

# Matching Experiment

CASSEL

Tuesday, July 21 2009

# Welcome to CASSEL

Welcome to CASSEL and thank you for participating in today's experiment.

Please put away your personal belongings, so we can have your complete attention.

It is very important you do not touch the computer until you are instructed to do so. When you are told to use the computer, please use it only as instructed. In particular **do not** attempt to browse the web or use programs unrelated to the experiment.

Raise your hand if you need a pen.

# The Experiment

- Today's experiment is on matching.
- You will be paid in cash. Each of you may earn different amounts: how much you earn depends on your own and others' decisions.
- You will be using the computer for the entire experiment, and all interactions between yourself and others will be through the computer terminals.
- Please **do not** socialize or talk.

# Computer Instructions

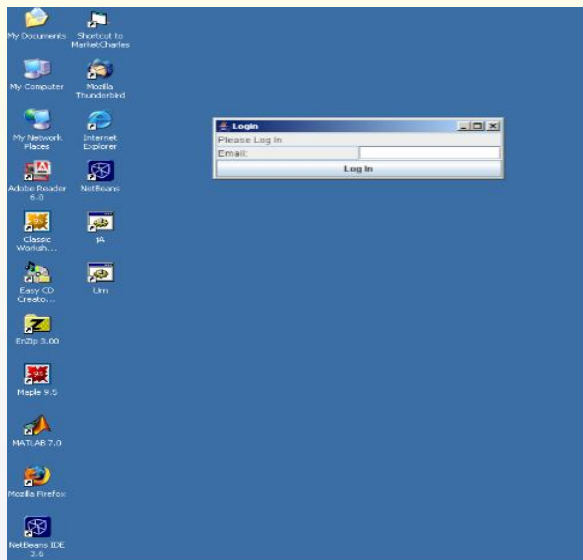
- We will go through this computer practice session very slowly and it is important that you follow the instructions.
- If you have any questions, raise your hand and your question will be answered so that everyone can hear.
- Again, please do not hit any keys until you are told to do so, and when you are told to enter information, type exactly what you are told to type.

# Start Program



- Click on icon GS to start.

# Logon Screen



- Type your first and last name.
- Then click **Submit.**

# Interface

Subject ID: 11  
My Type: magenta  
Time Left: 2 sec  
Your turn to make offers

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	1, 10	9, 90	17, 170	25, 250	33, 330	41, 410	49, 490	57, 570
blue	2, 20	10, 100	18, 180	26, 260	34, 340	42, 420	50, 500	58, 580
green	3, 30	11, 110	19, 190	27, 270	35, 350	43, 430	51, 510	59, 590
magenta	4, 40	12, 120	20, 200	28, 280	36, 360	44, 440	52, 520	60, 600
yellow	5, 50	13, 130	21, 210	29, 290	37, 370	45, 450	53, 530	61, 610
pink	6, 60	14, 140	22, 220	30, 300	38, 380	46, 460	54, 540	62, 620
cyan	7, 70	15, 150	23, 230	31, 310	39, 390	47, 470	55, 550	63, 630
orange	8, 80	16, 160	24, 240	32, 320	40, 400	48, 480	56, 560	64, 640

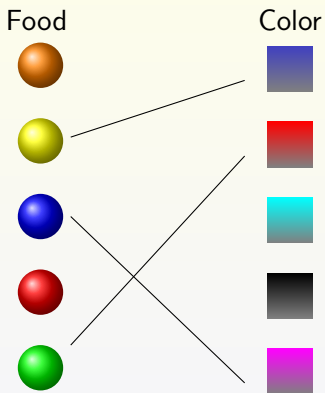
Your History

Round 1  
Practice Round  
Round Payoff: 0 (\$0.00)  
Switch to Full View

My Type	Matched With	My Role	Payoff
magenta			

- You should now see the experimental interface.

# Matching



A match  —  = \$ payment



# Matching

- In each round you will randomly be assigned a type: either a **color** or a **food**.
- There will be 8 **colors** and 8 **foods** in your group.
- You will try to match with a member of the opposite group.
- For example, if you are color **blue** you may match with foods **apple**, **banana**, etc.
- You derive different payoffs from different matches.
- In each round of the experiment you will see all payoffs from each possible matching.

