 1 and the boxes for players 2 and 3 unopened.]

- *Sometimes, when you click “player 1,” you will see a picture of player 1.*

[Show slide of public information box. It should be a slide with the still image of player 1 (preferably an image of Alex/Douglas/Ruth) opened and the boxes for players 2 and 3 unopened.]

- *And sometimes you will see a brief video clip of player 1 greeting you.*

[Show slide of public information box. It should be a slide with the video clip of player 1 opened and the boxes for players 2 and 3 unopened.]

- *After you have met player 1, the assistant will click “player 2” and “player 3.” In each case, you will see one of three things: no information about the person, a picture of the person, or a short video clip of the person greeting you. When you have no information about the person, it will be represented in the form of a silhouette.*

[Show same slide as last one, but this time open the boxes for players 2 and 3 as well.]

- *The third thing you need to know about the public information box is that both you and the two other people you are playing with will see exactly the same thing. This means that when you are player 2 and the assistant clicks on the player 2 button, you will see an image of yourself. The image that you see of yourself will be the exact same image that others see when they come to play the games.*
- *Let's go through a couple of examples. If you see "no information" about yourself and pictures of them, they will see pictures of themselves. But they will have no information about you. This is as if you were separated from them by a wall and you had a peephole through which you could see them but they could not see you.*
- *But if you see a picture of the other people and a picture of yourself, they will also see a picture of you and a picture of themselves. In this case, it is as if the wall is broken down and all three of you can see one another.*
- *After you view the images, the assistant will ask you whether you know the person. The assistant will make a note of your answer on a form.*

Do you have any questions about the public information box?

Game 1: Dictator

The Game

- *Now I will describe the first game you are going to play.*
- *In the first game, you will decide how to allocate a sum of money between yourself and two other people. I will describe the game to all of you as a group, before you will play it individually and in private in the next room.*
- *Then the assistant will give you 1,000 US\$. Sometimes you will receive two 500-US\$ coins. Other times you will receive ten 100-US\$ coins.*
- *When you receive the two 500-US\$ coins, you are not allowed to give two coins to any one individual. That is, you can give every person at most one coin. For example, you can give partner 1 one coin and yourself one coin, or partner 1 and partner 3 one coin each.*
- *The game is to decide how many of the coins to keep for yourself (by putting them in your pocket) and how many to put in envelopes for the other two players. What you decide to put in the envelope for those players will be given to them later.*
- *You can do anything you wish. Just remember that whatever you put in your pocket is yours to keep and whatever you send to players 1 and 3 will be given directly to them. The assistant will not be able to see how much you decide to keep and how much you decide to give away.*

How It Is Played

[Alex/Douglas/Ruth takes a seat at the computer terminal in the front of the room. The projector beams the opening screen requesting a subject ID number.]

- *When you arrive at your desk in the next room, please show your ID card to the assistant assigned to your work station. He will look at your ID number and then walk to the front table to get the twenty*

envelopes you will be using in this game. Each of the envelopes will be labeled with your ID number in the upper-left-hand corner.

[The coordinator looks at the ID card in Alex/Douglas/Ruth's hand and picks up a stack of twenty envelopes. The coordinator then returns to the front of the room.]

- *You will see a number of things at your desk. First, there will be a computer. You will also see three boxes on the desk. Each box will correspond to one of the players on the screen. The box is closed, with only a narrow opening on the top. After you make your decisions about how to allocate money, you will place your envelopes in this box.*

[The coordinator should hold up the box for all individuals to see. The coordinator should make it clear that the box is closed, and that only a narrow opening exists in which envelopes can be placed.]

- *After seeing the information you have about your partners and the information they have about you, the assistant will place a stack of coins in front of you and place an envelope on the box corresponding to each of your partners.*
- *When your partners have information about you, and you have information about your partners, then they will be told exactly how much you allocated to them.*

[The coordinator should enter an ID number, open the images (while describing the process), and then place a stack of coins and two envelopes on the table.]

- *The assistant will then step away from the desk to allow you to make your decision in private. You should place any coins you wish to send to your partners in the envelopes on top of the box for each partner. You should seal them in the envelope, place them in the appropriate box, and they will be delivered to your partners when they next visit us at the office. You should place any coins you wish to keep in your pocket.*

[The coordinator, sitting at the desk, should act out the process of making a decision by placing some coins in the envelope for each partner, sealing the envelope, and depositing it in the box. He or she should also put some coins in his or her pocket. As he or she takes these steps, the narrator should describe the process. For example, “First he decides to give some coins to player ——. He places them in the envelope for player —— and seals it, then places it in the box.” And so on.]

- *You should knock on the desk when you are done making your decision, so that the assistant can advance you to the next round.*
- *You will do this game a total of ten times, each time with a different group of people. You will not participate in this game with the same person twice. Each time, the assistant will click on the computer to produce the information about the other people you are playing with and then will lay out the board, along with the envelopes you will be using for that round.*
- *If you have a number 1 to 6, please go to the table marked with the appropriate number. The remaining individuals will watch a short set of music videos while others complete the games. Once the first group has finished playing, the second group will go in to play. We will then explain to you how the second game works.*
- ***If you have any questions, please raise your hand and I will try to answer them in private.***

[The first six individuals are sent to their respective computer terminals and the game begins. Before beginning the games, the enumerator should sit down next to the subject and walk him or her through a practice round of the game. The enumerator should ask the subject to describe every possible strategy and then to spell out what happens to the coins placed in the envelope. When the enumerator is confident the individual understands the game, the actual rounds should begin. After the first six individuals complete ten rounds of the game, the next six individuals are ushered to the appropriate terminal. The instructions for game 2 are then delivered to players 1 to 6 while players 7 to 12 play the games.]

Game 2: The Prisoner's Dilemma

[The coordinator should set up two chairs back to back, with a table in front of each of them. This is to simulate the idea that both players are making this decision simultaneously.]

The Game

- *This game seeks to capture how individuals participate in group activities. Such activities might include taking part in borrowing groups or lending your labor to construct a road or school. In these situations, some people contribute their own resources to group activities that benefit themselves and other people, but at a cost to themselves.*
- *In this game, there are two players participating.*

[Two individuals should sit down at the chairs facing away from one another. The projector should show a slide of the PD game with two images. Two images should be opened with the faces of Alex/Ruth/Douglas.]

- *In this game, you are to decide how to allocate a sum of money. You will have two boxes in front of you. The one on the left side of the computer will be for you, and the one on the right-hand side of the computer we call “the Group.”*
- *A group consists of two people—you and your partner.*
- *You will then be given an envelope and a 1,000-US\$ note. You must decide whether to keep it, by putting it in an envelope and your own box, or whether to contribute it to the group, by putting it in an envelope and placing it in the box for the group.*
- *Player 2 will also receive an envelope and a 1,000-US\$ note and be making the same decision about whether to keep the money for him- or herself or to contribute it to the group. He or she will make this decision without knowing about the choice you made.*

Payoffs and Options

- *The game can unfold in four ways. Say player 1 decides to put his 1,000-US\$ note in an envelope and into the box for the group, and player 2 does the same. Money contributed to the group increases in value by 50 percent. The 2,000 US\$ deposited by the two players becomes 3,000 US\$, and it is then equally divided across the two players, leaving each with 1,500 US\$.*

[The two players should act out the decision of putting the 1,000-US\$ note in an envelope, sealing it, and placing it in the group box. The coordinator should take the two envelopes, open them in front of the audience at a desk, and add a 1,000-US\$ note to the pile, before simulating the act of returning money to both players.]

- *Say player 1 decides to put his 1,000-US\$ note in an envelope and into the box for the group, but player 2 does not. The 1,000 US\$ contributed by player 1 to the group increases in value by 50 percent.*

The 1,000 US\$ deposited by player 1 becomes 1,500 US\$, and it is then equally divided across the two players, so each get 750 US\$ from the group. Player 2, who kept the original 1,000-US\$ note, ends the game with 1,750 US\$, while player 1, who contributed money to the group, ends the game with 750 US\$.

[The two players again act out the decision.]

- *Say player 2 decides to put his 1,000-US\$ note in an envelope and into the box for the group, but player 2 does not. The 1,000 US\$ contributed by player 2 to the group increases in value by 50 percent. The 1,000 US\$ deposited by player 2 becomes 1,500 US\$, and it is equally divided across the two players, so each get 750 US\$ from the group. Player 1, who kept the original 1,000-US\$ note ends the game with 1,750 US\$, while player 2, who contributed money to the group, ends the game with 750 US\$.*

[The two players again act out the decision.]

