

## Experimental Instructions (English Translation)

Hello, everyone!

Welcome to today's incentivized experimental game. This experiment has no impact on your regular coursework. We will play three rounds of games today. Each round has its own payout rules. Before each round, we will explain the rules in detail. Each person will be awarded the payout in just one of the three rounds. Which round? That will be determined by you through drawing lots.

We will let you draw a card after all three rounds are finished. Since drawing lots is completely random, you should try your best on every round if you want to earn a high payout.

After the experiment is finished, everyone will be required to complete a questionnaire. Then we will issue you your payout in an envelope.

In the course of the three rounds, aside from asking us questions, please do not talk to each other and do not look at others' scores. Otherwise, it will affect our experimental results.

The main task of our experiment is to do computational problems. You will find that all the problems involve the addition of five-two digit numbers. You are allowed to use scratch paper, but not calculators. For every correct answer, you will receive 1 point. Each of you has 5 minutes. Your point score is the number of correctly answered problems in 5 minutes. Therefore, you need to work not only accurately but also quickly.

For example:  $12+53+27+89+36=?$

The question will look like:

12	53	27	89	36	
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The answer should look like:

12	53	27	89	36	217
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## Round 1: "Piece Rate"

Please note: If you select a "1" in the drawing then Round 1 is the only round for which you will potentially receive payout.

In Round 1, for each correct answer, you will receive 0.5 Yuan as your payout. We call this payout method "Piece rate." We will tell you your point score after grading your answers. Remember, do not look at anyone else's score.

If you are unclear about the instructions, you can raise your hand now.

## Round 2: "Tournament"

Please note: If you select a "2" in the drawing then Round 2 is the only round for which you will potentially receive payout.

In this round, each row of students forms a group. Your payout depends on whether your point score is higher than the three other members of your group. If you point score the highest in your group, you will receive 2 Yuan for each correct answer. The others will receive no payout. If you and another student tie for the highest score, you will both be counted as the highest scorer. We call this payout method "Tournament." We will tell you your point score after grading your answers, but not your rank. Remember, do not look at anyone else's score.

If you are unclear about the instructions, you can raise your hand now.

### Round 3





Please note: If you select a “3” in the drawing then Round 3 is the only round for which you will potentially receive payout.

In this round, you choose your own payout method. You can choose “Piece rate” or “Tournament” payout method.

If you choose “Piece rate”, then, just like in the “Piece rate” round, for each correct answer you will be paid 0.5 Yuan.

If you choose “Tournament,” your payout depends on your point score in this round and the point scores of your three group members in Round 2 (“Tournament”). Note, your point score in this round will be compared with the point scores of your group members in Round 2 (“Tournament”), not in this round. If your point score in this round is higher than each of your group members’ point scores in Round 2 or if you are tied for first, you will receive 2 Yuan for each correct answer, that is, four times the payout of “Piece rate.” If anyone in your group has a point score in Round 2 that is higher than your point score in Round 3, you will receive no payout.

For example: A, B, C and D are four students in one group. They all chose “Tournament” in Round 3. Their point scores in Round 2 and Round 3 are as follow:

	A	B	C	D
				
Point scores in Round 2	1 point	1 point	1 point	2 points
Point scores in Round 3	1 point	2 points	3 points	1 point
Payout in Round 3?	No payout	4 Yuan	6 Yuan	2 Yuan

Okay, let’s start Round 3. We will tell you your point score after grading your answers, but not your rank. Remember, do not look at anyone else’s score.

Please circle your choice on the card in front of you - “Piece rate” payout method or “Tournament” payout method. If you are unclear about the instructions, do not make a choice right now. Please raise your hand and only make your choice after you have understood the instructions.

The following is read to the participants after they've completed all rounds.

"Finally we need you to answer a question. On the card in front of you please circle your guess of your rank in your group in Round 2 ("Tournament"). '1' means first place and '4' means fourth place."

"We are done with all the rounds of the experiment today. Thank you for your participation. While we are calculating your payout, please fill out a questionnaire. If you have any questions about the questionnaire, please ask us. When you return your questionnaire, besides your experimental payout, we will pass out 2 Yuan to everyone as a token of our appreciation."