SUPPLEMENT TO "WHY DO PEOPLE KEEP THEIR PROMISES? AN EXPERIMENTAL TEST OF TWO EXPLANATIONS" (*Econometrica*, Vol. 76, No. 6, November 2008, 1467–1480)

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APPENDIX D: TRANSLATION OF Z-TREE SCREENS

Screen 1:

You are: participant U2 Round 1/8: Communication phase In a moment, it will be determined whether you will be participant A or participant B in this round. You now have the opportunity to communicate with your potential interaction partner.

You are communicating with: participant Z1

Each participant will have the opportunity to send two messages of at most 90 characters to the other participant. The two participants will alternate in sending messages.

With probability $\frac{1}{2}$, your partner will be exchanged after the communication phase.

Please click proceed to proceed.

[proceed]

Screen 2:

You are: participant E2 Round 1 / 8: Communication phase You are communicating with: participant T7

It is now your turn to send a message. Please enter your message and press Return to send.

Screen 3B:

You have been randomly assigned to role B.

You do not know whether your partner has been exchanged after communication.

You are interacting with: ?

In case you would like to review the content of the communication phase, please click below.

Chat between participant Z1 and participant R6: [view]

[proceed]

Screen 4B: *Same as above, with chat content displayed after clicking [view].*

Screen 3A—no switch:

You have been randomly assigned to role A.

Your partner was not exchanged after communication.

You are interacting with: participant W8

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In case you would like to view the content of the communication phase, please click below.

Chat between participant Q4 and participant W8: [view]

Screen 3A—switch:

You have been randomly assigned to role A.

Your partner was **exchanged** after communication.

You are interacting with: participant T7

In case you would like to view the content of the communication phase, please click below.

Chat between participant Q4 and participant W8: [view] Chat between participant T7 and participant E2: [view]

[proceed]

Screen 4A—switch: *Same as above after clicking [view]*.

Screen 5A:

You are interacting with: participant Z1

You are participant A. Please choose the decision you would like to make. If this round is chosen for payment, your decision will result in the payoffs displayed in the following table.

| | You Will Receive | Participant Z1 Will Receive |
|---------------------------------------------------------------------------------------------------------------------|----------------------------|-----------------------------|
| You choose <i>Don't Roll</i> You choose <i>Roll</i> , die = 1 You choose <i>Roll</i> , die = 2, 3, 4, 5, or 6 | 14 EUR 10 EUR 10 EUR | 0 EUR 0 EUR 12 EUR |
| | O Don't Roll | |

O Roll

[proceed]

Screen 5B:

You are interacting with: ?

You are participant B. Participant A is currently making his decision. You now have the opportunity to earn a small extra amount by guessing participant A's decision. You will also be able to report how sure you are of your guess.

If this round is **not** chosen for payment of the decision, you will be rewarded for the accuracy of your guess according to the table below (in eurocents). What decision do you think participant A will make in this round?

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| | Certainly <i>Roll</i> | Probably <i>Roll</i> | 50–50 | Probably Don't Roll | Certainly Don't Roll |
|----------------------------------------------------------------|--------------------------|-------------------------|-------|------------------------|-------------------------|
| Your choice: | 0 | 0 | 0 | 0 | 0 |
| Your earnings if the other participant chooses <i>Roll</i> | 65 | 60 | 50 | 35 | 15 |
| Your earnings if the other participant chooses <i>Don't</i> | 15 | 35 | 50 | 60 | 65 |
| Roll | | | | | |

[proceed]

Screen 6A:

You were participant A in this round.

Your partner was not exchanged after communication.

You are interacting with: participant W8

Participant W8 does not know whether his partner was exchanged. He or she has just guessed the decision of participant A in this round.

You now have the opportunity to earn a small extra amount by guessing how participant W8 answered this question. If you guess correctly and if this round is not chosen for payment of the decision, you will earn 50 cents.

What guess do you think participant W8 submitted regarding your behavior in this round?

| | Certainly <i>Roll</i> | Probably Roll | 50-50 | Probably Don't Roll | Certainly Don't Roll |
|--------------|--------------------------|------------------|-------|------------------------|-------------------------|
| Your choice: | 0 | 0 | 0 | 0 | 0 |

[proceed]

Screen 7B:

Round 1 is now completed.

You communicated with: participant R6

You were randomly assigned to role B.

You do not know whether your partner was exchanged after communication. You interacted with:?

Participant A chose either Roll or Don't Roll.

In case this round is chosen for payment, the following payment will result for you:

You receive: 0 euros

[proceed]

Screen 7A:

Round 1 is now completed You communicated with: participant Z1 You were randomly assigned to role A.

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Your partner was exchanged after the communication phase. You interacted with: participant T7 You chose *Roll*. The number rolled was 5. In case this round is chosen for payment, the following payoffs will result: You receive: 10 euros Participant T7 receives: 12 euros

[proceed]

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