- *The final scenario involves both player 1 and player 2 deciding to put their 1,000-US\$ note in an envelope and into their own boxes, while contributing nothing to the group. Since nothing is sent to the group, both players end the game with 1,000 US\$.*

[The two players again act out the decision.]

Are there any questions?

The Observer

- *Sometimes you will see an additional image on the screen. We call this person the observer. If you see a picture of the observer, this means*

that this person will have the opportunity to watch how you and the other person complete this game at a later session. If the observer does not like the way that you or the other person plays the game, he or she will be able to change the rewards that you receive for playing this game.

- *The observer can punish either of the two players in the following way. The observer will be given 1,000 US\$. If he or she wants, the observer can decide to punish player 1 or player 2 for the way that they have played the game. The observer can decide to punish no one, only one of the players, or both players. It costs the observer 500 US\$ to punish each player.*
- *If the observer decides, for example, that he or she does not like how player 1 played the game and decides to punish that player, player 1 will lose his or her total winnings from this game.*
- *You should take account of whether there is an observer or not, and whether you think such a person is likely to punish you for your actions, when you decide how play. If the observer does not like the way that you play this game, then he or she can stop you from getting your rewards by spending 500 US\$. But while the observer can have your rewards taken away, he or she does not receive any of the money for him- or herself. Instead, to punish, the observer must spend some of his or her own money.*
- *The role of the observer is like the role of someone who wants to make sure that people contribute to group activities. Some people think this is important and are willing to pay a cost in order to affect the actions of others; other people do not.*

How It Is Played

- *When you are ready to make your decision, you should put the 1,000-US\$ note in the envelope and deposit it in the box for yourself or in the group. You will receive your payment for this game during your next*

visit, because what you receive will depend on the choices that other players (including the observer) make.

- *You will complete this game a total of ten times. **Do you have any questions?***
- ***If you have any questions, please raise your hand and I will try to answer them in private.***

[The first six individuals are sent to their respective computer terminals and the game begins. Before beginning the games, the enumerator should sit down next to the subject and walk him or her through a practice round of the game. The enumerator should ask the subject to describe every possible strategy, and then to spell out what happens to the coins placed in the envelope. When the enumerator is confident that the individual understands the game, the actual rounds should begin. After the first six individuals complete ten rounds of the game, the next six individuals are ushered to the appropriate terminal. The instructions for game 3 are then delivered to players 1 to 6 while players 7 to 12 play the games.]

Game 3: Technology I

[Instructions for players 1 to 6 are to be delivered when they complete game 3. The enumerator should lead those with numbers 1 to 6 to the small office. The room should have three combination locks available on which individuals can practice.]

- *Now we can begin the final game. In this game, you will be working with a partner to accomplish a task together. Whether you are successful will depend on how well you communicate with one another. This game captures the challenges groups face in attempting to successfully complete projects together.*

- *The game works as follows. This box is locked with a combination lock. It can only be opened by someone who knows the combination and understands how to enter it.*
- *Inside the box is a sum of money of 6,000 US\$. In this game, your team will need to open a box like this. If your team manages to open the box successfully, the money will be divided evenly between the two of you.*
- *I will teach you how to open the combination lock. You will have time to practice until you clearly understand how it works.*
- *Then you will have up to ten minutes to teach your partner how to open the lock. You will only be able to provide instructions verbally. You will not be able to touch the lock.*
- *If the box is opened within three minutes, each of you will receive an additional 1,000 US\$.*

Are there any questions?

[The enumerator demonstrates how to open the combination lock. The enumerator shows everyone a card with the three numbers on the lock. The enumerator turns the lock multiple times to the right to clear it, then turns it to the right again and stops at the first number. He or she shows that number to everyone and points out that it is the same as the first number on the card. The enumerator then turns the lock to the left once, stops at the original number, and shows that number to the group. Then he or she turns the lock to the left again and stops at the second number. He or she shows that number to the group and points out that this is the same as the second number on the card. Then the enumerator turns the lock to the right and stops at the final number. Then he or she opens the lock.]

- *To open this lock, you need to follow five simple steps. First, turn the dial clockwise many times to clear it. Second, turn the dial clockwise again until you arrive at the first number of the combination.*

- *Third, turn the dial anti-clockwise until you arrive at the first number in the combination. Fourth, turn it anti-clockwise again until you arrive at the second number in the combination.*
- *Finally, turn the dial clockwise again until you arrive at the third number and then pull on the lock to open it.*
- *Now everyone should pick up one of the locks and practice for a couple of minutes. We will not begin this game until all of you have mastered opening the lock.*

[The enumerator assists the subjects in learning how to open the locks.]

- *Now each of you will need to select a partner for this game from among the players remaining in the other room.*
- *Sylvester will enter this room with a laptop. On the screen, you will see the pictures of those remaining in the other room, matched to the number they were given today.*
- *I will invite each of you to select a partner from the list. Sylvester will show you the array of partners that you can choose from.*
- *The person you select will not gain more or less money as a result of you choosing them.*
- *So to do well in this game you should choose the person who you think you can most successfully play this game with (if you have a choice).*
- *Every person will play the game and have the opportunity to earn the same amount of money if the game is successfully completed.*

[The enumerator invites Sylvester into the small office. Sylvester calls on players 1 to 6 in order and asks them to choose their partners. The enumerator should record the individual pairings on the Technology game form.]

- *We are ready to begin this game. It works in the following way. The main room is partitioned into three small cubicles.*
- *Each cubicle will have a chest with 6,000 US\$ locked inside.*
- *I will invite three of you to leave this room and walk onto the balcony, where you will stand by one of three labeled windows. Your partners will already be seated at the appropriate cubicle.*
- *You will need to explain to your partner how to open the box verbally (or using hand signals).*
- *You cannot reach inside the window to help your partner with the lock.*
- *You must only provide instructions through the window.*
- *If you are successful in opening the box within ten minutes, you will share the money that is inside of it.*
- *If you can open the box within three minutes, you can each earn an additional 1,000 US\$.*
- *Those of you waiting your turn to provide instructions will need to wait inside this room with another enumerator.*

Do you have any questions? Let's begin.

[The enumerator invites three people onto the balcony. The remaining players wait patiently inside the small office for their turn. The enumerator then goes to the main computer room and asks for the appropriate partners, seating them at their respective tables in the main room. When all three are seated, the enumerator announces that the clock has begun to tick and leaves the room and waits at a chair in the hallway. Partners are given a maximum of ten minutes to complete the game. The enumerator records on the form whether the pairing was successful and how long it took. The instructions for players 7 to 12 are to be delivered when they complete game 3. The enumerator should deliver these instructions in the computer room. The room should have a chest with a combination lock on it.]

Now we can begin the final game. In this game, you will be working in a team with a partner to accomplish a task together. Whether you are successful will depend on how well you communicate with one another.

- *The game works as follows. This box is locked with a combination lock. It can only be opened by someone who knows the combination and understands how to enter it.*
- *Inside the box is a sum of 6,000 US\$. We have already taught the other player on your team how to open this lock. But in this game, you will be the person in the team actually responsible for opening the lock.*
- *In a few moments the other player on your team will come in here and stand at this window and try to explain to you how to open this lock.*
- *Your partner will not be able to reach inside the window to help you with the lock. Instructions must be provided only through the window.*
- *If your team manages to open the box successfully, the money inside will be divided evenly between the two of you—that is, 3,000 for you and 3,000 for the other player. You will have ten minutes to try to do this, but if the box is opened within five minutes, each of you will receive an additional 1,000 US\$.*

Those of you waiting your turn will remain in this room with another enumerator.

Do you have any questions? Let's begin.

[The enumerator invites three people into the main room. The remaining players wait patiently inside the computer room for their turn. When all three are seated, the enumerator announces that the clock has begun to tick and leaves the room and waits at a chair in the hallway. Partners are given

a maximum of ten minutes to complete the game. The enumerator records on the form whether the pairing was successful and how long it took. When a pair of respondents has finished playing the Technology game, they must pass by Sylvester's desk to sign up for their next visit. In addition, each respondent must sign a form indicating that he or she has received a cash payment for showing up along with the money obtained during the games. At that point, respondents are free to leave.]

