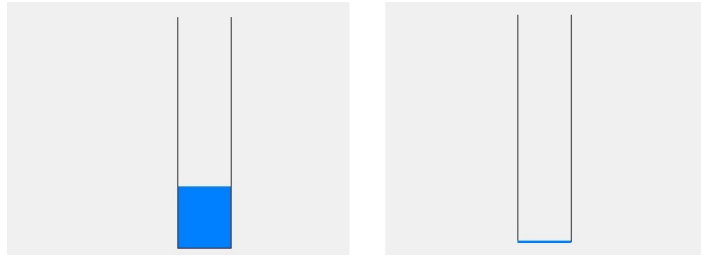


## C Instructions for the experiment (For Online Publication)

### C.1 Instructions for Stage 1

In this stage you will be asked to perform a task that involves two pictures. The first picture will show a glass containing some water (like the one in the left picture) and will be located at the top of the screen. This first picture will be displayed for 3 seconds. After that time, the picture of the full glass will disappear and, a second picture of an empty glass will appear at the bottom of your screen with a blue bar at its base (like the picture on the right).



Your task is to indicate on the second picture the water level from the first one. To do this, left click your mouse on the blue bar in the second picture and drag it until it matches the level of water shown in the first picture. Once you are satisfied with the location of the bar, press the “OK” button that will be displayed at the bottom right of your screen. This will take you automatically to a new picture of glass with water. The place where the bar is when you press “OK” determines the location of the bar for the purpose of computing your score.

You will perform this task 14 consecutive times with different initial pictures. The score you awarded for each repetition will be computed according to the following formula:

$$Score = 100 - 5 * distance(Real\_Level\_Water - Bar\_Position)$$

where 100 is the height of the glass and  $distance(Real\_Level\_Water - Bar\_Position)$  is the absolute value of the distance between the water level in the first picture and the level where you place the bar in the second picture. If you do not understand the formula exactly, don't panic. The important thing is that the closer you leave the bar to the actual water level, the higher your score will be. NOTE: If the distance is greater than 20 your score will be negative.

#### PAYMENTS:

The computer will choose at random one of the 14 times that you perform the task and you will be paid according to the following rule

$$Payment = \max(5 * Score / 100, 0)$$

For example, if the distance is 0 in the randomly chosen repetition (i.e. you placed the bar at exactly the right water level), your score will be 100 ( $100 = 100 - 0$ ) and you will get €5 ( $€5 = €5 * 1$ ). If the distance is 4 in the randomly chosen repetition your score will be 80 ( $80 = 100 - 5 * 4$ ) and you will get €4 ( $€4 = €5 * 0.8$ ). If the distance between the water level and the place where you locate the bar in the randomly chosen repetition is greater than 20 your score will be negative and you will get €0.

## C.2 Instructions for Stage 2 (Not Manipulated)

In this part of the experiment you will be asked to estimate your average score over the 14 repetitions of the task you performed previously.

This average represents your real ability in the task. If your estimation matches your actual average score you will be paid €1.5. Otherwise you will get €0.

Before you enter your estimation, we will provide you with certain information that may help you. Please press “OK” to continue.

(INFORMATION\_SIGNAL) Now you can see on your screen the score chosen randomly by the computer from among the 14 times you have performed the task, i.e. the score that you see is your real score from one of the 14 times that you have completed the “glass task”.

Please, press “OK” to continue.

(INFORMATION\_OTHERS) Now you can see the distribution of the average scores have been distributed for the session in intervals of three. As you can see, this information is available in both chart and plot form.

Please, press “OK” to continue.

(SELF-ASSESSMENT) Now you can see at the bottom right of your screen a list of options. All you have to do is choose the group to which you believe you belong from among the 11 possibilities available. If you guess correctly you will get an extra €1.5. Once you have selected an option press “OK” to confirm your choice. You will then be asked another question that you must also answer. Once everyone has answered this additional question you will go on to stage 3 of the experiment.

### C.3 Instructions for Stage 2 (Manipulated)

In this part of the experiment you will be asked to estimate your average score over the 14 repetitions of the task you performed previously.

This average represents your real ability in the task. If your estimation matches your actual average score you will be paid €1.5. Otherwise you will get €0.

Before you enter your estimation, we will provide you with certain information that may help you. Please press “OK” to continue.

(INFORMATION\_FRAMING)

DESCRIPTION OF THE TASK: The task that you have just performed is closely linked to your ability to perceive the proportions of one object and transfer them to another. In particular, the previous task is based in your spatial vision capability and your subsequent handling of visual information. These abilities are essential for performing tasks in the field of engineering.

According to the description of the BACHELOR’S DEGREE IN ENGINEERING provided by the UPV/EHU one of the BASIC SKILLS required for engineers is:

“The capability for spatial vision and knowledge of graphic representation techniques, including both conventional methods of metric geometry and descriptive geometry, such as computer-aided design applications.”

