

## 10. Peer effects and quitting - Instructions

The original of these instructions were written in French. In the instructions of each pair treatment, we put in italics the paragraphs that differ from the instructions of the Single treatment. In the original instructions, italics were not used.

### Appendix B1. Instructions for the Single treatment

You are about to participate in an experiment during which you can earn money. Just imagine that you were hired for a temporary job. The job consists in performing a task. You will be paid for each unit of output produced as explained below. Your earnings during this experiment are expressed in points, with:

$$30 \text{ points} = 1 \text{ Euro}$$

#### Description of the task

The task consists of adding up numbers and multiplying the result by three to produce units of output. Precisely, you have to add up four two-digit numbers that are randomly generated and to multiply the result by three, like in the following example:

*Example:*        12  
                     53  
                     66  
                     24

You have to add up these numbers, that is  $12+53+66+24$ , and multiply the result by three. In this example, you produce one unit of output if your answer is 465, and you do not produce any unit if your answer is different.

You must make these calculations in your head. The use of paper, pencil, or calculator is forbidden.

Then, you enter your answer in your computer and you validate it. You are immediately informed on whether your answer is correct or not. If your answer is correct, your score increases by one unit. If your answer is wrong, your score does not change. Whatever your answer is correct or wrong, a new series of numbers appears automatically on your screen.

#### Determination of payoffs

You are paid 300 points for this task regardless of your score. In addition, you earn 1 point for each unit produced (*i.e.* for each correct answer). You do not lose any point if you submit a wrong answer.

#### Timing

We ask you to perform the task during a minimum of 15 minutes. However, you can work longer. Beyond the first 15 minutes, you have to decide when to stop the task. However, you cannot work longer than 75 minutes.

When you decide to stop, press the « stop » button on your screen. You will be asked to confirm or not your choice. If you confirm this choice, it is definitive.

Once you have validated your decision to stop, the amount of your payoff is automatically transferred to the person in charge of the payments. You can leave the room and proceed directly to the payment room to fill out a post-experimental questionnaire, to get paid, and to pick up your belongings. The person in charge of the payment is not aware of the content of the experiment.

#### Information on your screen

On your screen, you are continuously informed on the time elapsed from the beginning of the task, on your current output (*i.e.* the current number of correct answers), and on your current total earnings.

Moreover, your score is represented graphically by means of a cursor that lengthens as soon as you have submitted a new set of five correct answers (one bar = five correct answers), as indicated in the following screenshot.

OK

Vous pouvez maintenant réaliser la tâche.

Votre résultat est le nombre total de vos réponses correctes.  
Chaque barre verte représente 5 réponses correctes.

Temps écoulé : **3 minutes et 24 secondes**

Votre résultat est de : 16 points   
Donc votre gain monétaire est de : 10.53 euros

Les nombres à additionner sont :

15  
18  
26  
75

Multipliez cette somme par 3 et entrez votre réponse :

Vous voulez arrêter:  (cliquez ensuite le bouton "soumettre")

Interaction

Soumettre

### Preliminary task

Before starting, you are required to add up series of four two-digit numbers and multiply the result by three as fast as you can during three minutes. You will be paid 10 points for each correct answer submitted during these three minutes with one chance out of two, and you will be paid 0 point with one chance out of two.

At the end of the experiment, in the payment room, you will toss a coin. If you toss tail, you will be paid 10 points for each correct answer submitted during this preliminary task, in addition to your other earnings. If you toss head you earn nothing in addition to your other earnings.

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If you have any question regarding these instructions, please ask them now. After the preliminary task, the experimentalist will leave the room definitively.

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## Appendix B2. Instructions for the No Communication - Vague Feedback treatment

You *and another participant* are about to participate in an experiment during which you can earn money. Just imagine that you were hired for a temporary job. The job consists in performing a task. You will be paid for each unit of output produced as explained below. Your earnings during this experiment are expressed in points, with:  
30 points = 1 Euro

### Description of the task

The task consists of adding up numbers and multiplying the result by three to produce units of output. Precisely, you have to add up four two-digit numbers that are randomly generated and to multiply the result by three, like in the following example:

*Example:*       12  
                  53  
                  66  
                  24

You have to add up these numbers, that is  $12+53+66+24$ , and multiply the result by three. In this example, you produce one unit of output if your answer is 465, and you do not produce any unit if your answer is different.

You must make these calculations in your head. The use of paper, pencil, or calculator is forbidden.

Then, you enter your answer in your computer and you validate it. You are immediately informed on whether your answer is correct or not. If your answer is correct, your score increases by one unit. If your answer is wrong, your score does not change. Whatever your answer is correct or wrong, a new series of numbers appears automatically on your screen.

### Determination of payoffs

You are paid 300 points for this task regardless of your score. In addition, you earn 1 point for each unit produced (*i.e.* for each correct answer). You do not lose any point if you submit a wrong answer. *The other participant's score does not account for your earnings.*

### Timing

We ask you to perform the task during a minimum of 15 minutes. However, you can work longer. Beyond the first 15 minutes, you have to decide when to stop the task. However, you cannot work longer than 75 minutes.

