

## 9. Social comparisons and status - Instructions

### Instructions for the sabotage treatment

We thank you for participating in this experiment in economics during which you can earn money. You will receive a show-up fee of 5 Euros. In addition, you will receive additional earnings to perform a task. These earnings are given in ECU (*experimental currency units*). The conversion rate is:

$$10 \text{ ECU} = 1 \text{ Euro}$$

At the end of the session, your earnings in ECU will be added, converted into Euros and added to your show-up fee. The total amount of your payoff will be paid to you in private.

This session consists of 10 rounds that will start as soon as you have answered to some preliminary questions on your gender and your school. The successive parts start automatically. At the beginning of each part, all the participants are randomly matched in groups of three. Groups are rematched automatically at each new part. The identity of these co-participants will remain unknown.

#### Description of each part

At the beginning of each part, you receive 10 ECU to perform a task. This payoff is independent of your performance at the task.

Each part consists of two stages: in the first stage, you perform a task, then you are informed on your score and the scores of your two other group members; in the second stage, you can modify the score of your group members.

#### Description of the first stage

##### The task

The task consists of converting letters into numbers during two minutes. Your screen displays a table with two columns. The first column indicates letters and the second column indicates their correspondence in numbers. You are given a letter and you must enter the corresponding number in the box on your screen. You must validate your answer by pressing the 'OK' button.

Once you have validated your answer, you are immediately informed whether your answer is correct or not. If your answer is incorrect, you must enter a new number until the answer is correct. A new letter appears only after you have submitted a correct answer for the current letter.

As soon you have validated a correct answer, the conversion table of letters and numbers is modified and a new letter to convert is displayed on your screen. You can convert as many letters as you like during the two-minute period of time.

#### Information on your screen at the beginning of a part

At the very beginning of the first part, a table indicates for each group member his attributes in terms of gender and school.

During each part, you are continuously informed of the remaining time until the end of the part (at the top right of the screenshot: 'remaining time') and of your score (the number of correct answers).

Please find below a copy of the screenshot that will be displayed.

Période 1 de 10 Temps restant [sec]: 167

Vous êtes J3

Joueur	J1	J2	J3
Médaille d'or			
Bonnet d'âne			
Genre	♂	♀	♀
Ecole	Ecole de commerce Sciences Politiques	Autre Sciences Economiques	Ecole d'ingénieur Chimie

Lettre	Chiffre
A	10
B	21
C	19
D	12
E	13
F	14
G	4
H	9
I	7
J	17
K	8
L	20
M	18
N	15
O	2
P	1
Q	23
R	24
S	22
T	11
U	3
V	26
W	6
X	25
Y	16
Z	5

Lettre : W

Chiffre correspondant :

Nombre de bonnes réponses : 0

**Information on your screen at the end of the first stage**

After the two minutes have elapsed, a graph represents your score and the scores of your two group members as bars which height is proportional to the number of correct answers provided.

