

A Appendix: Extra Tables and Robustness Checks

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Table A.1: Summary Statistics, General Trust in Others and Public Goods

Side of Border	Can People be Trusted	Can People be Trusted (prior to 1989)	Unofficial Payment to Police	Unofficial Payment for Official Documents	Unofficial Payment for Education	Unofficial Payment for Medical
Austrian (Udești and Poieni)	0.65 (0.03) N = 267	0.81 (0.03) N = 244	0.13 (0.02) N = 269	0.18 (0.02) N = 272	0.24 (0.03) N = 270	0.41 (0.03) N = 274
Non-Austrian (Știrbăt)	0.66 (0.05) N = 89	0.81 (0.05) N = 70	0.13 (0.03) N = 95	0.16 (0.04) N = 92	0.19 (0.04) N = 89	0.38 (0.05) N = 94
p-value (differences)	0.898	1.000	1.000	0.874	0.384	0.629

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Fisher exact test. All variables take value of 1 if subject answered 3, 4, or 5 on 5 point scale.

Table A.2: Summary Statistics, Personal Finance

Side of Border	Have a Bank Account	Borrowed from a Co-Villager	Lent to a Co-Villager	Borrowed from an Outsider	Lent to an Outsider
Austrian (Udești and Poieni)	0.25 (0.03) N = 291	0.56 (0.03) N = 289	0.67 (0.03) N = 295	0.31 (0.03) N = 293	0.38 (0.03) N = 290
Non-Austrian (Știrbăt)	0.28 (0.05) N = 92	0.71 (0.05) N = 97	0.77 (0.04) N = 98	0.38 (0.05) N = 99	0.46 (0.05) N = 97
p-value (differences)	0.585	0.009**	0.078	0.218	0.188

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Fisher exact test.

Table A.3: Summary Statistics, Experiment Results

Side of Border	Question 1	Question 2	Question 3	Question 4	Question 5	Question 6
Austrian (Udești and Poieni)	0.95 (0.01) N = 296	0.82 (0.02) N = 291	0.62 (0.03) N = 285	0.77 (0.02) N = 284	0.64 (0.03) N = 277	0.68 (0.03) N = 270
Non-Austrian (Știrbăt)	0.99 (0.01) N = 97	0.95 (0.02) N = 95	0.55 (0.05) N = 95	0.82 (0.04) N = 93	0.28 (0.05) N = 92	0.44 (0.05) N = 86
p-value (differences)	0.130	0.002**	0.230	0.388	0.000**	0.000**
	Udești	Poieni	Știrbăt			
Total Earnings (USD)	13.49 (0.21) N = 200	18.21 (0.35) N = 100	18.34 (0.35) N = 100			

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Fisher exact test. Earnings are lower in Udești (in part) because participants played two fewer rounds. p-value of difference in means between earnings in Poieni and Știrbăt is 0.633. Earnings were paid in Romanian leu. The exchange rate at the time of the experiment was 4 leu: 1 USD.

Table A.4: Summary Statistics, Trust Others

Side of Border	Trust Co-villagers (1-5)	Trust Udești (1-5)	Trust Poieni (1-5)	Trust Știrbăt (1-5)
Austrian (Udești and Poieni)	3.73 (0.06) N = 280	3.74 (0.05) N = 281	3.71 (0.06) N = 284	3.48 (0.06) N = 281
Non-Austrian (Știrbăt)	3.74 (0.11) N = 94	3.54 (0.10) N = 93	3.53 (0.11) N = 94	3.74 (0.11) N = 94
p-value (differences)	0.595	0.068	0.121	0.002**

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Wilcoxon rank-sum (Mann-Whitney) test, in which null hypothesis is that the populations have the same distribution.

Table A.5: Average Amount Sent to Co-villagers and Outsiders, Participants whose Great-Grandparents are and are not from the Village

	Sent to Co-villagers		Sent to Outsiders	
	Great-Grandparents from Village?		Great-Grandparents from Village?	
	Yes	No	Yes	No
Austrian (Udești and Poieni)	2.09 (0.09) N = 87	1.94 (0.07) N = 142	1.96 (0.08) N = 83	1.83 (0.06) N = 143
Non-Austrian (Știrbăt)	1.95 (0.18) N = 22	2.31 (0.11) N = 48	1.50 (0.16) N = 22	1.92 (0.12) N = 48
p-value (differences)	0.443	0.008**	0.008**	0.497

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Wilcoxon rank-sum (Mann-Whitney) test, in which null hypothesis is that the populations have the same distribution. Outsiders are defined as the other village the participant played with in first four rounds

Table A.6: Proportion of Participants that Know Someone from Another Town

	Udești		Poieni		Știrbăt	
	<i>Grandparents from Town</i> Yes	<i>Grandparents from Town</i> No	<i>Grandparents from Town</i> Yes	<i>Grandparents from Town</i> No	<i>Grandparents from Town</i> Yes	<i>Grandparents from Town</i> No
Know Someone from Udești	—	—	0.838 N = 37	0.792 N = 48	0.889 N = 27	0.837 N = 43
			p-value, diff: 0.592		p-value, diff: 0.550	
Know Someone from Poieni	0.736 N = 72	0.721 N = 68	—	—	0.741 N = 27	0.791 N = 43
	p-value, diff: 0.837		p-value, diff: 0.631			
Know Someone from Știrbăt	0.662 N = 74	0.652 N = 69	0.892 N = 37	0.854 N = 48	—	—
	p-value, diff: 0.900		p-value, diff: 0.610			

Notes: ** $p < 0.01$; * $p < 0.05$. p-values from Wilcoxon rank-sum (Mann-Whitney) test, in which null hypothesis is that the populations have the same distribution.