Coordinator's Script:

Session 3—Voting, Third-Party Enforcer, Dictator Back-End, Network

Before the Session

1. The coordinator ensures that the room is organized for the implementation of games. The main room is reserved for the delivering of instructions, with rows of benches facing the front of the room and the projector set up for the viewing of images. The second room contains six computer terminals at separate desks, each surrounded by a screen to ensure privacy.
2. One enumerator has been assigned to work at each computer terminal. This enumerator is responsible for loading the first game so that the screen requesting a subject ID number is showing before anyone arrives.

Check-In

1. The coordinator will use a check-in sheet to record the date, time, and location of the games session. The coordinator will record each person's first and last name, date of birth, and ID number as the person enters. The coordinator will record the respondent's ID number on the check-in form next to the person's name. The coordinator will check that the person's image on the computer matches the individual who has turned up with the ID card.

2. The coordinator will ensure that each respondent has his or her ID card with ID number and ask the person to sit quietly on one of the benches.

Introduction

Welcome. Thank you for coming today. My name is Alex/Douglas/Ruth.

Today's Session

- *Today you will participate in a number of different games. We will talk through the instructions for each game as a group. In many of the games, you will decide how to allocate money. In some cases, the money you allocate to yourself will be yours to keep; in other cases, how much you receive will also depend on the decision of others. You will receive that money on your final visit here.*

Demographics of Your Partners

- *Remember that, as before, you will be playing with others who live in Mulago and Kyebando. The people who will be participating have been sampled randomly from these communities. This means that the people participating are just like those you see every day in this area.*

[Pause.]

Privacy, Confidentiality, and Autonomy

- *All of the decisions you make here will be completely confidential. The assistants who help you through the games will not be able to see the choices you make. You will record your decisions by putting coins and bank notes in envelopes and sealing them, while behind a partition.*
- *You are free to leave the session at any time. If you wish to leave, you should indicate so to the assistant working with you, and he or she will escort you out of the room.*

Payment

- *You will also receive a payment today for your participation. You will get this no matter how you play. When you receive your payment, we will punch a hole in number 3 on your ID card indicating that you attended the third session. In order to receive your total winnings, you will need to attend the final session as well.*

[Pause.]

Rules

- *First, you should not talk with one another during the activities.*
- *Second, please listen to all instructions that I give you. This is very important. If you follow the instructions carefully, you might make a considerable sum of money.*
- *Third, you are carrying your card with an ID number on it. Please turn it upside down. Do not show that number to anyone else except myself or one of my assistants.*
- *Fourth, we will randomly select the order in which you will play the games by giving you a number. Please hold on to the slip of paper indicating your number.*

[The coordinator invites each individual to select a number from the hat (numbers in the hat are 1 to 14). The number should be recorded on the sign-in sheet. Sylvester should then arrange for the first seven packets of envelopes to be brought into the computer room.]

Do you have any questions?

[Most questions will be answered by stating that full instructions will be given later.]

The Public Information Box

- *Just as before, in every game you will be participating with two other people randomly picked from all who are participating in the study. The computers will be used to give you information about the partners you will be playing with in the games today.*

[Show the slide of the public information box with the three images unopened.]

- *This is called the public information box. The public information box is there to tell you who you are playing these games with. There are three things you need to know about the public information box.*
- *First, the box has three smaller boxes inside of it, one corresponding to each of the partners you will be playing with in the games. The first box corresponds to player 1, the second box to player 2, and the third box to player 3. You will always be one of the three players in the game.*
- *Second, each of the small boxes contains some information about the partners you will be playing with. To find out what information you have about your partners, the assistant standing next to your computer will click on a button inside each of the boxes.*
- *When the button is clicked, the box may contain one of several things. Sometimes it will contain the silhouette of a person, but one that does not provide any information to help you identify the person. In this case, you are playing with a real person, but you just do not have information about who the person is.*

[Show the slide of the public information box. It should be a slide with the silhouette screen for player 1 and the boxes for players 2 and 3 unopened.]

- *Sometimes, when you click “player 1,” you will see a picture of player 1.*

[Show the slide of the public information box. It should be a slide with the still image of player 1 (preferably an image of Alex/Sylvester/Ruth) opened and the boxes for players 2 and 3 unopened.]

- *And sometimes you will see a brief video clip of player 1 greeting you.*

[Show the slide of the public information box. It should be a slide with the video clip of player 1 opened and the boxes for players 2 and 3 unopened.]

- *After you have met player 1, the assistant will click “player 2” and “player 3.” In each case, you will see one of three things: no information about the person, a picture of the person, or a short video clip of the person greeting you. When you have no information about the person, it will be represented in the form of a silhouette.*

[Show the same slide as the last one, but this time open the boxes for players 2 and 3 as well.]

- *The third thing you need to know about the public information box is that both you and the two other people you are playing with will see exactly the same thing. This means that when you are player 2, and the assistant clicks on the player 2 button, you will see an image of yourself. The image that you see of yourself will be the exact same image that others see when they come to play the games.*

- *Just as before, after you view the images, the assistant will ask you whether you know the person. The assistant will make a note of your answer on a form.*
- ***Do you have any questions about the public information box?***

Game 4: Voting

The Game

- *The next game is very different but also helps us to understand how groups work together. It captures the decisions that individuals make within groups about what sorts of projects should be implemented in different areas. In such situations, groups must attempt to come to agreement about how to distribute a limited pool of resources. This is how it works.*
- *As before, you will be playing this game with two other people. You will see a row of three boxes. The assistant will click on the button for each player to reveal the information that you have about the others in the game.*

[Show the slide of players in standard trio setup. It will look identical to the Dictator game.]

- *This group of three people has a problem. They have two 500-US\$ coins that they must share among the three of them. Only two of them can go home with one of the coins, and they must come to agreement about which two people should receive a coin.*

The Options

- *There are three options for how the two coins can be allocated among the three players:*

1. *The first combination (A) allocates the two 500-USh coins to players 1 and 2.*
2. *The second combination (B) allocates the two 500-USh coins to players 2 and 3.*
3. *The third combination (C) allocates the two 500-USh coins to players 1 and 3.*

[The coordinator should demonstrate, using all three instructors, how the three coins can be allocated.]

How to Decide

- *The way you make this decision with your partners is by taking a vote. Each player can vote for only one of the three possible combinations.*
- *In order for a combination to win, it must receive at least two votes. If no combination receives more than one vote, that means that no one receives the money.*
- *If any combination wins more than one vote, it is implemented and the 1,000 USh will be divided between the players corresponding to this combination.*

Indicating How You Vote

- *There are three boxes in front of you, one that corresponds to each possible combination. A label pasted on the top of the box indicates to you the combination represented by the box.*

[The coordinator shows a slide with the three possible combinations.]

- *You vote for the combination of your choice by placing a ballot in the box corresponding to that combination.*

- *Any combination with at least two votes is implemented, and the money is divided according to the combination.*
- *Depending on how you and the others play, either two people will each get 500 US\$ or nobody will get anything. The outcome depends on the vote of the three players playing the game rather than on the decisions made by any one person.*

Examples

- *Say, for example, that player 1 votes for combination A, that player 2 also votes for combination A, and that player 3 votes for combination C. In that case, combination A is the winner, and player 1 and player 2 each receive a 500-US\$ coin.*

[Alex is player 1, Douglas is player 2, and Ruth is player 3. Place a ballot in each of their respective boxes and announce to the subjects that you are voting for combination X, which splits the 1,000 US\$ between you and Doug/Ruth/Alex.]

- *What happens if player 1 votes for combination A, player 2 votes for combination B, and player 3 votes for combination C? In that case, no one receives any money, since each player voted for a different combination.*

[Alex is player 1, Douglas is player 2, and Ruth is player 3. Place a ballot in each of their respective boxes and announce to the subjects that you are voting for combination X, which splits the 1,000 US\$ between you and Doug/Ruth/Alex.]

- *Because the other people you see on this screen will be voting in future sessions, you will not receive your payment until your final visit.*

[Announce that Alex/Doug/Ruth would not vote at the same time.]

You will complete this game a total of six times.

Do you have any questions?

[The first six individuals are sent to their respective computer terminals and the game begins. Before beginning the games, the enumerator should sit down next to the subject and walk him or her through a practice round of the game. The enumerator should ask the subject to describe every possible strategy and then to spell out what happens to the coins placed in the envelope. When the enumerator is confident that the individual understands the game, the actual rounds should begin. After the first six individuals complete ten rounds of the game, the next six individuals are ushered to the appropriate terminal. The instructions for game 4 are then delivered to players 1 to 6 while players 7 to 12 play the games.]

