Translated instructions of the experiment presented in:[*]
On Representative Social Capital

by Charles Bellemare[†]   and Sabine Kröger[†]

Instructions

The first 3 screens of the experiment are the same for both senders and responders. Italic notes in the translation are comments by the authors.

- *First screen:*
  This experiment is a research project of researchers from Humboldt University Berlin and Catholic University of Brabant.[1]
  With this experiment you can make **real money** in terms of CentERpoints. You receive from the researchers **additional** CentERpoints (besides the usual telephone allowance).

- *Second screen*:
  During this experiment you will be matched with another member of the panel. You will not know who this person is, **both of you will stay anonymous**. Both of you receive 500 CentERpoints. Then the experiments starts.
  One of you has the possibility to send a share of this away. The amount of points sent will be doubled and given to the other person. The other person has then the opportunity to send a share of the own total amount back. The amount which is sent back will not be doubled.
  How many points you finally earn depends therefore on your decision and the decision of the person you are matched with. You will be randomly assigned to your role.

- *Third screen:*

  We now give you the chance to indicate whether you want to participate. If you decide not to participate, the experiment will end immediately. You will receive the usual telephone reimbursement. If you continue you will receive the 500 CentERpoints.

  Do you want to continue?

  ○   Yes

  ○   No

Subjects who choose to participate were then randomly assigned to their roles. Senders and receivers had to read decision screens tailored to their roles.

Senders

- *Fourth screen:*

  You have been matched with another member of the panel. Like you, this person received 500 CentERpoints. You can send a share of your 500 CentERpoints. The panel member with whom you are matched with receives the amount you sent multiplied by 2. Then, this person has the opportunity to send a share of the own total amount back (without knowing who you are). The amount which this person sends back to you will not be doubled.

  How many points do you want to give?

  (The sender could send one out of 11 possible amounts.)

  ○   **0** the other person receives additionally nothing and has therefore 500 and you remain with 500 points.

  ...

  ○   **500** the other person receives additionally 1000 and has therefore 1500 in total and you remain with 0 points.

- *Fifth screen:*

  (was depending on the decision taken at the fourth screen, here as example "200")

  You decided to send **200** CentERpoints.

  The panel member you are matched with receives therefore 400 additional CentERpoints.

  He or she has therefore in total **900** CentERpoints.

  You remain with **300** CentERpoints.

  How many points do you think the other panel member with whom you are matched with will send to you?

  (Participants had to type in a number. In this example in the range of [0,900].)

- *Sixth screen:*

  This experiment is done with some panel members. Half of them interact in

the same position as you. They can send a share of their 500 CentERpoints which is doubled and received by a person of the other position.
How many points do you think those panel members have sent?
(The sender could indicate one out of 11 possible amounts from 0 to 500).

Responders

- *Fourth screen:*
  You have been matched with another member of the panel. Like you, this person received 500 CentERpoints. This person is asked to send you a share from their own 500 CentERpoints. You will receive the amount of those points the other person has sent multiplied by 2.
  For example, if the other person sends 100 CentERpoints, you will receive 200 CentERpoints. Together with the 500 points you begin with, you will have in total 700 CentERpoints.
  From this amount you can return a share. The amount you send will not be doubled.

- *Fifth screen:*
  As we do not know now how many CentERpoints the other panel member with whom you are matched with has sent we present all possible amounts this person could send to you. The amount you receive is written in the next column. Please indicate in the last column what amount you would return **for each possible amount sent**.

  After the real decision of the other person is known the amount you indicated for this particular decision will be realized. The amount you will return will be deducted from your total amount.
  (The responder had to indicate for each of 11 possible amounts the sender could send what he would return. The table was designed as follows:)

If the other sends:	I receive:	In total with the 500 CentERpoints:	In this case I return:
0	0	500	_____
. . .	. . .	. . .	. . .
500	1000	1500	_____

- *Sixth screen:*
  How many points do you **expect** the panel member with whom you are matched with has sent to you?
  (The responder could indicate one out of 11 possible amounts from 0 to 500.)

After these screens the experiment was over. Nobody could go return to a previous screen from the experiment. Senders and responders were asked the following post–experimental questions:

- *Seventh screen (Trust experience question):*
  The last two questions are about trust in general. This question is about your own trust experience.
  If you trust is your trust generally rewarded or exploited?
  Choose the number which is closest to your answer.
  always rewarded 1 2 3 4 5 6 7 always exploited.
  (Participants had to type in a number between 1 and 7. For the data analysis we inverted the order, that higher numbers are associated with more positive experience, i.e. we recoded 1 by 7 and so on: always exploited 1 2 3 4 5 6 7 always rewarded.)

- *Eight screen (WVS trust question):*
  Generally speaking would you say that most people can be trusted or that you cannot be too careful in dealing with people?
  1.) Most people can be trusted.
  2.) You have to be very careful.
  3.) I do not know.