Table A.7: Average Amount Sent to Co-villagers and Outsiders, Austrian data unpooled

	Sent to Co-villagers			Sent to Outsiders			Sent More to Co-villagers (0/1)		
	Grandparents from Village?			Grandparents from Village?			Grandparents from Village?		
	All	Yes	No	All	Yes	No	All	Yes	No
Udești (Austrian)	1.97 (0.05)	2.00 (0.09)	1.94 (0.10)	1.91 (0.05)	2.03 (0.09)	1.86 (0.09)	0.31 (0.03)	0.30 (0.05)	0.30 (0.06)
N	198	74	70	195	72	70	193	71	69
Poieni (Austrian)	2.04 (0.09)	2.19 (0.15)	1.94 (0.12)	1.76 (0.08)	1.75 (0.13)	1.79 (0.10)	0.34 (0.05)	0.44 (0.08)	0.29 (0.07)
N	100	37	48	99	36	48	99	36	48
Știrbăt (non-Austrian)	2.16 (0.08)	2.04 (0.16)	2.30 (0.11)	1.85 (0.08)	1.48 (0.14)	1.98 (0.13)	0.43 (0.05)	0.59 (0.10)	0.44 (0.08)
N	100	27	43	100	27	43	100	27	43
	<i>p-values (differences)</i>								
Udești vs. Știrbăt	0.046*	0.851	0.023*	0.509	0.002**	0.440	0.039*	0.010**	0.159
Poieni vs. Știrbăt	0.392	0.400	0.036*	0.611	0.141	0.302	0.245	0.311	0.190
Udești vs. Poieni	0.380	0.145	0.947	0.199	0.089	0.785	0.511	0.138	1.000

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Wilcoxon rank-sum (Mann-Whitney) test for “Sent to Co-Villagers” and “Sent to Outsiders,” from Fisher exact test for “Sent More to Co-villagers.” Sent More to Home Village = 1 if participant sent more to co-villagers than to outsiders. Outsiders are defined as the other village the participant played with in first four rounds.

Table A.8: Survey Responses: Why Participants Responded Differently to Co-Villagers and Outsiders

	Udești	Poieni	Știrbăt
Positive view of co-villagers	10	16	18
Negative view of co-villagers	2	0	0
Positive view of outsiders	8	3	6
Negative view of outsiders	5	6	8
Do not trust those they do not know or trusts those they know	19	9	23
Relatives or friends that are outsiders	5	9	6
Other	4	12	9
Total Participants Answering Question #25	50	54	69

Notes: Numbers are numbers of participants who answered question #25 from the survey in a manner consistent with the given classification. Note that some participants gave answers that fit into more than one category. We double-counted those answers, meaning that the “Total” row is not the sum of the column.

Table A.9: Ordered Probit Regressions: Average Amount Sent to Co-villagers and Outsiders, with potentially endogenous regressors

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Dependent Variable:	<i>Sent to Co-villagers</i>							
Marginal Effect on Amount Sent:	0		1		2		3	
Ştirbăt Dummy	0.02 (0.02)	-0.01 (0.04)	0.12 (0.14)	-0.03 (0.18)	-0.00 (0.01)	-0.00 (0.00)	-0.14 (0.16)	0.04 (0.22)
Grandparents from Village Dummy		-0.00 (0.01)		-0.01 (0.05)		-0.00 (0.00)		0.01 (0.06)
Grandparents from Village * Ştirbăt		0.02 (0.02)		0.11 (0.11)		0.00 (0.01)		-0.14 (0.13)
Order: Own First	0.01 (0.01)	0.01 (0.01)	0.05 (0.04)	0.03 (0.05)	-0.00 (0.00)	0.00 (0.00)	-0.06 (0.05)	-0.04 (0.06)
Know Someone From Other Village	-0.01 (0.01)	-0.01 (0.01)	-0.06 (0.05)	-0.04 (0.05)	0.00 (0.00)	-0.00 (0.00)	0.06 (0.06)	0.04 (0.06)
N	293	237	293	237	293	237	293	237
Dependent Variable:	<i>Sent to Outsiders</i>							
Marginal Effect on Amount Sent:	0		1		2		3	
Ştirbăt Dummy	0.04 (0.04)	0.04 (0.04)	0.14 (0.13)	0.17 (0.17)	-0.04 (0.04)	-0.04 (0.05)	-0.14 (0.13)	-0.17 (0.17)
Grandparents from Village Dummy		-0.00 (0.01)		-0.00 (0.05)		0.00 (0.01)		0.00 (0.05)
Grandparents from Village * Ştirbăt		0.04 (0.03)		0.16 (0.10)		-0.04 (0.03)		-0.16 (0.11)
Order: Own First	0.04* (0.01)	0.02 (0.01)	0.13** (0.04)	0.10* (0.04)	-0.04* (0.02)	-0.02 (0.01)	-0.13** (0.04)	-0.10* (0.05)
Know Someone From Other Village	-0.00 (0.01)	-0.01 (0.01)	-0.01 (0.05)	-0.02 (0.05)	0.00 (0.01)	0.01 (0.01)	0.01 (0.04)	0.02 (0.05)
N	289	233	289	233	289	233	289	233
QUIZ SCORE	YES	YES	YES	YES	YES	YES	YES	YES
DEMOGRAPHIC	YES	YES	YES	YES	YES	YES	YES	YES
FINANCE	YES	YES	YES	YES	YES	YES	YES	YES
PAY FOR SERVICE	YES	YES	YES	YES	YES	YES	YES	YES

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. Quiz Score is number correct out of 6 on incentivized quiz. Interaction between quiz score and Ştirbăt dummy included. Demographic characteristics are a gender dummy, age, age squared, married dummy, high school education dummy, Eastern Orthodox dummy, dummy for whether subjects attend religious services, and dummies for occupation type (not employed, blue collar, agriculture, service, and other). Finance includes dummies for whether one has borrowed and lent to co-villagers and outsiders. Pay for Service is an answer (1-5) regarding how often one has to pay bribes to police, for official documents, to receive public education, and to receive medical treatment.

