

## Appendix

### ‘Social Desirability, Approval and Public Good Contribution’

By Piers Fleming and Daniel John Zizzo

#### Experimental Instructions Control – Approval Absent Condition

This is an experiment on decision making. Please raise your hand if you have any questions at any point in the experiment.

You will be randomly matched with another participant (the **coparticipant**) at the beginning of this experiment. Decisions are made anonymously, and you will have no information identifying who you are matched with.

During the experiment you and your coparticipant will receive experimental *points*. At the end of the experiment your earnings from each stage of the experiment will be added up by the computer and converted into pounds at the rate of 0.75 pence for each point.

The experiment consists of 10 rounds of the same task.

Each round you and your coparticipant are given 100 points each. Your decision is whether to invest any amount from 0 to 100 points in a Common Fund. It is entirely up to you whether to invest or not, and you keep for yourself any amount which you choose not to invest. For each point that you and your coparticipant invest, you both receive 0.7 points for the total amount invested. In general, you will receive:

$$\text{Payment} = 100 - \text{Your Investment} + 0.7 (\text{Total Investment in Common Fund})$$

**Example:** *If you invested 10 points and your co-participant invested 90 points (these numbers are purely illustrative), the total amount invested is 100 points and the return to each of you is 70% of this, i.e. 70 points. For this round, therefore, you will have  $100 - 10 + 70 = 160$  points and your co-participant will have  $100 - 90 + 70 = 80$  points as the final earnings for the round.*

After both you and your coparticipant have made your decisions, you will be told how much each of you invested and how much each of you earned. You can then move on to the next round.

Your final payment is equal to the sum of your earnings from each of the 10 rounds.

## **Experimental Instructions – Experimenter Approval Present Condition**

This is an experiment on decision making. Please raise your hand if you have any questions at any point in the experiment.

You will be randomly matched with another participant (the **coparticipant**) at the beginning of this experiment. Decisions are made anonymously, and you will have no information identifying who you are matched with.

During the experiment you and your coparticipant will receive experimental *points*. At the end of the experiment your earnings from each stage of the experiment will be added up by the computer and converted into pounds at the rate of 0.75 pennies for each point.

The experiment consists of 10 rounds of the same task.

Each round you and your coparticipant are given 100 points each. Your decision is whether to invest any amount from 0 to 100 points in a Common Fund. It is entirely up to you whether to invest or not, and you keep for yourself any amount which you choose not to invest. For each point that you and your coparticipant invest, you both receive 0.7 points for the total amount invested. In general, you will receive:

$$\text{Payment} = 100 - \text{Your Investment} + 0.7 (\text{Total Investment in Common Fund})$$

**Example:** *If you invested 10 points and your co-participant invested 90 points (these numbers are purely illustrative), the total amount invested is 100 points and the return to each of you is 70% of this, i.e. 70 points. For this round, therefore, you will have  $100 - 10 + 70 = 160$  points and your co-participant will have  $100 - 90 + 70 = 80$  points as the final earnings for the round.*

After both you and your coparticipant have made your decisions, you will be told how much each of you invested and how much each of you earned. We, the experimenters, have the opportunity to register **approval** of your and your coparticipant's investment decisions by distributing **approval points**. We can award your coparticipant a large number of approval points if we approve of his or her decision (10 points for the most approval, 0 points for the least approval), and similarly we can award you a large number of points if we approve of your decision (10 points for the most approval, 0 points for the least approval). Approval points do not affect your earnings for the round. After being informed of how many approval points you have received from the experimenters, you can then move on to the next round.

Your final payment is equal to the sum of your earnings from each of the 10 rounds.