Game 5: Prisoner's Dilemma, Third-Party Enforcer

- *Now we can begin the next game. As before, I will give you instructions as a group. Then each of you will go to an individual computer to complete the task in private.*

[Show the slide of players in the Prisoner's Dilemma game, with two main players (1 and 2) and a third image box set to the side.]

- *You will remember that during your last visit you participated in a game with two players in which each of you had to decide whether to contribute a 1,000-US\$ note to a group or keep the money for yourself. The money that was contributed to the group by both players was to be increased by 50 percent and then divided evenly between the two players. What you kept for*

yourself was not increased in value or divided but was simply yours to keep.

[Show the slide of the public information box with two main images and one set aside.]

- *Although the two players in the group were the only ones making decisions about how to allocate their 1,000-US\$ notes, you may also remember that a third player was sometimes involved. We called this player the observer.*
- *His or her role was to watch how you and the other person completed the task. If he or she did not like how either you or your partner played the game, he or she could punish you by spending 500 US\$ to have your rewards taken away from you.*
- *Today you are the observer. You must decide whether you wish to punish player 1 or player 2 depending on how they played the game. We will tell you how each of the players played the game. It is entirely up to you whether you wish to punish them.*
- *You will see arrows on the computer screen indicating whether player 1 and player 2 placed their money in the box for the group or the box for themselves.*
 1. *For example, it might be the case that player 1 and player 2 both put money in the box for the group. In this case, player 1 and player 2 would both get 1,500 US\$ before your decision to punish or not.*
 2. *Or perhaps player 1 put money in the box for the group and player 2 put money in the box for himself. In this case, player 1 would get 750 US\$ and player 2 would get 1,750 US\$ before your decision to punish or not.*
 3. *Or it may be that player 2 put money in the box for the group and player 1 put money in the box for himself. In*

this case, player 1 would get 1,750 USH and player 2 would get 750 USH before your decision to punish or not.

4. *Or perhaps both of the players put money in the box for themselves. In this case, player 1 and player 2 would both get 1,000 USH before your decision to punish or not.*

[Show the slide indicating the four possibilities.]

- *Punishment works as follows. You will be given two 500-USH coins. It will cost you 500 USH to punish player 1 and 500 USH to punish player 2. You can elect to punish no one, only one of the players, or both players. If you decide to punish, the player you punish will lose his or her entire reward.*
- *Two ballot boxes will be placed on your desk, one corresponding to each of the two players on the screen. To punish player 1, put a 500-USH coin in one of the two bags and place it in the box for player 1. To punish player 2, put a 500-USH coin in one of the two bags and place it in the box for player 2. To punish both, put a 500-USH coin in both envelopes and place them in the respective boxes. To punish neither, seal the two bags without putting anything in them and put them in the respective boxes. Then you can put the 1,000 USH in your pocket.*

*You will complete this task a total of three times. **Do you have any questions?***

[The first seven individuals are sent to their respective computer terminals and the game begins. After each individual completes three rounds of the

game, the next individual in line is ushered to the appropriate terminal. When all individuals have completed the game, the music videos are turned off and instructions for the next task are provided.]

Game 6: Dictator, Back-End

- *When you last visited us, in the first game you were asked to decide how to allocate a sum of money between yourself and two other people. At the same time, others were also facing the same choice—and you were one of the potential recipients.*
- *The third game today is to guess how much others allocated to you and their other partner. I will describe how this game works to all of you as a group, before you will play it individually and in private in the back of the room. Alex/Sylvester/Ruth will demonstrate how the game is played as I describe the instructions.*

[Alex/Douglas/Ruth takes a seat at the computer terminal in the front of the room. The projector beams the opening screen requesting a subject ID number onto the wall.]

- *As before, you will see a screen with information about your partners. For each of your partners, sometimes you will see only a silhouette; other times you will see a photograph; and still other times you will see a video clip.*
- *One of the three players on the screen is the person who last week had to make a choice about how to allocate a sum of money. A big red arrow will point to the person who was making that choice. We will call this person the chooser.*

- *You will also see two other boxes—one with information about you and one with information about the other player to whom the chooser could allocate some coins.*
- *After viewing this information about the three players, you will need to make a guess about how many coins you believe the chooser gave to you and the other player and how many he or she kept.*

Indicating Your Decision

- *Just as we did last week, the assistant will place three boxes in front of the computer, one corresponding to each of the three images on the screen.*
- *The assistant will then give you a set of coins. Sometimes you will get ten 100-US\$ coins and other times you will receive two 500-US\$ coins. What is put in front of you will depend on what the chooser was given when he or she made an allocation.*
- *To indicate how many coins you believe the chooser kept for him- or herself and gave to you and the other player, you will need to place these coins in an envelope corresponding to the person on the screen. You should put the number of coins you think were offered to player 1 in the envelope for player 1 and then in the appropriate box, and so on for all three players.*
- *Your winnings will depend on whether you guess correctly what you and the other receiver were offered.*
- *You will not receive the coins that you put in the envelope for yourself, nor will the other players receive the coins you put in envelopes for them. The goal here is to guess as accurately as possible how the chooser allocated his or her coins.*
- *Remember, if the chooser received two 500-US\$ coins, he or she had to give at least one away. If the chooser received ten*

100-US\$ coins, he or she was welcome to keep the money or to give it away.

- *For the games in which the chooser had ten 100-US\$ coins, you will receive an extra 500 US\$ at the final session if your guess is within 100 US\$ of what both you and the other receiver were offered.*
- *As a first example, suppose that the actual offers made were 200 US\$ to you and 300 US\$ to the other receiver. Then a correct guess would be either 100, 200, or 300 US\$ for you and 200, 300, or 400 US\$ for the other receiver.*
- *As a second example, suppose that the actual offers made were nothing to you and 100 US\$ to the other receiver. Then a correct guess would be either 0 or 100 US\$ for you and 0, 100, or 200 US\$ for the other receiver.*
- *For the games in which the chooser has two 500-US\$ coins, you will receive an extra 500 US\$ if you guess correctly whether both you and the other receiver were or were not offered the 500-US\$ coin.*
- *As a third example, suppose that the actual offers made were 500 US\$ to you and nothing to the other receiver. Then a correct guess would be 500 US\$ for you and nothing for the other receiver.*
- *You will do this task a total of twelve times, each time with a different group of people. Each time the assistant will click on the computer to produce the information about the other people you are playing with and then lay out the board, along with the envelopes you will be using for that round.*
- *After you make your guesses about how many coins you believe the chooser offered to each player in each round, the assistant will restart the game. This time you will go through each round and the assistant will hand you the envelope actually sent to*

you by the chooser. Whatever is in the envelope will be yours to keep.

[The first seven individuals are sent to their respective computer terminals and the game begins. After each individual completes five rounds of the game, the next individual in line is ushered to the appropriate terminal. When all individuals have completed the game, the music videos are turned off and instructions for the next task are provided.]

Game 7: Network

The Game

- *The final game is very different but also helps us to understand how groups work together. It captures the types of connections that exist across individuals living within a particular community.*
- *Only about one-half of you will be participating in this game. Sheilagh will announce whether the individuals in the day/session are eligible to participate in this final game.*
- *This is how the game works. In this game, we will show you a picture and the name of someone else who lives in Mulago or Kyebando. This person has been randomly selected and is not a participant in any other part of the study. He or she has consented to participate in the game, but does not know the name or face of the person looking for him or her.*
- *Your task is to find this person. When you find the correct person, he or she will give you a message that you must deliver back to us by making a phone call or sending a text message (SMS).*
- *We will give you a 5,000-US\$ payment initially. You can use this money to help you find the person, or you can choose to keep it and not play the game. If you find the person, you can*

earn up to 20,000 US\$. How much you earn, however, will depend on how quickly you find the person and transmit their message back to us. The more quickly you find your partner, the more money you receive from us.