**Description of the second stage**

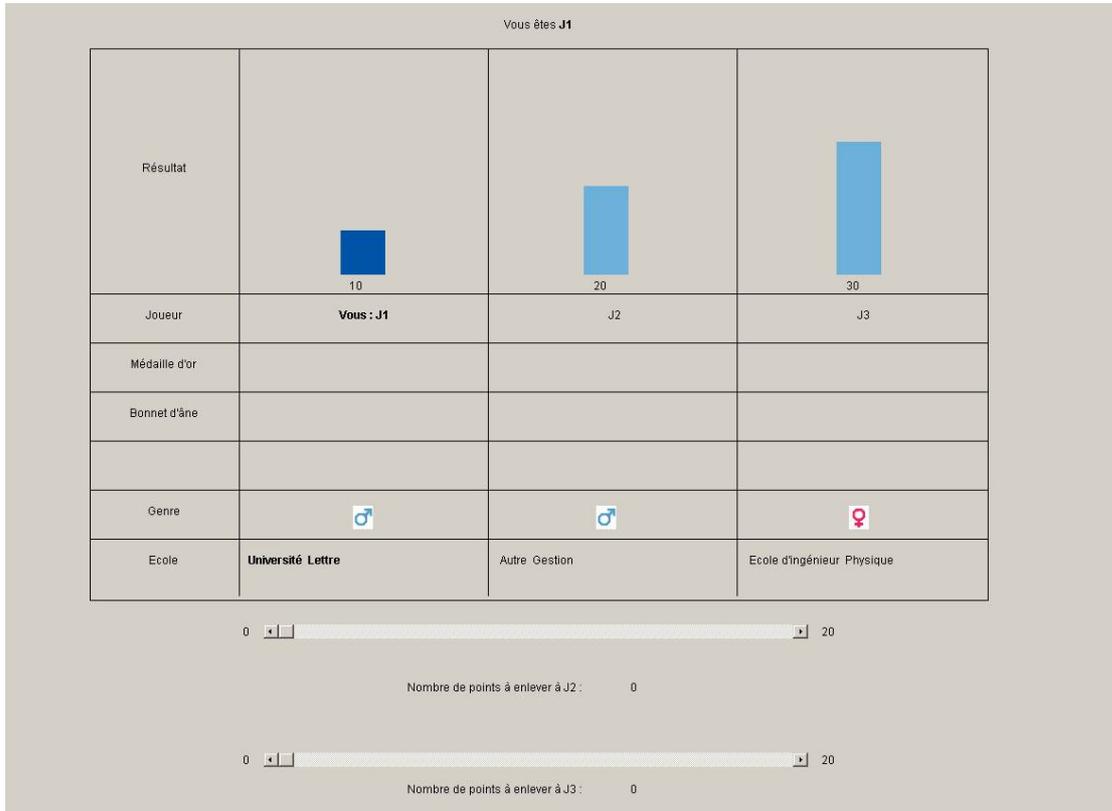
During the second stage, you can modify the score of each of the other group members. You can reduce the score of each of your group members in the limit of 20 units each. You cannot increase their score.

To modify the score of another member, you can use a slider as indicated on the figure below. By moving this scrollbar, you decide on the number of points that will reduce the scores of the other group members. Each point reduces the score by one unit. While moving the slider, you can see on the figure the score of the group member and the height of his bar decreasing. Since there are two other members in your group, you have two sliders.

Next, you must validate your choice by pressing the 'validate' button. If you modify the score of another group member, it costs you 0.5 ECU for each unit reduced.

Similarly, your group members can modify your score by during the second stage. You ignore who has modified your score, if any.

Please find below a copy of the screenshot that will be displayed.



At the end of the second stage, a new graph indicates your final score and the final score of your two group members for this part.

If you have performed the highest score in your group at the end of the second stage, you receive a 'gold medal' on your computer screen. If you have performed the lowest score in your group at the end of the second stage, you receive a 'donkey hat' on your computer screen. If you perform the intermediate score, you receive neither gold medal nor donkey hat. If two group members perform the same score and this score is higher than that of the third member, the first two members do not receive any medal and the third member receives the donkey hat. If their score is lower than that of the third member, the latter receives the gold medal and the two other members do not receive anything.

These gold medals and donkey hats are cumulated across parts.

**Beware: the assignment of gold medals and/or donkey hats depends on the final score, i.e. after a possible change of the initial score by the group members.**

At the beginning of each new part, the groups of three members are rematched randomly. Therefore, you are matched with two other participants than in the previous part. You are informed at the beginning of each new part of the attributes of the two other group members. These attributes include for each group member his gender, his school, and from the second part on, the number of his gold medals and donkey hats accumulated during the previous parts.

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During the experiment, you are allowed to read a book or a magazine that you have brought with you or the magazine that is placed on your desk. You must remain seated and keep silent until the end of the session. You must also press the "Next" button at the beginning of each new part to receive the 10 ECU for this part.

It is forbidden to communicate with the other participants; otherwise, you will be excluded from the session.

If you have any question regarding these instructions, please raise your hand. We will answer to your questions in private.