Please, press “OK” to continue.

(INFORMATION\_SIGNAL) Now you can see on your screen the score chosen randomly by the computer from among the 14 times you have performed the task, i.e. the score that you see is your real score from one of the 14 times that you have completed the “glass task”.

Please, press “OK” to continue.

(INFORMATION\_OTHERS) Now you can see the distribution of the average scores have been distributed for the session in intervals of three. As you can see, this information is available in both chart and plot form.

Please, press “OK” to continue.

(SELF-ASSESSMENT) Now you can see at the bottom right of your screen a list of options. All you have to do is choose the group to which you believe you belong from among the 11 possibilities available. If you guess correctly you will get an extra €1.5. Once you have selected an option press “OK” to confirm your choice. You will then be asked another question that you must also answer. Once everyone has answered this additional question you will go on to stage 3 of the experiment.

### C.4 Instructions for Stage 3 (Coordination)

In this part of the experiment, you will be presented with two options (option A and option B) under 9 different situations. Your task will be to choose between option A and option B for each of the 9 situations. Each of these two options will give you the chance to obtain different prizes. However, each option has a maximum number of prizes for those who choose that option. The maximum number of prizes awarded under each option varies from one situation to another but in all the situations the sum of the prizes for A and B is equal to the number of people in this room. That is, in all the situations the number of prizes from A and the number of prizes from B add up to —.

If more people choose one option than there are prizes for that option in the situation in question, prizes will be awarded only to those subjects who have chosen the option who showed the highest ability levels in the task on which you worked in the stage 1 (measured as the mean score over the 14 repetitions). For example, if an option offers 5 prizes and 7 people choose it, only the 5 with the highest ability levels will obtain the prize.

The prize in option B is always be €1.00. However, the prize available in option A varies in each of the 9 situations.

At the end of the experiment, the computer will choose randomly one of the 9 situations and you will be paid what you have won in that situation given your choice and the choice of the rest of the participants in that situation.

An example is shown below. Please press “OK” to go through the example.

EXAMPLE: Assume that there are 10 people participating (so the total number of prizes between options A and B is always 10). In this case, the next screen will show you a matrix similar to the one below where the 9 different situations are presented:

	Prize in A: 1.50€ Prize in B: 1.00€	Prize in A: 2.00€ Prize in B: 1.00€	Prize in A: 3.00€ Prize in B: 1.00€
Number of Prizes in A : 2 Number of Prizes in B : 8	A B	A B	A B
Number of Prizes in A : 5 Number of Prizes in B : 5	A B	A B	A B
Number of Prizes in A : 8 Number of Prizes in B : 2	A B	A B	A B

The first row of the table presents 3 different situations in which there are always 2 prizes in A and 8 in B. However, in each of the three situations in the first row the prize in option A is different.

Similarly, the first column shows three situations in which always the prize of option A is €1.50 and that in option B €1.00. However, the maximum number of prizes in options A and B change in each of the situations in column 1.

(CONTROL\_QUESTION\_COOR) To check whether you have understood how your decisions and those of others determine your payments in this stage, we will now run through an example, at the end of which you will be asked to answer some questions.

Once everyone has answered these questions correctly you will move on to the screen where you have to take the decisions.

Example: Assume that there are 4 participants in this session (yourself and 3 others). Your ability (average score) in the task was 65 and in the randomly chosen repetition you obtained a score of 90. The average scores of the other 3 participants were 60, 70, and 80 respectively. Assume that you are making your choice in a situation in which option A offers 1 prize and option B offers 3. Based on this information, answer the following questions.

The 4 questions that you must answer are shown below. Once you have answered them, press “OK”. If your answers are correct you will be moved on automatically to the decision-making screen as soon as all your partners have also answered the questions correctly.

1. If one of your partners had choose option A and the other two option B, will you win a prize if you choose option A?
  - Yes
  - No
  - **Depends**
2. If two of your partners choose option A and the other option B, will you win a prize if you choose option A?
  - Yes
  - **No**
  - Depends
3. If you all choose option A, who will win the prize? (choose as many as you think are correct)
  - Me
  - The one whose ability level is 60
  - The one whose ability level is 70
  - **The one whose ability level is 80**
4. If you all choose option B, who will win the prize? (choose as many as you think are correct)
  - **Me**
  - The one whose ability level is 60
  - **The one whose ability level is 70**
  - **The one whose ability level is 80**

(CONTROL\_QUESTION\_OUT) To check whether you have understood how your decisions and those of others determine your payments in this stage, we will now run through an example, at the end of which you will be asked to answer some questions.

Once everyone has answered these questions correctly you will move on to the screen where you have to take the decisions.

Example: Assume that there are 4 participants in this session (yourself and 3 others). Your ability (average score) in the task was 65 and in the randomly chosen repetition you obtained a score of 90. The average scores of the other 3 participants were 60, 70, and 80 respectively. Assume that you are making your choice in a situation in which option A offers 1 prize. Based on this information, answer the following questions.