Table A.10: Marginal Effects of Ordered Probit Regressions: Average Amount Sent to Co-villagers and Outsiders, participants who answered “I don’t know” if family is from village counted as grandparents not from village

	(1)	(2)	(3)	(4)
Dependent Variable:	<i>Sent to Co-villagers</i>			
Marginal Effect on Amount Sent:	0	1	2	3
Știrbăt Dummy	0.01 (0.03)	0.03 (0.16)	0.00 (0.01)	-0.04 (0.19)
Grandparents from Village Dummy	-0.01 (0.01)	-0.03 (0.04)	-0.00 (0.00)	0.04 (0.05)
Grandparents from Village * Știrbăt	0.01 (0.02)	0.07 (0.10)	0.00 (0.01)	-0.08 (0.12)
Order: Own First	0.01 (0.01)	0.05 (0.04)	0.00 (0.00)	-0.06 (0.05)
Know Someone From Other Village	-0.01 (0.01)	-0.03 (0.05)	-0.00 (0.00)	0.04 (0.06)
N	296	296	296	296
Dependent Variable:	<i>Sent to Outsiders</i>			
Marginal Effect on Amount Sent:	0	1	2	3
Știrbăt Dummy	0.03 (0.04)	0.11 (0.14)	-0.04 (0.05)	-0.10 (0.13)
Grandparents from Village Dummy	-0.01 (0.01)	-0.05 (0.04)	0.02 (0.01)	0.04 (0.04)
Grandparents from Village * Știrbăt	0.06* (0.03)	0.20* (0.09)	-0.07* (0.03)	-0.19* (0.08)
Order: Own First	0.04* (0.01)	0.12** (0.04)	-0.04** (0.02)	0.12** (0.04)
Know Someone From Other Village	0.00 (0.01)	0.01 (0.04)	-0.00 (0.01)	-0.01 (0.04)
N	292	292	292	292
QUIZ SCORE	YES	YES	YES	YES
DEMOGRAPHIC	YES	YES	YES	YES

Notes: Marginal effects of ordered probit coefficients reported. Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. Quiz Score is number correct out of 6 on incentivized quiz. Interaction between quiz score and Știrbăt dummy included. Demographic characteristics are a gender dummy, age, age squared, married dummy, high school education dummy, Eastern Orthodox dummy, dummy for whether subjects attend religious services, and dummies for occupation type (not employed, blue collar, agriculture, service, and other). Outsiders are defined as the outside village one played with in the first four rounds.

Table A.11: Marginal Effects of Ordered Probit Regressions: Average Amount Sent to Co-villagers and Outsiders, participants who answered “I don’t know” if family is from village treated as separate category

	(1)	(2)	(3)	(4)
Dependent Variable:	<i>Sent to Co-villagers</i>			
Marginal Effect on Amount Sent:	0	1	2	3
Ştirbăt Dummy	-0.00 (0.03)	-0.01 (0.16)	-0.00 (0.01)	0.01 (0.19)
Grandparents from Village Dummy	-0.01 (0.01)	-0.03 (0.05)	-0.00 (0.00)	0.04 (0.05)
Grandparents from Village * Ştirbăt	0.02 (0.02)	0.09 (0.10)	0.00 (0.01)	-0.11 (0.12)
Don't Know where Grandparents from	0.00 (0.01)	0.00 (0.07)	0.00 (0.00)	-0.00 (0.09)
Don't know * Ştirbăt	0.03 (0.03)	0.17 (0.15)	0.01 (0.01)	-0.20 (0.18)
Order: Own First	0.01 (0.01)	0.06 (0.04)	0.00 (0.00)	-0.07 (0.05)
Know Someone From Other Village	-0.01 (0.01)	-0.03 (0.05)	-0.00 (0.00)	0.04 (0.06)
N	296	296	296	296
Dependent Variable:	<i>Sent to Outsiders</i>			
Marginal Effect on Amount Sent:	0	1	2	3
Ştirbăt Dummy	0.04 (0.04)	0.12 (0.14)	-0.04 (0.05)	-0.11 (0.14)
Grandparents from Village Dummy	-0.01 (0.01)	-0.03 (0.04)	0.01 (0.01)	0.03 (0.04)
Grandparents from Village * Ştirbăt	0.06 (0.03)	0.19* (0.09)	-0.07 (0.03)	-0.18* (0.09)
Don't Know where Grandparents from	0.03 (0.02)	0.09 (0.07)	-0.03 (0.02)	-0.09 (0.06)
Don't know * Ştirbăt	-0.01 (0.04)	-0.03 (0.14)	0.01 (0.05)	0.03 (0.13)
Order: Own First	0.04* (0.01)	0.12** (0.04)	-0.04* (0.02)	0.12** (0.04)
Know Someone From Other Village	0.00 (0.01)	0.00 (0.04)	-0.00 (0.01)	-0.00 (0.04)
N	292	292	292	292
QUIZ SCORE	YES	YES	YES	YES
DEMOGRAPHIC	YES	YES	YES	YES

Notes: Marginal effects of ordered probit coefficients reported. Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. Quiz Score is number correct out of 6 on incentivized quiz. Interaction between quiz score and Ştirbăt dummy included. Demographic characteristics are a gender dummy, age, age squared, married dummy, high school education dummy, Eastern Orthodox dummy, dummy for whether subjects attend religious services, and dummies for occupation type (not employed, blue collar, agriculture, service, and other). Outsiders are defined as the outside village one played with in the first four rounds.