- The payment schedule works as follows. If you find the person within three hours, you will receive the full 20,000 US\$. If you find the person in six hours, you will receive 18,000 US\$; 9 hours for 16,000 US\$, 12 hours for 14,000 US\$, 20 hours for 10,000 US\$, 22 hours for 8,000 US\$; and 24 hours gets you 5,000 US\$.*
- Because this game requires so much of your time, you are free to choose the day when you wish to play it. Sheilagh has a sign-up sheet, and she will ask you for your preference about the day when you wish to play the game. On that day, you should come to our offices at 9:30 AM. When you arrive, Sheilagh will show you the picture and name of your partner and give you 5,000 US\$ to get you started. From the moment you leave the office, you will have 24 hours to find the person and communicate their message back to us.*

[Sheilagh should approach each person individually and ask them on which date they would like to play the game. She should fill out a small reminder card providing them with information about when to come back for the Network game.]

Coordinator's Script:

Session 4 (First Half of the Sample)—Identification, Technology II, Image-Taking

Before the Session

1. The coordinator ensures that the room is organized for the implementation of games. The main room is reserved for the delivering of instructions, with rows of benches facing the front of the room and the projector set up for the viewing of images. The second room contains seven computer terminals at separate desks, each surrounded by a screen to ensure privacy.
2. One enumerator has been assigned to work at each computer terminal. This enumerator is responsible for loading the first game so that the screen requesting a subject ID number is showing before anyone arrives.

Check-In

1. The coordinator will use a check-in sheet to record the date, time, and location of the games session. The coordinator will record each person's first and last name, date of birth, and ID number as the person enters. The coordinator will record the respondent's ID number on the check-in form next to the person's name. The coordinator will check that the person's image on the computer matches the individual who has turned up with the ID card.
2. The coordinator will ensure that each respondent has his or her ID card with ID number and ask the person to sit quietly on one of the benches.

Introduction

Welcome. Thank you for coming today. My name is Alex/Douglas/Ruth. The games you will play today are the last games in the study. Before describing them to you, let me remind you that there are a series of games that you have played for which you have not yet been paid because your earnings depended on both your decisions and the decisions of others. We will pay you your winnings from these games, and from the games you play today, the week of August 1.

Today's Session

- *Today you will participate in two different games. We will talk through the instructions for each game as a group.*

[Pause.]

Privacy, Confidentiality, and Autonomy

- *All of the answers you give will be completely confidential.*
- *You are free to leave the session at any time. If you wish to leave, you should indicate so to the assistant working with you, and he or she will escort you out of the room.*

Payment

- *You will also receive a payment today for your participation. You will get this no matter how you play. When you receive your payment, we will punch a hole in number 4 on your ID card indicating that you attended the fourth session.*

[Pause.]

Rules

- *First, you should not talk with one another during the activities.*
- *Second, please listen to all instructions that I give you. This is very important. If you follow the instructions carefully, you might make a considerable sum of money.*
- *Third, you are carrying your card with an ID number on it. Please turn it upside down. Do not show that number to anyone else except myself or one of my assistants.*

- *Fourth, we will randomly select the order in which you will play the games by giving you a number. Please hold on to the slip of paper indicating your number.*

Do you have any questions?

[Most questions will be answered by stating that full instructions will be given later.]

Game 8: Identification

The Game

- *The purpose of the game is to investigate how well people are able to identify the backgrounds of the people they encounter in everyday life.*
- *To do this, we are going to show you a series of photographs and brief video clips of different people—the same photos and video clips you have been seeing all along in the games phase of the experiment—and ask you to answer a few questions about each of the people you see.*
- *After viewing the picture of the person, you will be asked to answer a pair of questions. Your guesses, like all the information you have given us throughout this project, will be kept strictly confidential.*
- *First, you will be asked to guess the person's ethnic group. The people you will see are drawn randomly from the subjects participating in the games. These subjects are representative of the people who live in Mulago and Kyebando.*
- *Of the subjects in the study, about 43 of every 100 are Baganda; 10 of 100 are Banyankole; 7 of 100 are Bafumbira; 5 of 100 are Bakiga; 5 of 100 are Banyarwanda; 5 of 100 are Batoro; and 3 of 100 are Basoga. In addition, there are*

individuals from a range of other ethnic groups, including the Acholi, Alur, Bagwere, Bunyoro, Iteso, Jopodhola, Langi, Lugbara, and Rundi tribes. Although this is what the sample looks like overall, the people you will see are drawn randomly, so you may not see people from all of these tribes.

- *Then you will be asked to guess the highest level of schooling this person has completed.*
- *Of the subjects in the study, about 4 in 100 have no schooling at all; 21 of 100 have attended some primary schooling but have not completed it; 12 of 100 have completed primary school but not gone any further; 35 of 100 have attended some secondary school but have not completed it; 10 of 100 have completed secondary school; 8 of 100 have attended some university or polytechnic but not finished; and 10 of 100 have completed university or polytechnic. Again, although this is what the sample looks like overall, the people you will see are randomly drawn, so you may not see people with all of these levels of education.*
- *You will see one image of each person. For every person, you will be asked to answer the same pair of questions. You will see images of about 50 people.*
- *You will be paid 100 US\$ for each correct guess, so you can earn up to 200 US\$ for each person if you guess both their ethnic background and their educational attainment correctly. By “correct guess” about a person’s ethnic background we mean identifying the person in the same way that the person identified him-/herself to the experimenters at the beginning of the project when we asked them, “What is your ethnic group?”*
- *Here are two examples:*
 1. *Suppose the person you are viewing self-identifies as X. If you guess X, then you are correct.*

2. *Suppose the person reports a level of schooling Y. If you guess Y, then you are correct.*
- *Sometimes you will be fairly certain about the ethnic background or education of the person whose image you see; sometimes you will be very uncertain. You will be asked by the assistant whether you feel fairly certain or uncertain about your guess. If at any point you feel extremely certain about your guess about the person's ethnic background or educational attainment, you may also indicate this to the assistant. If you indicate you are extremely certain and you are correct, you will earn an additional 100 US\$. If you are incorrect, we will deduct 100 US\$ from your total winnings.*

Are there any questions?

Mechanics

- *The game will begin by the assistant asking you for your identification number.*

[Show screen with ID number shot.]

- *A gray box with one small button will appear on the screen. The assistant will press this button and then step away from the box.*
- *An image or video clip will appear after about five seconds. This image/video clip will remain on the screen for about twenty seconds. The image will then disappear, leaving a blank gray box.*
- *Please knock on the box when the image disappears and you are ready to answer the questions.*

- *If at any time in the game you would like to see a person's image again, just ask the assistant and they will show you the image again.*
- *After everyone views the images of each person, the assistant will advance to the next round. There will be fifty rounds in the game.*

Are there any questions?

Game 9: Technology II

All players who are playing the game are assigned a number 1 to n . They each play three rounds matched with partners, indicated as player A and player B. The partners are seated across from each other but separated by a partition, as shown here. (Note that what is shown here is a setup for six players. Seating arrangements for four, five, and seven players are available upon request):

Online Appendix Figure 1: Round 1

Puzzle	1	2	3
Player A	1	3	5
Player B	2	4	6

Online Appendix Figure 2: Round 2

Puzzle	1	2	3
Player A	5	1	3
Player B	4	6	2

Online Appendix Figure 3: Round 3

Puzzle	1	2	3
Player A	3	5	1
Player B	6	2	4

- *Now we can begin the final game. In this game, you will be working with a partner to accomplish a task together. You will play three different rounds of the game, each round with a different partner. Whether you are successful will depend on how well you and your partner communicate with each other. Like the game you played earlier with the locked box, this game captures the challenges people face in attempting to successfully complete projects together.*
- *The game works as follows. You and your partner will sit across from each other at a table separated by a partition. You will each be given two pieces of a puzzle that has four pieces. You must each arrange your pieces so that they will fit together with your partner's pieces to fit inside a rectangle frame. [Show example.] You may communicate with your partner in any way that will help you complete this task, but you may not show your partner your puzzle pieces.*
- *You will have three minutes to work with your partner to arrange your pieces so that they fit together. At the end of the three minutes, we will lift the partition that separates you from your partner, and an enumerator will check to see if the pieces of the puzzle fit together. If they do, you and your partner will each receive 1,000 US\$. If the puzzle pieces do not fit together, you will each receive nothing.*

- *At the end of the round, you will move seats and play the game again with a new partner. Then you will play the game a third time, with yet another partner.*
- *Before we begin, we will give you a chance to practice on your own. We will call you up one at a time and have you complete a four-piece puzzle by yourself. We will record how long it takes you to complete the puzzle. Then, when everyone has had a chance to practice on their own, we will divide you into pairs to work together to solve the three remaining puzzles.*

Are there any questions?