When you decide to stop, press the « stop » button on your screen. You will be asked to confirm or not your choice. If you confirm this choice, it is definitive.

Once you have validated your decision to stop, the amount of your payoff is automatically transferred to the person in charge of the payments. You can leave the room and proceed directly to the payment room to fill out a post-experimental questionnaire, to get paid, and to pick up your belongings. The person in charge of the payment is not aware of the content of the experiment.

### Information on your screen

On your screen, you are continuously informed on the time elapsed from the beginning of the task, on your current output (*i.e.* the current number of correct answers), and on your current total earnings.

Moreover, your score is represented graphically by means of a cursor that lengthens as soon as you have submitted a new set of five correct answers (one bar = five correct answers), as indicated in the following screenshot.

**OK**

Vous pouvez maintenant réaliser la tâche.

Votre résultat est le nombre total de vos réponses correctes.  
Chaque barre verte représente 5 réponses correctes.

Temps écoulé : **3 minutes et 24 secondes**

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Votre résultat est de :           16 points   
Donc votre gain monétaire est de :   10.53 euros

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Les nombres à additionner sont :

15  
18  
26  
75

Multipiez cette somme par 3 et entrez votre réponse :

Vous voulez arrêter:  (cliquez ensuite le bouton "soumettre")

Interaction Soumettre

### **Preliminary task**

Before starting, you are required to add up series of four two-digit numbers and multiply the result by three as fast as you can during three minutes. You will be paid 10 points for each correct answer submitted during these three minutes with one chance out of two, and you will be paid 0 point with one chance out of two.

At the end of the experiment, in the payment room, you will toss a coin. If you toss tail, you will be paid 10 points for each correct answer submitted during this preliminary task, in addition to your other earnings. If you toss head you earn nothing in addition to your other earnings.

*No participant is informed on the other participant's score.*

### **Communication**

*Throughout the session it is strictly forbidden to speak or to exchange signs with the other participant, otherwise you might be excluded from the session and from any payment. Indeed, a microphone is located next to you and is connected with the experimentalist.*

*When you decide to stop the task and to quit the room, the same rules apply: do not talk to the other participant. Please leave room without speaking and proceed directly to the payment room.*

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If you have any question regarding these instructions, please ask them now. After the preliminary task, the experimentalist will leave the room definitively.

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## Appendix B3. Instructions for the No Communication - Precise Feedback treatment

You *and another participant* are about to participate in an experiment during which you can earn money. Just imagine that you were hired for a temporary job. The job consists in performing a task. You will be paid for each unit of output produced as explained below. Your earnings during this experiment are expressed in points, with:  
30 points = 1 Euro

### Description of the task

The task consists of adding up numbers and multiplying the result by three to produce units of output. Precisely, you have to add up four two-digit numbers that are randomly generated and to multiply the result by three, like in the following example:

*Example:*      12  
                  53  
                  66  
                  24

You have to add up these numbers, that is  $12+53+66+24$ , and multiply the result by three. In this example, you produce one unit of output if your answer is 465, and you do not produce any unit if your answer is different.

You must make these calculations in your head. The use of paper, pencil, or calculator is forbidden.

Then, you enter your answer in your computer and you validate it. You are immediately informed on whether your answer is correct or not. If your answer is correct, your score increases by one unit. If your answer is wrong, your score does not change. Whatever your answer is correct or wrong, a new series of numbers appears automatically on your screen.

### Determination of payoffs

You are paid 300 points for this task regardless of your score. In addition, you earn 1 point for each unit produced (*i.e.* for each correct answer). You do not lose any point if you submit a wrong answer. *The other participant's score does not account for your earnings.*

### Timing

We ask you to perform the task during a minimum of 15 minutes. However, you can work longer. Beyond the first 15 minutes, you have to decide when to stop the task. However, you cannot work longer than 75 minutes.

When you decide to stop, press the « stop » button on your screen. You will be asked to confirm or not your choice. If you confirm this choice, it is definitive.

Once you have validated your decision to stop, the amount of your payoff is automatically transferred to the person in charge of the payments. You can leave the room and proceed directly to the payment room to fill out a post-experimental questionnaire, to get paid, and to pick up your belongings. The person in charge of the payment is not aware of the content of the experiment.

### Information on your screen

On your screen, you are continuously informed on the time elapsed from the beginning of the task, on your current output (*i.e.* the current number of correct answers), and on your current total earnings. Moreover, your score is represented graphically by means of a cursor that lengthens as soon as you have submitted a new set of five correct answers (one bar = five correct answers), as indicated in the following screenshot.

*You are also informed of the current score of the other participant (his current number of correct answers) and a cursor lengthens as soon as he has submitted a new set of five correct answers.*

OK

Vous pouvez maintenant réaliser la tâche.

Votre résultat est le nombre total de vos réponses correctes.

Chaque barre verte représente 5 réponses correctes.