Table A.12: Marginal Effects of Ordered Probit Regressions: Average Amount Sent to Co-villagers and Outsiders, without controls for Quiz Score

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Dependent Variable:	<i>Sent to Co-villagers</i>							
Marginal Effect on Amount Sent:	0		1		2		3	
Ştirbăt Dummy	-0.01 (0.01)	-0.02 (0.01)	-0.07 (0.04)	-0.12* (0.06)	-0.00 (0.01)	-0.01 (0.01)	0.08 (0.05)	0.16* (0.07)
Grandparents from Village Dummy		-0.01 (0.01)		-0.03 (0.04)		-0.00 (0.00)		0.03 (0.06)
Grandparents from Village * Ştirbăt		0.02 (0.02)		0.11 (0.09)		0.01 (0.01)		-0.14 (0.12)
Order: Own First	0.01 (0.01)	0.01 (0.01)	0.07 (0.04)	0.05 (0.04)	0.00 (0.01)	0.00 (0.00)	-0.08 (0.04)	-0.06 (0.05)
Know Someone From Other Village	-0.01 (0.01)	-0.01 (0.01)	-0.04 (0.04)	-0.03 (0.05)	-0.00 (0.00)	-0.00 (0.00)	0.05 (0.05)	0.03 (0.06)
N	336	264	336	264	336	264	336	264
Dependent Variable:	<i>Sent to Outsiders</i>							
Marginal Effect on Amount Sent:	0		1		2		3	
Ştirbăt Dummy	-0.01 (0.01)	-0.02 (0.02)	-0.02 (0.04)	-0.09 (0.06)	0.01 (0.01)	0.03 (0.02)	0.02 (0.04)	0.09 (0.06)
Grandparents from Village Dummy		-0.01 (0.01)		-0.03 (0.04)		0.01 (0.01)		0.03 (0.04)
Grandparents from Village * Ştirbăt		0.06* (0.03)		0.24** (0.09)		-0.07* (0.03)		-0.24** (0.09)
Order: Own First	0.03** (0.01)	0.03* (0.01)	0.13** (0.03)	0.11** (0.04)	-0.04** (0.01)	-0.03* (0.01)	-0.13** (0.03)	-0.11** (0.04)
Know Someone From Other Village	-0.00 (0.01)	-0.00 (0.01)	-0.00 (0.04)	-0.01 (0.04)	0.00 (0.01)	0.00 (0.01)	0.00 (0.04)	0.01 (0.04)
N	332	260	332	260	332	260	332	260
QUIZ SCORE	NO	NO	NO	NO	NO	NO	NO	NO
DEMOGRAPHIC	YES	YES	YES	YES	YES	YES	YES	YES

Notes: Marginal effects of ordered probit coefficients reported. Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. Demographic characteristics are a gender dummy, age, age squared, married dummy, high school education dummy, Eastern Orthodox dummy, dummy for whether subjects attend religious services, and dummies for occupation type (not employed, blue collar, agriculture, service, and other). Outsiders are defined as the outside village one played with in the first four rounds.

Table A.13: Average Amount Returned to Co-villagers and Outsiders, Participants whose Great-Grandparents are and are not from the Village

	If Sent 1		If Sent 2		If Sent 3	
	Great-Grandparents from Village?					
	Yes	No	Yes	No	Yes	No
<i>Returned to Co-villagers</i>						
Austrian	1.87	2.05	3.29	3.41	4.92	4.89
(Udești and Poieni)	(0.09)	(0.06)	(0.16)	(0.11)	(0.26)	(0.19)
N	86	143	85	143	85	141
Non-Austrian	2.00	2.02	3.55	3.55	5.18	5.08
(Știrbăt)	(0.17)	(0.10)	(0.41)	(0.23)	(0.56)	(0.31)
N	22	48	22	47	22	48
p-value (differences)	0.547	0.742	0.518	0.471	0.726	0.604
<i>Returned to Outsiders</i>						
Austrian	1.78	1.78	3.13	3.30	4.61	4.82
(Udești and Poieni)	(0.08)	(0.06)	(0.15)	(0.12)	(0.23)	(0.19)
N	87	142	86	142	85	141
Non-Austrian	1.67	1.89	3.00	3.51	4.18	5.11
(Știrbăt)	(0.17)	(0.12)	(0.32)	(0.25)	(0.53)	(0.36)
N	21	46	21	47	22	46
p-value (differences)	0.466	0.376	0.512	0.378	0.421	0.440

Notes: Standard errors in parentheses. ** $p < 0.01$; * $p < 0.05$. p-values from Wilcoxon rank-sum (Mann-Whitney) test.

B Appendix: Sample Instructions (in English)³¹

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B.1 Instructions: Send Decision

This is an experiment in the economics of decision-making conducted by Cult Research on behalf of researchers in the USA. The instructions are simple.

You will receive 10 lei simply for participating in the experiment. If you follow the instructions carefully, you have the potential to earn a significant amount more. A Cult Research employee will collect your decisions from the experiment, and a different Cult Research employee will calculate how much you earned during the experiment. In one week, the Cult Research employee will return and pay you the amount you earned during the experiment. Please note that if you talk to others during the experiment or exclaim out loud, you will be asked to leave and you will not be paid.

There are 200 participants taking place in the experiment from Udești. You will not be told the names of the other participants and they will not be told your name. All participants have identical instructions.

The Decision Situation

You will begin the experiment with 3 tokens. Each token is equivalent to **3 lei**, meaning that you start the experiment with 9 total lei.

You will be partnered with another participant from Udești. You will not know who you are partnered with when you make your decisions, and you will not find out who you were partnered with after the experiment is over. We will call this person your “partner” for the remainder of these instructions.