# Interface

Subject ID: 11  
My Type: magenta

Time Left: 2 sec  
Your turn to make offers

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	1, 10	9, 90	17, 170	25, 250	33, 330	41, 410	49, 490	57, 570
blue	2, 20	10, 100	18, 180	26, 260	34, 340	42, 420	50, 500	58, 580
green	3, 30	11, 110	19, 190	27, 270	35, 350	43, 430	51, 510	59, 590
magenta	<del>4, 40</del>	<del>12, 120</del>	<del>20, 200</del>	<del>28, 280</del>	<del>36, 360</del>	<del>44, 440</del>	<del>52, 520</del>	<del>60, 600</del>
yellow	5, 50	13, 130	21, 210	29, 290	37, 370	45, 450	53, 530	61, 610
pink	6, 60	14, 140	22, 220	30, 300	38, 380	46, 460	54, 540	62, 620
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Your History

Round 1

Practice Round Switch to Full View

Round Payoff: 0 (\$0.00)

My Type	Matched With	My Role	Payoff
magenta			

Screen is divided into several sections.

# Interface

Subject ID: 11  
My Type: magenta  
Time Left: 2 sec  
Your turn to make offers

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	1, 10	9, 90	17, 170	25, 250	33, 330	41, 410	49, 490	57, 570
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orange	8, 80	16, 160	24, 240	32, 320	40, 400	48, 480	56, 560	64, 640

Your History

Round 1  
Practice Round  
Round Payoff: 0 (\$0.00)  
Switch to Full View

My Type	Matched With	My Role	Payoff
magenta			

- Type
- Clock

# Payoffs

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	10, 1	20, 2	30, 3	40, 4	50, 5	60, 6	70, 7	80, 8
blue	90, 9	100, 10	110, 11	120, 12	130, 13	140, 14	150, 15	160, 16
green	170, 17	180, 18	190, 19	200, 20	210, 21	220, 22	230, 23	240, 24
magenta	250, 25	260, 26	270, 27	280, 28	290, 29	300, 30	310, 31	320, 32
yellow	330, 33	340, 34	350, 35	360, 36	370, 37	380, 38	390, 39	400, 40
pink	410, 41	420, 42	430, 43	440, 44	450, 45	460, 46	470, 47	480, 48
cyan	490, 49	500, 50	510, 51	520, 52	530, 53	540, 54	550, 55	560, 56
orange	570, 57	580, 58	590, 59	600, 60	610, 61	620, 62	630, 63	640, 64

- On the left is a table with payoffs from each match.
- Suppose you are color **cyan**.
- If you matched with food **kiwi**, your payoff is 510 cents, **kiwi's** is 51 cents.

# Payoffs

- To summarize, in each round, if you match with someone, you receive the corresponding payoff from the table in cents.
- If you match with **no one**, your payoff in that round is **0**.

## Getting Matched—Overview

- In each round **Foods'** and **Colors'** decisions are taken in **turns**. In each turn,
  - **Foods** make offers.
  - **Colors** respond to those offers.

# Taking Turns

**Foods** and **colors** alternate making decisions.

1st **Foods** make offers

2nd **Colors** respond

3rd **Foods** make offers

4th **Colors** respond

etc.

# Taking turns

Only **foods** can make offers.

**Foods cannot** repeat an offer.

Example: if **apple** makes an offer to **blue** and is rejected, then **apple** cannot make another offer to **blue** for the duration of the round.



# Taking turns

Only **foods** can make offers.

**Foods cannot** repeat an offer.

Example: if **apple** makes an offer to **blue** and is rejected, then **apple** cannot make another offer to **blue** for the duration of the round.

- Only **foods** who are not matched make offers
- Once offers are made they are shown to **colors**
- All **colors** must decide on offers
- Rejected **foods** make new offers.

# Taking Turns

- In the first turn **foods** make offers.
- **Colors** can then accept one offer as their match.
- Unmatched **foods** make another offer in the next turn.
- Matches can be broken by **colors** accepting a new offer.
- The round stops and the matches made when:

**Either:** everyone is matched

**Or:** no offers are left to make

**Or:** no offers are made in a turn.

# Taking Turns

If you are a **food** you get 30sec to make an offer.

