Lab-in the field experiment protocol

This protocol is an adapted version of the protocol used by: "Gneezy, Uri, Kenneth L. Leonard, and John A. List. (2009). Gender differences in competition: Evidence from a matrilineal and a patriarchal society. Econometrica, 77(5): 1637-1664."

At the end of this session, we would like to do a short survey, ask a hypothetical question and play a game. This will take about 1 hour. The instructions of the games are simple, and if you follow them carefully, can earn a considerable amount of money. All the money you earn is yours keep and will be paid to you, in cash, immediately after the experiment ends.

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Ask them to fill in the first part of the short survey.

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Before we start the game, we want to ask you a hypothetical question. Although the question is hypothetical and some may not take the questions very seriously, please try to imagine what you would decide if the choice was real.

Suppose you own a microenterprise, and you have to make an investment decision.

How much money you will earn will depend on uncertain circumstances. If the circumstances turn out to be good, you will earn more than if the circumstances turn out to be bad. Good and bad circumstances are equally likely to happen.

It is your decision how much risk you take:

If you slide to the extreme left, you will earn VND 10 million for sure, so 10 million if the circumstances turn out to be good, and VND 10 million if the circumstances turn out to be bad.

If you slide to the extreme right, earn VND 30 million if the circumstances turn out to be good, but you earn nothing if the circumstances turn out to be bad.

You can also make a choose some combination in the middle. For example, if you place the slider precisely in the middle, you will earn VND 5 million if the circumstances turn out to be good, and VND 20 million if the circumstances turn out to be bad.

When you move the slider, you will see the amounts. Based on this you can make your final choice.

Do you have any questions?

B.1.	What is your preferred combination of amounts under good and bad circumstances?	Let X = {0; 1; 2; …; 10} denote the value indicated with the slider, then the following text is shown below the slider: VND [10+2X] million if the circumstances are good and VND [10-X] million if the circumstances are bad

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We will now turn to the **game**.

Prepare a set of pairs of cards with symbols, making sure the total number of cards equals the number of participants. If there is an uneven number of participants, include one more card and let one of the trainers also participate, and tell the group that the trainer also joins. The trainer does not make a choice and will not be paid.

We you may first select a card with a symbol. There are two cards for every symbol, so there will be one person that has the same symbol as you. It is important that you will not tell or show which symbol you have on your card.

The task that we ask you to perform today is throwing this ball into this bucket from this line. (*Show them the ball, bucket, and line, while making sure that the bucket is always placed precisely 3 meters away from the line.*) You will have 10 tries.

We now ask you to choose one of three options according to which you will be paid in the experiment.

Option 1: If you choose this option, you will get 10,000 VND for each time you get the ball in the bucket in your 10 tries. So if you succeed 1 time, then you will get 10,000 VND. If you succeed 2 times, then you will get 20,000 VND. If you succeed 3 times, you will get 30,000 VND, and so on.

Option 2: If you choose this option, you will get 5,000 VND for each time you get the ball in the bucket in your 10 tries and 5,000 VND for each time the person who has the same symbol as you on her card gets the ball in the bucket in her 10 tries. So, for example, if you succeed 3 times and the person with the same symbol on her card succeeds 1 time, you will receive VND 20,000, and if you succeed 1 time and the person with the same symbol on her card succeeds 3 times, you will receive 20,000 VND as well.

Option 3: If you choose this option, you will receive a reward **only if** you succeed more times than the person who has the same symbol as you on her card. If you succeed more than this person, you will be paid 30,000 VND for every time you succeed. So if you succeed 1 time, then you will get 30,000 VND. If you succeed 2 times, then you will get 60,000 VND. If you succeed 3 times, you will get 90,000 VND and so on. But you will only receive a reward if you are better than the person in the next room. If you both succeed the same number of times, you will both get 10,000 VND for each success.

We now ask you to choose how you want to be paid: according to Option 1 or Option 2 or Option 3. Please do not tell others about this choice until the end of this session.

Ask them to indicate their choice in the third part of the short survey.

C.1.	How do you want to be paid?	1 = Option 1 2 = Option 2 3 = Option 3

Ask them to answer two questions about expectations, and indicate this in the survey:

C.2.	How many balls do you expect to successfully throw in the bucket?	{0; 1; 2; …; 10}
C.3.	How many balls do you expect the person with the same symbol to throw in the bucket?	{0; 1; 2; …; 10}

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Make sure that all participants have made their choices and submitted the form.

Ask the participant to privately show the card with his symbol to the trainer. Then, allow the participant to toss the balls and record the result on your sheet.

You can record the result of each toss with a 1 and 0 (1 for success and 0 for failure).

Tell the participants that they must come to the trainer who will do the payments, based on the preference indicated in the survey and the recorded number of successes.

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If they ask you what to do: tell them that you cannot give them advice about what to choose and offer to read the script to them again.