Your Decision

The Cult Research employee will give you a handout after the instructions are read. At the top of the handout are numbers from 0 to 3.

You will circle one—and *only* one—of these numbers. The number you circle is the amount of your 3 tokens you will send to the participant from Udești with whom you are matched. You can choose any number you like, but you can only choose one number. You will keep any tokens you do not send to your partner.

Transferring Tokens to Your Partner

³¹These instructions were the ones given to the participants in Udești when they played with other participants in Udești (in the order in which one played against their own village first). Instructions for the other villages were exactly the same, with only the names of the villages changed. Instructions for later rounds were similar but abbreviated.

Your partner will receive **3 times** the number of tokens you circled on your handout.

For example, if you choose 2 tokens, your partner will receive 6 tokens. If you choose 0 tokens, your partner will receive 0 tokens. If you choose 3 tokens, your partner will receive 9 tokens.

The following table indicates how many tokens your partner receives for each possible amount you might circle.

Amount you circle	Your partner receives
0	0
1	3
2	6
3	9

Your Partner's Decision

Your partner will have the opportunity to return all, some, or none of the tokens you send them. They can choose to return to you anywhere between 0 tokens and the number of tokens they receive.

For example, if you choose to send your partner 2 tokens, your partner will receive 6 tokens. This means that they can choose to return to you 0, 1, 2, 3, 4, 5, or 6 tokens.

For another example, if you choose to send your partner 1 token, your partner will receive 3 tokens. This means that they can choose to return to you 0, 1, 2, or 3 tokens.

Your partner will not know how many tokens you sent them when they make their decision. Instead, they will fill out the following table. This table indicates how many tokens they will return to you for each possible number of tokens they received. Your partner will circle one number in each of the lower 3 boxes. We have circled the 0 in the first box, because if you send zero, your partner has no choice but to return 0 to you.

End of the Experiment

After the experiment is over, we will look at how many tokens you sent to your partner. We will take that amount and see what your partner says he/she would return to you should you send the amount you indicated.

For example, say you choose to send 2 tokens to your partner. This is multiplied by 3, so your partner has 6 tokens. We then look to see how many tokens your partner chooses to return to you when you chose to send him/her 2 tokens.

If your partner sends	You receive	Circle a number to return to your partner
0	0	<input checked="" type="radio"/> 0
1	3	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3
2	6	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6
3	9	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9

You and Your Partner's Income

You will **keep** each token you do not send to your partner. You will also keep all tokens that your partner returns to you. At the end of the experiment, each token will be converted to 3 lei and paid to you in cash in one week.

Your Total Income = Tokens you do not send to your partner (= 3 tokens – amount you send) + Amount returned to you by your partner

Your Partner's Total Income = 3*Tokens you send – amount your partner returns to you

Examples

EXAMPLE 1: Suppose that you decide to send **1 token** to your partner. This 1 token is multiplied by 3, meaning that your partner receives 3 tokens. Suppose that in the box next to 1, your partner circles 2, meaning that she will return 2 tokens to you and keep 1 token. Your total earnings are therefore $(3 - 1) + 2 = 4$ tokens. Your partner's earnings are $3 - 2 = 1$ token.

EXAMPLE 2: Suppose that you decide to send **3 tokens** to your partner. These 3 tokens are multiplied by 3, meaning that your partner receives 9 tokens. Suppose that in the box next to 3, your partner chooses 2, meaning that she will return 2 tokens to you and keep 7 tokens. Your total earnings are therefore $(3 - 3) + 2 = 2$ tokens. Your partner's earnings are $9 - 2 = 7$ tokens.

The Cult Research employee will now hand out a short quiz to test your understanding of the experiment.

Playing the Game

You have been randomly matched with a participant from Udești. You will play this game only once. Please circle one (and only one) number on the handout that the Cult Research employee will hand to you shortly. At the end of the experiment, we will convert each of your tokens into 3 lei.

B.2 Instructions: Return Decision

You will now participate in the same experiment you just participated in, except now your role will be reversed. Like before, there are 200 participants taking place in the experiment from Udești. You will not be told the names of the other participants and they will not be told your name. All participants have identical instructions. You will not be matched with the same person you were matched with in the previous experiment. We will briefly refresh you on the decision situation below.

The Decision Situation

You will begin the experiment with 0 tokens. Each token is equivalent to 3 lei, meaning that you start the experiment with 0 total lei. You will be matched with another participant from Udești.

Tokens sent to you by your partner are multiplied by **three**. You will then be given the opportunity to return **none**, **some**, or **all** of the tokens your partner sent to you. You will keep any tokens you do not return to your partner.

Your Decision

Your partner will circle the amount he/she will send to you. They can circle any number between 0 and 3.

You will receive **3 times** the number of tokens your partner circled on his/her handout. You will not know how many tokens your partner from Udești sent to you when you make your decision. Instead, you will fill out the following table. This table indicates how many tokens you will return to your partner for each possible number of tokens they sent you. You will circle one number in each of the last 3 boxes. Please note that we have already circled “0” next to the top box because that is your only option. You do not need to circle anything in this box.

If your partner sends	You receive	Circle a number to return to your partner
0	0	<input checked="" type="radio"/> 0
1	3	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3
2	6	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6
3	9	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9

You and Your Partner’s Income

You will **keep** each token you do not return to your partner. At the end of the experiment, each token will be converted to 3 lei and paid to you in cash in one week.