If you are a **color** you get 25sec to decide on offers (after the **foods** have made offers).

# Foods: Making Offers

Matching Table				
	red	blue	yellow	green
apple				
kiwi				
banana				
cherry				

- If you are a **food** you can make an offer by clicking on a **color's** name.
- If you cannot make someone an offer, name will not be clickable.

# Foods: Making Offers

Matching Table				
	red	blue	yellow	green
apple				
kiwi				
banana				
cherry				

- You will not be able to make an offer if:

Either: You are currently matched to a **color**.

Or: You previously made an offer to that **color**.

# Foods: Making Offers

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	1, 10	9, 90	17, 170	25, 250	33, 330	41, 410	49, 490	57, 570
blue	2, 20	10, 100	18, 180	26, 260	34, 340	42, 420	50, 500	58, 580
green	3, 30	11, 110	19, 190	27, 270	35, 350	43, 430	51, 510	59, 590
magenta	<u>4</u> , 40	<u>12</u> , 120	<u>20</u> , 200	<u>28</u> , 280	<u>36</u> , 360	<u>44</u> , 440	<u>52</u> , 520	<u>60</u> , 600
yellow	5, 50	13, 130	21, 210	29, 290	37, 370	45, 450	53, 530	61, 610
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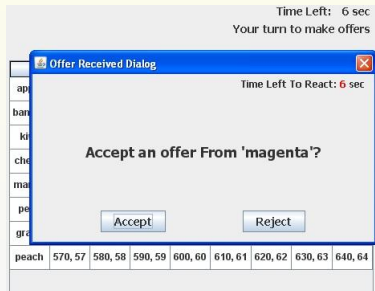


Confirmation dialogue

## Colors: Receiving Offers

- If you are a **color**, you may receive offers from multiple **foods**.
- You can reject or accept any of your offers.
- The last one you accept is your decision for the turn.
- Example:
  - Say you accept first **apple**, and then **kiwi**. You **implicitly** reject **apple**.
  - You would then be matched with **kiwi**.
  - Since rejected, **apple** cannot make you another offer in this round.

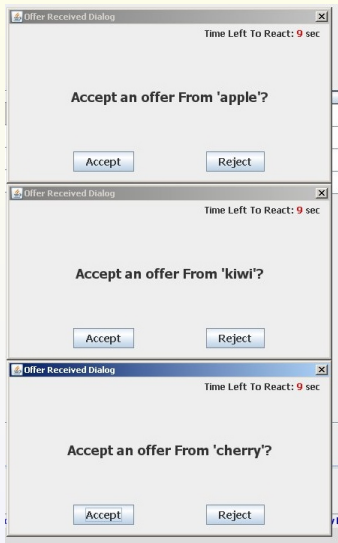
# Colors: Receiving Offers



Acceptance/rejection dialogue



# Colors: Receive Multiple Offers



# Accepted offer:

My Type: magenta

Time Left: 5 sec

Your offer to banana has been accepted

Matching Table

	apple	banana	kiwi	cherry	mango	pear	grape	peach
red	1, 10	9, 90	17, 170	25, 250	33, 330	41, 410	49, 490	57, 570
blue	2, 20	10, 100	18, 180	26, 260	34, 340	42, 420	50, 500	58, 580
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yellow	5, 50	13, 130	21, 210	29, 290	37, 370	45, 450	53, 530	61, 610
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orange	8, 80	16, 160	24, 240	32, 320	40, 400	48, 480	56, 560	64, 640

Only seen by the matched pair (**banana** and **magenta**).

# Important!

- Only **foods** make offers.
- Previous matches are broken if a **color** accepts a new offer.
- Payoffs for each round are computed from the final match in cents.
- The match for the round is made if:

**Either:** everyone is matched.

**Or:** no offers are left to make.

**Or:** no offers for one turn.

## End of a Round—Recording

At the end of each round, please record the details of that round on the provided sheet.

To ensure your privacy and the privacy of others in the experiment, please pull out the dividers as far as they will go.

If there are no questions, we will now begin the actual experiment.

**Good Luck!**