[The enumerator assigns the players to the three cubicles, one to each side, and notes the assignments on the game form. Each cubicle has a slightly different puzzle, one half of which (A) is on one side of the table, and the other half of which (B) is on the other side, both covered by a blank sheet of paper. The enumerator notes the puzzle type that each pairing will be using on the game form. Once everyone is settled in their seats, the enumerator repeats the instructions: *“Under the piece of paper in front of you, you will each find two pieces of a puzzle along with half of a frame, into which the completed puzzle fits. You must each arrange your pieces in your half-frame so that they will fit together with your partner’s pieces when we put the two halves of the frame together. You may communicate with your partner in any way that will help you complete this task, but you may not show your partner your puzzle pieces. You will have three minutes to work with your partner to arrange your pieces. If the pieces of the puzzle fit together, you and your partner will each receive 1,000 USh; if they do not, then you will each receive nothing. You may now lift the piece of paper covering your pieces and begin.”* The enumerator begins his stopwatch. At three minutes, he announces: *“Your three minutes are up. Please leave your puzzle pieces on their half-frame.”* He then lifts the

three partitions and checks whether the two halves of the puzzle fit together and records this on the form in the column marked “success?” He also records the time taken by those teams who completed their puzzles in less than three minutes.]

Game 10: Simulation and Dissimulation

Subjects finished with the Technology game will be led into the back office by one of the enumerators. A sign-in sheet will be used to record the person’s first and last names, subject ID, and date of birth. Instructions will be provided individually. Subjects waiting to participate will sit in chairs outside of the room.

- *As part of this exercise, we are interested in knowing whether people are able to guess the ethnic backgrounds of people whose images they saw. To help us to explore this issue, we would like to make some extra recordings in which you actually state your ethnic background and try to convince other people of it.*
- *Today we will record a total of four additional images. Each should take no more than thirty seconds.*
- *Let us start with two videos in which you tell the truth about your ethnic background. What is your ethnic background? [For the moment, assume the subject answers X.]*
- *First, we would like to make two recordings in which you try to convince the person who will view the video clip that you are [X]. Some people do this by saying something about where their family is from; others use words from a language they know. You can say anything you think might be helpful to convince others of your ethnic background. We will limit your recording to thirty seconds.*
- *For the first recording, imagine that you are speaking to a small group of other people who also describes themselves as*

[X]. What would you say to them to convince them that you are also [X]? You have thirty seconds. Take a moment, if you like, to think about what you would like to say.

[Record.]

- *For the second video clip, think about what you might say to a small group of other people drawn from Mulago and Kyebando, some who describe themselves as [X] and others who describe themselves as members of other ethnic groups. What would you say to this group if you wanted to convince them that you are [X]? You have thirty seconds. Again, take a moment, if you like, to think about what you would like to say.*

[Record.]

- *Now we will record a set of videos in which we will ask you to try to convince somebody that you are not [X].*

[The enumerator should look at the form to determine into which ethnic group the subject should try to pass.]

- *Imagine instead that you want to convince the person who will view the video clip that you are [Y].*
- *We will show this recording to seven or eight people. For every person you are able to convince that you are Y, you will be paid 500 US\$. This means that if you try hard, you could earn up to 4,000 US\$.*
- *For the third recording, imagine that you are speaking to a small group of other people who also describe themselves as*

[Y]. If you wanted to convince them that you were not [X] but from group [Y], what would you say? You have thirty seconds.

[Record.]

- *For the last video clip, think about what you might say to a small group of other people drawn from Mulago and Kyebando, some who describe themselves as [Y] and others who describe themselves as members of other ethnic groups. If you wanted to convince them that you were also from group [Y], what would you say?*
- *Again, we will show this recording to seven or eight people. For every person you are able to convince that you are Y, you will be paid 500 US\$. This means that if you try hard, you could earn up to 4,000 US\$.*

You have thirty seconds.

[Record.]

Thank you for coming to have these extra images taken. Please return to the first room to receive your payment for coming today.

Coordinator's Script:

Session IV (Second Half of the Sample)—Identification, Technology II, Simulation, and Dissimulation

Before the Session

1. The coordinator ensures that the room is organized for the implementation of games. The main room is reserved for the delivering of instructions, with rows of benches facing the front of the room and the projector set up for the viewing of

images. The second room contains seven computer terminals at separate desks, each surrounded by a screen to ensure privacy.

2. One enumerator has been assigned to work at each computer terminal. This enumerator is responsible for loading the first game so that the screen requesting a subject ID number is showing before anyone arrives.

Check-In

1. The coordinator will use a check-in sheet to record the date, time, and location of the games session. The coordinator will record each person's first and last name, date of birth, and ID number as the person enters. The coordinator will record the respondent's ID number on the check-in form next to the person's name. The coordinator will check that the person's image on the computer matches the individual who has turned up with the ID card.
2. The coordinator will ensure that each respondent has his or her ID card with ID number and ask the person to sit quietly on one of the benches.

Introduction

Welcome. Thank you for coming today. My name is Alex/Douglas/Ruth. The games you will play today are the last games in the study. Before describing them to you, let me remind you that there are a series of games that you have played for which you have not yet been paid because your earnings depended on both your decisions and the decisions of others. We will pay you your winnings from these games, and from the games you play today, the week of August 1.

Today's Session

- *Today you will participate in two different games. We will talk through the instructions for each game as a group.*

[Pause.]

Privacy, Confidentiality, and Autonomy

- *All of the answers you give will be completely confidential.*
- *You are free to leave the session at any time. If you wish to leave, you should indicate so to the assistant working with you, and he or she will escort you out of the room.*

Payment

- *You will also receive a payment today for your participation. You will get this no matter how you play. When you receive your payment, we will punch a hole in number 4 on your ID card indicating that you attended the fourth session.*

[Pause.]

Rules

- *First, you should not talk with one another during the activities.*
- *Second, please listen to all instructions that I give you. This is very important. If you follow the instructions carefully, you might make a considerable sum of money.*
- *Third, you are carrying your card with an ID number on it. Please turn it upside down. Do not show that number to anyone else except myself or one of my assistants.*
- *Fourth, we will randomly select the order in which you will play the games by giving you a number. Please hold on to the slip of paper indicating your number.*

Do you have any questions?

[Most questions will be answered by stating that full instructions will be given later.]

Game 8: Identification

The Game

- *The purpose of the game is to investigate how well people are able to identify the backgrounds of the people they encounter in everyday life.*
- *To do this, we are going to show you a series of photographs and brief video clips of different people—the same photos and video clips you have been seeing all along in the games phase of the experiment—and ask you to answer a few questions about each of the people you see.*
- *After viewing the picture of the person, you will be asked to answer a pair of questions. Your guesses, like all the information you have given us throughout this project, will be kept strictly confidential.*
- *First, you will be asked to guess the person's ethnic group. The people you will see are drawn randomly from the subjects participating in the games. These subjects are representative of the people who live in Mulago and Kyebando.*
- *Of the subjects in the study, about 43 of every 100 are Baganda; 10 of 100 are Banyankole; 7 of 100 are Bafumbira; 5 of 100 are Bakiga; 5 of 100 are Banyarwanda; 5 of 100 are Batoro; and 3 of 100 are Basoga. In addition, there are individuals from a range of other ethnic groups, including the Acholi, Alur, Bagwere, Bunyoro, Iteso, Jopodhola, Langi, Lugbara, and Rundi tribes. Although this is what the sample looks like overall, the people you will see are drawn randomly, so you may not see people from all of these tribes.*
- *Then you will be asked to guess the highest level of schooling this person has completed.*
- *Of the subjects in the study, about 4 in 100 have no schooling at all; 21 of 100 have attended some primary schooling but have not completed it; 12 of 100 have completed primary*

school but not gone any further; 35 of 100 have attended some secondary school but have not completed it; 10 of 100 have completed secondary school; 8 of 100 have attended some university or polytechnic but not finished; and 10 of 100 have completed university or polytechnic. Again, although this is what the sample looks like overall, the people you will see are randomly drawn, so you may not see people with all of these levels of education.