Your Total Income = 3*Tokens your partner sends – amount you return to your partner

Your Partner's Total Income = Tokens he/she does not send to you (= 3 tokens – amount he/she sends) + Amount you return to him/her

Playing the Game

You have been randomly matched with a participant from Udești. You will play this game only once. Please circle one (and only one) number in each of the three bottom boxes on the handout that the Cult Research employee will hand to you shortly (you do not need to circle a number in the first box; we have already circled 0 for you). At the end of the experiment, we will convert each of your tokens into 3 lei.

B.3 Quiz

The 6 questions below will test your understanding of the experiment. You will be paid **0.75 leu** for each question you answer correctly. You will not be paid for incorrect answers. Please write your answer on the line provided next to each question. If we cannot read your answers, they will be counted as incorrect.

The Situation: Suppose that you decide to send **2 tokens** to your partner by circling the 2 on your handout as follows:

0

1

2

3

Suppose that the participant with whom you are randomly matched (your partner) fills out their handout as on the following page.

Question 1: How many tokens will your partner **return** to you? _____

Question 2: How many total tokens will you **earn**? _____

Question 3: How many total tokens will your partner **earn**? _____

Now, instead of assuming that you chose to send 2 tokens to your partner, assume that you chose to send **3 tokens**. Please answer the following questions, assuming that your partner fills out their handout as on the following page.

Question 4: How many tokens will your partner **return** to you? _____

Question 5: How many total tokens will you **earn**? _____

Question 6: How many total tokens will your partner **earn**? _____

If your partner sends	You receive	Circle a number to return to your partner
0	0	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> 0 </div>
1	3	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> 0 1 2 3 </div>
2	6	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> 0 1 2 3 4 5 6 </div>
3	9	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> 0 1 2 3 4 5 6 7 8 9 </div>

B.4 Survey³²

Please fill out this brief survey by circling the answer that most accurately applies. If there is a line next to a question, please enter your answer on the line. Your entries are confidential: none of the information in this survey will ever be matched to your name or shared with anybody outside of those conducting the experiment.

- 1) What is your gender?
 - a. Male
 - b. Female

- 2) What is your age?

- 3) What is your marital status?
 - a. Single
 - b. Married
 - c. Divorced
 - d. Widowed
 - e. Other

- 4) What is the highest level of education you completed?
 - a. None, or lower than grade school
 - b. Grade school or Middle school
 - c. High school
 - d. College (undergraduate)
 - e. College (graduate)

- 5) Have you lived in Udești your entire life?
 - a. Yes
 - b. No

- 6) If you answered “No” to Question 5, how long have you lived in Udești?

³²This sample survey is the one given to participants in Udești. Participants in Poieni and Știrbăt received surveys with different questions 23, 24, and 25, since they played against participants from both villages. Questions 5-7 were re-worded in Poieni and Știrbăt to reflect their home village, while questions 19-22 were re-worded to reflect the other two villages.

- 7) To your knowledge, how long has your family lived in Udești?
- You moved to Udești during your lifetime
 - Your parents moved to Udești
 - Your grandparents moved to Udești
 - Your great-grandparents or an older generation moved to Udești
 - I don't know
- 8) What is your occupation?
- 9) What is your religion?
- Eastern Orthodox
 - Roman Catholic
 - None/non-religious
 - Other (please list)
- 10) How often do you attend religious services?
- Never
 - Once or twice a year (or less)
 - Several times a year
 - Once a month
 - 2-3 times a month
 - Weekly
 - Several times a week
- 11) Generally speaking, would you say that most people can be trusted, or that you can't be too careful in dealing with people? Please answer on a scale from 1 to 5, where 1 means that you have complete distrust in people, and 5 means that most people can be trusted.
- What would it be today? (please answer 1 through 5)
 - And before 1989? (please answer 1 through 5)
- 12) In your opinion, how often is it necessary for people like you to have to make unofficial payments/gifts in these situations? Please answer on a scale from 1 to 5, where the scale is as follows: (Scale: Never=1, Seldom=2, Sometimes=3, Usually=4, Always=5)
- Interact with road police (please answer 1 through 5)
 - Dealing with official documents (1 through 5)
 - Receive public education (1 through 5)
 - Receive medical treatment (1 through 5)
- 13) Do you have a bank account?
- Yes
 - No
- 14) Have you ever borrowed money from someone living in Udești?
- Yes
 - No

- 15) Have you ever lent money to someone living in Udești?
- Yes
 - No
- 16) Have you ever borrowed money from someone living outside of Udești?
- Yes
 - No
- 17) Have you ever lent money to someone living outside of Udești?
- Yes
 - No
- 18) How trustworthy, in general, do you think the people of Udești are?
- Extremely trustworthy
 - Somewhat trustworthy
 - Uncertain
 - Somewhat untrustworthy
 - Extremely untrustworthy
- 19) Do you know anybody from Știrbăt?
- Yes
 - No
- 20) How trustworthy, in general, do you think the people of Știrbăt are?
- Extremely trustworthy
 - Somewhat trustworthy
 - Uncertain
 - Somewhat untrustworthy
 - Extremely untrustworthy
- 21) Do you know anybody from Poieni?
- Yes
 - No
- 22) How trustworthy, in general, do you think the people of Poieni are?
- Extremely trustworthy
 - Somewhat trustworthy
 - Uncertain
 - Somewhat untrustworthy
 - Extremely untrustworthy
- 23) Did you make choices differently when your partner was from Udești than when they were from Știrbăt?
- Yes
 - No

24) If you answered “Yes” to Question 23, why did you make your choices differently? Please answer below, and use as much space as needed.

C Appendix: Sample Instructions (in Romanian)³³

FOR ONLINE PUBLICATION

C.1 Instructions: Send Decision

Aceasta este un studiu cu caracter economic despre luarea deciziilor. Acesta este condus de **Cult Research** din partea **cercetătorilor din Statele Unite ale Americii**. Instrucțiunile sunt simple.