The 4 questions that you must answer are shown below. Once you have answered them, press “OK”. If your answers are correct you will be moved on automatically to the decision-making screen as soon as all your partners have also answered the questions correctly.

1. If one of your partners had choose option A and the other two option B, will you win a prize if you choose option A?
  - Yes
  - No
  - **Depends**
2. If two of your partners choose option A and the other option B, will you win a prize if you choose option A?
  - Yes
  - **No**
  - Depends
3. If you all choose option A, who will win the prize? (choose as many as you think are correct)
  - Me
  - The one whose ability level is 60
  - The one whose ability level is 70
  - **The one whose ability level is 80**
4. If you all choose option B, who will win the prize? (choose as many as you think are correct)
  - Me
  - **The one whose ability level is 60**
  - **The one whose ability level is 70**
  - **The one whose ability level is 80**

### C.5 Instructions for Stage 3 (Belief elicitation)

Next you will be asked 5 questions regarding this session. At the end of the experiment the computer will choose one of these questions at random and you will be paid €1.5 if your answer is correct according to the data collected during the session and €0 otherwise.

**Question 1:** Consider the situation above in which option A offered 16 prizes of €2.00 each and option B 17 prizes of €1.00 each. In this situation you have chosen option —.

Given your choice and your partners' choices in this situation, in what range do you think the minimum ability required to win tournament A's prize lies?

Note: If you think that in this situation there are fewer participants than prizes in option A, you should answer "<70"

Available options: <70, 70-73, 73-76, 76-79, 79-82, 82-85, 85-88, 88-91, 91-94, 94-97 and 97-100

**Question 2:** Consider the situation above in which option A offered 16 prizes of €2.00 each and option B — prizes of €1.00 each. In this situation you have chosen option —.

Given your choice and your partners' choices in this situation, in what range do you think the minimum ability required to win tournament A's prize lies?

Note: If you think that in this situation there are fewer participants than prizes in option A, you should answer "<70"

Available options: <70, 70-73, 73-76, 76-79, 79-82, 82-85, 85-88, 88-91, 91-94, 94-97 and 97-100

**Question 3:** In this session, who do you think has performed better on average in the initial task?

Available options: Men/No Differences/Women

**Question 4:** In this session the average ability across all the — participants has been —. In what range do you think men's average ability level in the initial task lies?

Available options: <70, 70-73, 73-76, 76-79, 79-82, 82-85, 85-88, 88-91, 91-94, 94-97 and 97-100

**Question 5:** In this session the average ability across all the — participants has been —. In what range do you think women's average ability level in the initial task lies?

Available options: <70, 70-73, 73-76, 76-79, 79-82, 82-85, 85-88, 88-91, 91-94, 94-97 and 97-100

### C.6 Instructions for Stage 4 (Ability estimation, single sex)

This part of the experiment is very similar to stage 3. The difference is that now you will interact only with persons of your own sex

On the next screen you will be asked again to estimate your ability level in the initial task (average over the 14 repetitions). To that end, you will be shown the distribution of abilities of all the participants of your own gender. That is, if you are a man all the other participants shown will also be men and if you are a woman they will all be women.

If your estimation matches your real ability you will get €1.00. Otherwise you will get €0.

### C.7 Instructions for Stage 4 (Coordination, single sex)

In this part of the experiment you will again be presented with two options (A and B) under 9 different situations. The decision matrix that you will see will be similar to the one in stage 3A.

The difference from stage 3A is that now you will only interact with participants of your own gender, i.e. if you are a man all the other participants will also be men and if you are a woman they will be women.

In this session there are — participants of your own gender. Therefore, the total number of prizes between option A and option B will in all cases be —.

As in part 3A, the computer will randomly pick one of the situations and you will be paid according to your choice and the choices of those with whom you interact.

### C.8 Instructions Stage 5 (Risk Elicitation)

On the next screen you will be presented with 8 different options, each of which offers two different quantities that you can win by choosing that option. In all the options, each outcome has a probability of 50%, i.e., the result of choosing an option depends exclusively on luck. At the end of the experiment the computer will randomly pick one result from the option you have chosen and you will be paid accordingly.

Below this text you will find the 8 available options. To see in more detail how to read this table, consider option 5. In this option the possible results are €0.7 and €2.7. Both are equally likely, which means that the computer will choose €0.7 as the payment on one of every 2 occasions and €2.7 the other.

You must choose one of the 8 possible options. To that end, an empty box will appear where you must enter the number of the option (from 1 to 8) that you want to choose.

	Probability 50%	Probability 50%
1	€1.5	€1.5
2	€1.3	€1.8
3	€1.1	€2.1
4	€0.9	€2.4
5	€0.7	€2.7
6	€0.6	€2.8
7	€0.4	€2.9
8	€0	€3