- *You will see one image of each person. For every person, you will be asked to answer the same pair of questions. You will see images of about 50 people.*
- *You will be paid 100 US\$ for each correct guess, so you can earn up to 200 US\$ for each person if you guess both their ethnic background and their educational attainment correctly. By “correct guess” about a person’s ethnic background we mean identifying the person in the same way that the person identified him-/herself to the experimenters at the beginning of the project when we asked them, “What is your ethnic group?”*
- *Here are two examples:*
 1. *Suppose the person you are viewing self-identifies as X. If you guess X, then you are correct.*
 2. *Suppose the person reports a level of schooling Y. If you guess Y, then you are correct.*
- *Sometimes you will be fairly certain about the ethnic background or education of the person whose image you see; sometimes you will be very uncertain. You will be asked by the assistant whether you feel fairly certain or uncertain about your guess. If at any point you feel extremely certain about your guess about the person’s ethnic background or educational attainment, you may also indicate this to the assistant. If you indicate you are extremely certain and you are*

correct, you will earn an additional 100 US\$. If you are incorrect, we will deduct 100 US\$ from your total winnings.

Are there any questions?

Mechanics

- *The game will begin by the assistant asking you for your identification number.*

[Show screen with ID number shot.]

- *A gray box with one small button will appear on the screen. The assistant will press this button and then step away from the box.*
- *An image or video clip will appear after about five seconds. This image/video clip will remain on the screen for about twenty seconds. The image will then disappear, leaving a blank gray box.*
- *Please knock on the box when the image disappears and you are ready to answer the questions.*
- *If at any time in the game you would like to see a person's image again, just ask the assistant and they will show you the image again.*
- *After everyone views the images of each person, the assistant will advance to the next round. There will be fifty rounds in the game.*

Are there any questions?

Game 9: Technology II

All players who are playing the game are assigned a number 1 to n . They each play three rounds matched with partners, indicated as player A and player B. The partners are seated across from each other but separated by a partition, as shown here. (Note that what is shown here is a setup for six players. Seating arrangements for four, five, and seven players are available upon request):

Round 1

Puzzle	1	2	3
Player A	1	3	5
Player B	2	4	6

Round 2

Puzzle	1	2	3
Player A	5	1	3
Player B	4	6	2

Round 3

Puzzle	1	2	3
Player A	3	5	1
Player B	6	2	4

- *Now we can begin the final game. In this game, you will be working with a partner to accomplish a task together. You will play three different rounds of the game, each round with a different partner. Whether you are successful will depend on*

how well you and your partner communicate with each other. Like the game you played earlier with the locked box, this game captures the challenges people face in attempting to successfully complete projects together.

- *The game works as follows. You and your partner will sit across from each other at a table separated by a partition. You will each be given two pieces of a puzzle that has four pieces. You must each arrange your pieces so that they will fit together with your partner's pieces to fit inside a rectangle frame. [Show example.] You may communicate with your partner in any way that will help you complete this task, but you may not show your partner your puzzle pieces.*
- *You will have three minutes to work with your partner to arrange your pieces so that they fit together. At the end of the three minutes, we will lift the partition that separates you from your partner, and an enumerator will check to see if the pieces of the puzzle fit together. If they do, you and your partner will each receive 1,000 US\$. If the puzzle pieces do not fit together, you will each receive nothing.*
- *At the end of the round, you will move seats and play the game again with a new partner. Then you will play the game a third time, with yet another partner.*
- *Before we begin, we will give you a chance to practice on your own. We will call you up one at a time and have you complete a four-piece puzzle by yourself. We will record how long it takes you to complete the puzzle. Then, when everyone has had a chance to practice on their own, we will divide you into pairs to work together to solve the three remaining puzzles.*

Are there any questions?

[The enumerator assigns the players to the three cubicles, one to each side, and notes the assignments on the game form. Each cubicle has a slightly different puzzle, one half of which (A) is on one side of the table, and the other half of which (B) is on the other side, both covered by a blank sheet of paper. The enumerator notes the puzzle type that each pairing will be using on the game form. Once everyone is settled in their seats, the enumerator repeats the instructions: *“Under the piece of paper in front of you, you will each find two pieces of a puzzle along with half of a frame, into which the completed puzzle fits. You must each arrange your pieces in your half-frame so that they will fit together with your partner’s pieces when we put the two halves of the frame together. You may communicate with your partner in any way that will help you complete this task, but you may not show your partner your puzzle pieces. You will have three minutes to work with your partner to arrange your pieces. If the pieces of the puzzle fit together, you and your partner will each receive 1,000 USh; if they do not, then you will each receive nothing. You may now lift the piece of paper covering your pieces and begin.”* The enumerator begins his stopwatch. At three minutes, he announces: *“Your three minutes are up. Please leave your puzzle pieces on their half-frame.”* He then lifts the three partitions and checks whether the two halves of the puzzle fit together and records this on the form in the column marked “success?” He also records the time taken by those teams who completed their puzzles in less than three minutes.]

Game 10: Simulation and Dissimulation

- *In this part, you will see a series of video clips of individuals trying to convince you that they are members of a particular ethnic group. Recognizing that it is sometimes advantageous for people to try to “pass” as members of groups other than their own, it is possible that some of the people may not be telling the truth about their ethnic backgrounds.*

- *As in the game you played earlier today, your task will be to guess the ethnic backgrounds of the individuals you see. To earn the most money from this game, you will have to use your judgment to figure out when people are telling the truth and when they might be giving you false information.*
- *In this second part, you will see the set of video clips grouped by ethnic background. For example, the assistant will tell you, “Now you will see a set of video clips of individuals claiming to be Baganda.”*
- *In about half of the video clips you see, people will be telling the truth about their identity; in the other half, they will be trying to fool you. Once again, your task is to decide if the individuals in the videos are telling the truth or not.*
- *You will see sets of video clips for a number of different ethnic groups. Each time, the assistant will indicate the ethnic group to which the individuals will be claiming to belong.*
- *You will see one video clip of each person. Then you will be asked to guess the person’s ethnic group. Remember: about half the time the person will be telling the truth about their ethnic background, and about half the time they will be trying to mislead you. You will see images of roughly fifteen to thirty people.*
- *You will be paid 100 US\$ for each correct guess. By “correct guess” about a person’s ethnic background we mean identifying the person in the same way that the person identified him-/herself to the experimenters at the beginning of the project when we asked them, “What is your ethnic group?”*
- *Sometimes you will be fairly certain about the ethnic background of the person whose videos you see; sometimes you will be very uncertain. As in the game you played earlier, you will be asked by the assistant whether you feel fairly certain or*

uncertain about your guess. If at any point you feel extremely certain about your guess about the person's ethnic background, you may also indicate this to the assistant. If you indicate that you are extremely certain and you are correct, you will earn an additional 100 US\$. If you indicate that you are extremely certain but are incorrect, we will deduct 100 US\$ from your total winnings.

Are there any questions?

[Note: Introduce each new group by saying: “Now you will see one or more video clips of individuals claiming to be [X]. Remember: about half the time they will be telling the truth about their ethnic background and about half the time they will be trying to fool you.”]

Coordinator's Script: Final Payment Session

Before the Session

The coordinator ensures that the room is organized for the final session. The main room is set up with rows of benches for subjects to wait on. A reception desk is set up at the back of the room, where subjects enter. Six other tables are set up in the front of the room, each with an enumerator ready to administer part 1 of the exit questionnaire. A separate table is also set up, shielded by a partition for debriefing of the Network game. The second room contains two laptop computers at separate desks, each surrounded by a screen to ensure privacy. Two other enumerators are also in the computer room, sitting at desks with privacy screens to review final payment receipts with subjects.

Check-In (Sylvester and Ruth)

1. Check-in takes place on a rolling basis, with subjects checked in on arrival, when they are immediately ushered to one of the tables with the enumerators to begin

- part 1 of the exit survey (or to be debriefed in the Network game if the subject is chosen by one of the Network game debriefing enumerators to do this).
2. The coordinator uses a session registration sheet to record the date and time of the session. The coordinator records each person's first name, date of birth, and ID number as the person enters. The coordinator ensures that each subject has his or her ID card with ID number and checks that the number is on the list of subjects scheduled for that session.
 3. The coordinator asks the subject to choose a slip of paper from a box. The slips of paper are numbered from 1 to 10. The number chosen is recorded on the sign-in sheet. This number determines which pair of subjects in each session will be administered part 2 of the exit survey (subjects who draw number 1 complete part 2a; subjects who draw number 2 complete part 2b, unless the subject is chosen for the Network game debriefing, in which case subject number 3 fills in).
 4. The coordinator checks the subject's ID number against the list of subjects who must be administered one of the two supplementary questionnaires. If the subject is on the list, the coordinator administers the appropriate questionnaire and records the subject's responses on the supplementary questionnaire form.
 5. The coordinator's assistant asks the subject to indicate the LC1 in which he/she lives. The coordinator's assistant then shows the subject a map of that LC1 and asks him/her to indicate the location of his/her residence on the map. The location of the residence should be indicated with an X and a number. On the back of the map, the coordinator's assistant should record the subject's ID number next to the number of the marked X on the map.
 6. When finished with the map exercise, the coordinator directs the subject to one of the enumerators, who will begin administering part 1 of the exit survey.