Veți primi 10 lei doar pentru simpla participare la experiment. Dacă veți urmări instrucțiunile cu atenție, aveți posibilitatea să câștigați o sumă mai mare de bani. Unul dintre angajații Cult Research va colecta deciziile dumneavoastră cu privire la experiment, iar un alt angajat de la Cult Research va calcula cât de mult ați câștigat de-a lungul experimentului. Într-o săptămână, reprezentantul Cult Research se va întoarce și vă va oferi suma de bani pe care ați acumulat-o de-a lungul experimentului. Vă rugăm să fiți atenți la faptul că dacă veți vorbi cu ceilalți în timpul experimentului sau dacă vă veți exprima cu voce tare, veți fi rugat să părăsiți încăperea și nu veți fi plătit.

Vor fi un număr de participanți care participă la experiment din localitatea **Udești**. Nu le veți spune numele dumneavoastră celorlalți participanți la studiu și ei nu vă vor spune numele lor. Toți participanții vor avea instrucțiuni identice.

Situația de decizie

Veți începe experimentul cu 3 jetoane. Fiecare jeton este echivalent cu **3 lei**, acest lucru însemnând că veți începe experimentul cu un total de 9 lei.

Veți fi pus în legătură cu un alt participant din localitatea Udești. Nu veți ști cu cine ați fost pus în legătură atunci când luați deciziile și nici nu veți ști cu cine ați fost pus în legătură odată ce experimentul s-a încheiat. Îi vom spune acestei persoane că este “partenerul” dumneavoastră pentru restul acestor instrucțiuni.

Decizia dumneavoastră

Un angajat Cult Research vă va înmâna un suport de hârtie după ce instrucțiunile au fost citite. În partea de sus a acestuia sunt numere de la 0 la 3.

Va trebui să încercuiți unul – și doar unul - dintre aceste numere. Numărul pe care îl încercuiți reprezintă câte din cele 3 jetoane pe care le aveți decideți să i le trimiteți participantului din **Udești** cu care dumneavoastră sunteți pus în legătură. Puteți alege orice număr doriți, dar să fiți atenți să fie doar un singur număr. Veți păstra orice jeton pe care nu îl veți trimite partenerului dumneavoastră.

³³As in Appendix B, we only provide instructions for the send and return decisions of the participants from Udești when they played with other participants from Udești. Instructions for Poieni and Știrbăt were the same, with the name of the villages changed.

Transferul de jetoane către partenerul dumneavoastră

Partenerul dumneavoastră va primi **de 3 ori mai multe** jetoane decât ați încercuit pe suportul de hârtie.

De exemplu, dacă alegeți 2 jetoane, partenerul dumneavoastră va primi 6 jetoane. Dacă alegeți 0 jetoane, partenerul dumneavoastră va primi 0 jetoane. Dacă alegeți 3 jetoane, partenerul dumneavoastră va primi 9 de jetoane.

Tabelul alăturat indică numărul de jetoane pe care îl poate primi partenerul dumneavoastră pentru fiecare sumă pe care dumneavoastră o încercuiți.

Cât încercuiți dumneavoastră	Cât primește partenerul dumneavoastră
0	0
1	3
2	6
3	9

Decizia partenerului dumneavoastră

Partenerul dumneavoastră are oportunitatea să returneze tot, o parte sau niciunul dintre jetoanele pe care dumneavoastră i le-ați trimis. El are opțiunea să returneze orice număr de jetoane cuprins între zero și numărul de jetoane pe care îl primesc.

De exemplu, dacă alegeți să îi trimiteți partenerului dumneavoastră 2 jetoane, acesta va primi 6 jetoane. Acest lucru înseamnă că el poate alege să vă returneze 0, 1, 2, 3, 4, 5 sau 6 jetoane.

Un alt exemplu: dacă dumneavoastră alegeți să îi trimiteți partenerului dumneavoastră 1 jeton, acesta va primi 3 jetoane. Acest lucru înseamnă că el poate alege să vă returneze 0, 1, 2 sau 3 jetoane.

Partenerul dumneavoastră nu va ști câte jetoane i-ați trimis atunci când va lua propria decizie. În schimb, el va completa tabelul următor. Acest tabel arată câte jetoane vă va returna pentru fiecare număr posibil de jetoane pe care îl primește. Partenerul dumneavoastră va încercui un număr în fiecare din cele 3 căsuțe. Am încercuit noi deja 0 pentru dumneavoastră în prima căsuță, deoarece dacă trimiteți zero, partenerul dumneavoastră nu are nici o opțiune de returnare, în afară de zero.

Sfârșitul acestui experiment

Dacă partenerul vă trimite	Dumneavoastră veți primi	Încercuiți un număr pentru a-l returna partenerului dumneavoastră.
0	0	0
1	3	0 1 2 3
2	6	0 1 2 3 4 5 6
3	9	0 1 2 3 4 5 6 7 8 9

După ce experimentul se încheie, ne vom uita la câte jetoane ați trimis partenerului. Vom lua acea sumă și vom vedea ce vă va returna partenerul dumneavoastră atunci când dumneavoastră îi trimiteți suma indicată.

De exemplu, să spunem că alegeți să trimiteți 2 jetoane partenerului dumneavoastră. Acestea se înmulțesc cu trei, astfel partenerului dumneavoastră îi revine 6 jetoane. Atunci, ne vom uita la câte jetoane alege partenerul dumneavoastră să vă returneze atunci când dumneavoastră alegeți să îi trimiteți 2 jetoane.

Venitul dumneavoastră și al partenerului

Veți păstra fiecare jeton pe care alegeți să nu îl trimiteți partenerului. De asemenea, veți păstra toate jetoanele pe care vi le returnează partenerul. La sfârșitul experimentului, fiecare jeton va fi convertit într-un leu, iar plata se va face într-o săptămână.