Temps écoulé : **3 minutes et 24 secondes**

Votre résultat est de : 16 points 

Donc votre gain monétaire est de : 10.53 euros

Le résultat de votre partenaire est de : 11 points 

Les nombres à additionner sont :

15

18

26

75

Multipliez cette somme par 3 et entrez votre réponse :

Vous voulez arrêter:  (cliquez ensuite le bouton "soumettre")

Interaction

Soumettre

### **Preliminary task**

Before starting, you are required to add up series of four two-digit numbers and multiply the result by three as fast as you can during three minutes. You will be paid 10 points for each correct answer submitted during these three minutes with one chance out of two, and you will be paid 0 point with one chance out of two.

At the end of the experiment, in the payment room, you will toss a coin. If you toss tail, you will be paid 10 points for each correct answer submitted during this preliminary task, in addition to your other earnings. If you toss head you earn nothing in addition to your other earnings.

*No participant is informed on the other participant's score during the preliminary task.*

### **Communication**

*Throughout the session it is strictly forbidden to speak or to exchange signs with the other participant, otherwise you might be excluded from the session and from any payment. Indeed, a microphone is located next to you and is connected with the experimentalist.*

*When you decide to stop the task and to quit the room, the same rules apply: do not talk to the other participant. Please leave room without speaking and proceed directly to the payment room.*

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If you have any question regarding these instructions, please ask them now. After the preliminary task, the experimentalist will leave the room definitively.

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## Appendix B4. Instructions for the Communication – Precise Feedback treatment

You *and another participant* are about to participate in an experiment during which you can earn money. Just imagine that you were hired for a temporary job. The job consists in performing a task. You will be paid for each unit of output produced as explained below. Your earnings during this experiment are expressed in points, with:

$$30 \text{ points} = 1 \text{ Euro}$$

### Description of the task

The task consists of adding up numbers and multiplying the result by three to produce units of output. Precisely, you have to add up four two-digit numbers that are randomly generated and to multiply the result by three, like in the following example:

*Example:*

12
53
66
24

You have to add up these numbers, that is  $12+53+66+24$ , and multiply the result by three. In this example, you produce one unit of output if your answer is 465, and you do not produce any unit if your answer is different.

You must make these calculations in your head. The use of paper, pencil, or calculator is forbidden.

Then, you enter your answer in your computer and you validate it. You are immediately informed on whether your answer is correct or not. If your answer is correct, your score increases by one unit. If your answer is wrong, your score does not change. Whatever your answer is correct or wrong, a new series of numbers appears automatically on your screen.

### Determination of payoffs

You are paid 300 points for this task regardless of your score. In addition, you earn 1 point for each unit produced (*i.e.* for each correct answer). You do not lose any point if you submit a wrong answer. *The other participant's score does not account for your earnings.*

### Timing

We ask you to perform the task during a minimum of 15 minutes. However, you can work longer. Beyond the first 15 minutes, you have to decide when to stop the task. However, you cannot work longer than 75 minutes.

When you decide to stop, press the « stop » button on your screen. You will be asked to confirm or not your choice. If you confirm this choice, it is definitive.

Once you have validated your decision to stop, the amount of your payoff is automatically transferred to the person in charge of the payments. You can leave the room and proceed directly to the payment room to fill out a post-experimental questionnaire, to get paid, and to pick up your belongings. The person in charge of the payment is not aware of the content of the experiment.

### Information on your screen

On your screen, you are continuously informed on the time elapsed from the beginning of the task, on your current output (*i.e.* the current number of correct answers), and on your current total earnings.

Moreover, your score is represented graphically by means of a cursor that lengthens as soon as you have submitted a new set of five correct answers (one bar = five correct answers), as indicated in the following screenshot.

*You are also informed of the current score of the other participant (his current number of correct answers) and a cursor lengthens as soon as he has submitted a new set of five correct answers.*

OK

Vous pouvez maintenant réaliser la tâche.

Votre résultat est le nombre total de vos réponses correctes.

Chaque barre verte représente 5 réponses correctes.

Temps écoulé : **3 minutes et 24 secondes**

Votre résultat est de : 16 points 

Donc votre gain monétaire est de : 10.53 euros

Le résultat de votre partenaire est de : 11 points 

Les nombres à additionner sont :

15

18

26

75

Multipliez cette somme par 3 et entrez votre réponse :

Vous voulez arrêter:  (cliquez ensuite le bouton "soumettre")

Interaction

Soumettre

### **Preliminary task**

Before starting, you are required to add up series of four two-digit numbers and multiply the result by three as fast as you can during three minutes. You will be paid 10 points for each correct answer submitted during these three minutes with one chance out of two, and you will be paid 0 point with one chance out of two.

At the end of the experiment, in the payment room, you will toss a coin. If you toss tail, you will be paid 10 points for each correct answer submitted during this preliminary task, in addition to your other earnings. If you toss head you earn nothing in addition to your other earnings.

*No participant is informed on the other participant's score during the preliminary task.*

### **Communication**

*Throughout the session you are allowed to communicate with the other participant as much as you like. The communication is recorded but is not listened to directly. The recording will not allowed someone to identify you.*

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If you have any question regarding these instructions, please ask them now. After the preliminary task, the experimentalist will leave the room definitively.

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