Exit Survey, Part 1 (Kenneth, Winnie, Douglas, Alex T., Alex Handsome, Winifred)

Upon registration, subjects are taken to one of the six enumerators who are administering part 1 of the exit survey. If the enumerators are all busy with other subjects, subjects will either wait on the benches or, if they played the Network game unsuccessfully, they may be taken to be debriefed.

Before administering part 1 of the exit survey, the enumerator conveys the following introductory information:

Welcome. Thank you for coming today. As you know, this is the final session of the Mulago/Kyebando Community Study.

- *Before we begin, we would like to thank you for your participation in this project. Its success has depended on your participation, and the project coordinators are deeply thankful for the time you have devoted to helping us over these past two months. As a token of our gratitude, we will provide each of you with a certificate of completion of the project at the end of this session.*
- *The main purpose of today's session is to pay you the money you have earned, but not yet received, from previous sessions of the study. We will provide you with a receipt that indicates exactly how much money you earned from each part of the project, how much you have already taken with you, how much you are still owed, and how much you earned overall. At the end of the session, we will pay you the balance that you are still owed.*
- *Before the payment, I will ask you a few final questions about yourself. We also want to learn something about what you think about the project, so, when we are finished, one of the other enumerators may ask some of you a few questions about some of the games you played as well.*

The enumerator then administers part 1 of the exit survey. When the subject is finished, he/she may return to the benches, from where he/she will be picked up for part 2 of the exit survey (if he/she is selected to have it administered). If the subject played the

Network game unsuccessfully and has not yet been debriefed, he/she may be taken at this point to be debriefed. Otherwise, the subject will wait to be taken to the computer room for his/her final payment.

Exit Survey, Part 2 (Liz, Brenda)

When they have completed part 1 of the exit survey, subjects who drew numbers 1 or 2 are taken one at a time into the computer room for part 2. If one of those subjects is needed for a Network game debriefing, then the subject who drew number 3 will fill in. The subject who drew number 1 (or the subject filling in) will be given part 2a of the exit survey; the subject who drew number 2 (or the subject filling in) will be given part 2b. Enumerators go through the survey question by question (that is, game by game). Before posing the question about each game, the enumerator will set up the cubicle to resemble exactly the way it was set up for the playing of that particular game. (Coins and envelopes will be laid out as they were for that game, and ballot boxes arranged accordingly.) The enumerator will also load the appropriate screen shot before beginning to ask about the game.

At the conclusion of the questionnaire, the subject will return to the benches to wait for one of the enumerators to walk them through their final payment, or, if one of the final payment enumerators is free, they will go directly to that enumerator. If the subject played the Network game unsuccessfully and has not yet been debriefed, he/she may be taken at this point to be debriefed.

Network Game Debriefing (Nathan and Sheilagh)

Some, though not all, subjects who are identified at check-in as having played the Network game but never returned for a debriefing (that is, runners who never managed to locate their receivers) will be debriefed. They will be identified by the enumerators running the Network game debriefing and taken for an interview, either while they are waiting to be taken for part 1 of the exit survey or at a later stage in the session, whenever they are between other tasks. When they have been debriefed, they will be returned to the benches, from where they will be taken for part 1 of the exit survey (or whatever other part of the session they have yet to complete).

Final Payment and Receipt (Harriet and Livingstone)

After they have complete all other tasks (which include parts 1 and 2 of the exit survey and, if they are eligible and chosen, a Network game debriefing), subjects are taken one at a time to the computer room, where an enumerator reviews a customized summary of their earnings from all stages of the project and pays them the balance still due. Before showing the subject his/her summary, the enumerator conveys the following introductory information:

- *As you know, the Mulago-Kyebando study has taken place in four phases, and you have had the opportunity to earn money in each phase. Sometimes the money you earned was just for showing up. Sometimes it depended on the decisions you made in the games you played.*
- *On average, participants who attended all four sessions of the study earned approximately 72,000 US\$. Some participants in the study earned more than this; others earned less. The highest amount that anybody earned in the project was 105,000 US\$. The lowest amount that anybody earned was 56,000 US\$. When we give you your receipt, we will tell you how much other people won, on average, in each game, so you will know how you did compared to other participants in the study.*
- *Now let's see what you earned.*

The enumerator gives the subject his/her customized breakdown of his/her earnings in each game. The enumerator reviews the subject's summary sheet game by game. For each game, the enumerator reviews the rules of the game so that the subject remembers them and provides information about the average earnings of all subjects for that game. The following table provides a brief summary of game rules and average earnings and may be used as a reference for this purpose:

Online Appendix Table 1

<i>Game</i>	<i>Average Earnings in This Game</i>
Game 1: Player is given 1,000 USh and has to decide how to divide this money between him-/herself and two other players.	5,114 USh
Game 2: Player is given 1,000 USh and has to decide whether to put it in his/her own box or in group box; money put in group box is increased by 50 percent and shared with partner; money put in “self” box is kept by player.	11,256 USh
Padlock game: Player works with partner to open locked box containing 6,000 USh; if box is opened, the players share the money.	1,979 USh
Game 3: Three players each vote on how 1,000 USh is to be divided; if two players vote on the same proposal, it is implemented; otherwise, no one wins.	4,311 USh
Game 4: Player is shown how other people played game 2 and given an opportunity to punish players for the decisions they made; punishing a player costs 500 USh.	2,277 USh
Game 5: Player receives the money allocated by other players in game 1 and must guess how much the other players gave him/her.	8,271 USh
Game 7: Player is shown pictures of other players and guesses their ethnic identity and level of education.	3,528 USh
Puzzle game: Player works with partner to complete a puzzle.	939 USh

Game 9: Player is shown a picture of other players claiming to be of different ethnic groups and must figure out if the people are telling the truth.	1,692 USh
Game 6: Player is shown a picture of a person, given the name of that person, and given 24 hours to find him/her. [<i>Note: not all subjects played this game.</i>]	5,000 USh

After reviewing the subject's earnings, the enumerator gives the subject an envelope containing the balance still owed, as indicated on the earnings summary sheet. The enumerator gives the subject the summary sheet to keep and asks the subject to sign a copy of the summary, which serves as a receipt for the total amount received by the subject during the course of the study.

When the subject has received his/her money, he/she is directed to the reception desk for check-out.

ID Card Game

Stamp the ID card of the subject and then communicate to them the following:

- *Your card is worth 1,000 USh if you hand it over right now. However, you can increase the value of the card in the following way:*
- *There are 150 cards in the community belonging to people who came in over the last few days that have not been stamped.*
- *If you know any of these people, then you can decide to give your card to someone with a card that has not been stamped and this person can bring your card for you. You will need to instruct this person that they should bring the two cards (theirs and yours) in the morning hours only (before twelve noon). In addition, they have until next Wednesday to bring the card.*

(Sunday, the office is closed). Their card will be stamped like yours.

- *If this person brings your card, they will receive 3,000 US\$ for both your cards, and they will also be paid a transport allowance of 500 US\$. It is up to both of you to divide the 3,000 US\$ among yourselves in any way that you both like. A subject can only come once to the office.*

[The fee for both cards was changed to 5,000 US\$ plus transport costs on day 4 of the last phase (August 4, 2005).]

- *You must decide today whether or not to play this game.*

Check-Out (Sylvester and Ruth)

1. Check-out will take place on a rolling basis, with subjects checked out after they have received their final payments and signed their receipts.
2. The coordinator will explain that the researchers may want to use their images in presentations of the study to academic audiences and in potential follow-up research in Uganda. The coordinator will give subjects the opportunity to sign an informed consent form to permit the researchers to use their images for these purposes.
3. The coordinator will present subjects with a personalized certificate of completion for the study and thank them once again for their help.