Venitul dumneavoastră total = Jetoanele pe care nu le-ați trimis partenerului dumneavoastră (=3 jetoane – suma pe care o trimite Participantul 1) + Suma returnată de partenerul dumneavoastră.

Venitul total al partenerului dumneavoastră = 3* jetoanele pe care i le-ați trimis – suma pe care partenerul decide să v-o returneze.

Examples

EXEMPLUL 1: Să presupunem că dumneavoastră decideți să trimiteți 1 jeton partenerului dumneavoastră. Acest jeton va fi înmulțit cu 3, ceea ce înseamnă că partenerul dumneavoastră va primi 3 jetoane. Să presupunem că în căsuța alăturată numărului 1, partenerul dumneavoastră va încercui 2, ceea ce înseamnă că acesta va returna 2 jetoane și va păstra 1 jeton. Câștigul total al dumneavoastră este $(3 - 1) + 2 = 4$ jetoane. Partenerul dumneavoastră are un câștig de $3 - 2 = 1$ jeton.

EXEMPLUL 2: Să presupunem că dumneavoastră decideți să trimiteți 3 jetoane Participantului 2. Aceste 3 jetoane sunt înmulțite cu 3, ceea ce înseamnă că Participantul 2 va primi 9 de jetoane. Să presupunem că în căsuța alăturată numărului 3, partenerul dumneavoastră va scrie 2, ceea ce înseamnă că acesta vă va

returna 2 jetoane și va păstra 7 jetoane. Câștigul dumneavoastră total este de $(3 - 3) + 2 = 2$ jetoane. Partenerul dumneavoastră are un câștig de $9 - 2 = 7$ jetoane.

Un reprezentant Cult Research vă va înmâna un scurt test pentru a verifica dacă dumneavoastră ați înțeles cerințele experimentului.

Desfășurarea jocului

Ați fost pus în legătură în mod aleatoriu cu un participant la studiu din **Udești**. Vă veți juca acest joc o singură dată. Vă rugăm să încercuiți un singur număr pe suportul de hârtie pe care vi-l va înmâna un angajat de la Cult Research în scurt timp. La sfârșitul experimentului, vă vom converti fiecare jeton pe care îl aveți în 3 lei.

C.2 Instructions: Return Decision

Acum veți participa la același experiment la care tocmai ați participat, cu excepția că rolul dumneavoastră va fi inversat. La fel ca înainte, vor participa la experiment un număr de persoane din **Udești**. Nu vi se vor spune numele celorlalți participanți și nici dumneavoastră nu veți spune celorlalți numele dumneavoastră. Toți participanții vor avea aceleași instrucțiuni. **Nu veți fi pus în legătură** cu aceeași persoană cu care ați corespondat în cadrul experimentului anterior. O să vă reamintim pe scurt în ce constă situația de decizie.

Situația de decizie

Veți începe experimentul cu 0 jetoane. Fiecare jeton este echivalentul a **3 lei**, ceea ce înseamnă că veți începe experimentul cu un total de 0 lei. Veți fi pus în legătură cu un alt participant din **Udești**.

Jetoanele trimise de partenerul dumneavoastră vor fi multiplicat **de trei ori**. Veți putea returna **zero, câteva sau toate jetoanele** primite de la partenerul dumneavoastră. Veți păstra jetoanele pe care nu le-ați trimis partenerului.

Decizia dumneavoastră

Partenerul dumneavoastră va încercui suma pe care el/ea decid să v-o trimită. El poate încercui orice număr cuprins între 0 și 3.

Veți primi **de 3 ori numărul** jetoanelor pe care partenerul dumneavoastră îl încercuiește în materialul lui printat. Nu veți ști câte jetoane ați primit de la partenerul dumneavoastră din **Udești** atunci când veți lua decizia. În schimb, veți completa următorul tabel. Acest tabel arată câte jetoane se vor întoarce la partenerul dumneavoastră pentru fiecare număr posibil de jetoane pe care acesta vi-l va trimite. Veți încercui un număr în fiecare dintre cele 3 căsuțe. Vă rugăm să fiți atenți la faptul că am încercuit deja 0, deoarece aceasta este singura dumneavoastră opțiune. Nu va fi nevoie să încercuiți altceva în această căsuță.

Dacă partenerul vă trimite	Dumneavoastră veți primi	Încercuiți un număr pentru a-l returna partenerului dumneavoastră.
0	0	0
1	3	0 1 2 3
2	6	0 1 2 3 4 5 6
3	9	0 1 2 3 4 5 6 7 8 9

Venitul dumneavoastră și cel al partenerului

Veți păstra fiecare jeton pe care nu îl veți returna partenerului dumneavoastră. La sfârșitul experimentului fiecare jeton va fi convertit în 3 lei și veți fi plătit în numerar într-o săptămână.

Venitul dumneavoastră total = 3*jetoanele pe care vi le trimite partenerul – suma pe care o returnați partenerului.

Venitul total al partenerului dumneavoastră = jetoanele pe care acesta nu vi le trimite (=3 jetoane - suma pe care nu v-o trimite) + suma pe care dumneavoastră o returnați.

Desfășurarea jocului

Ați fost pus în legătură în mod aleator cu un participant din **Udești**. Vă veți juca acest joc o singură dată. Vă rugăm să încercuiți un singur număr în fiecare căsuță din materialul printat pe care vi l-a înmănat unul dintre reprezentanții Cult Research (nu va trebui să încercuiți un număr în prima căsuță; am încercuit noi deja 0 pentru dumneavoastră). La sfârșitul experimentului vom converti fiecare jeton în 3 lei.