

Instructions

This is an experiment in the economics of decision making. The instructions are simple. You will likely earn more money if you read them carefully and understand them fully. Your earnings will be paid to you privately, in cash, at the end of today's session.

In every round of this experiment you will be part of a group of four bidders (you and three other bidders). Each round, a single item will be offered for sale to your group through an auction. Your value for the item will be shown on your computer screen. If you purchase the item, your earnings will be the difference between your value for the item and the purchase price. The rules of the auction, and how your value for the item is determined, are described below.

Your Value for the Item

At the beginning of each round, the computer randomly draws a value between \$0 and \$10 inclusively, which is your value for the item offered for sale. Each value between \$0 and \$10 is equally likely to be drawn. Figure 1, below, shows your screen if your value were, for example, \$6.53.

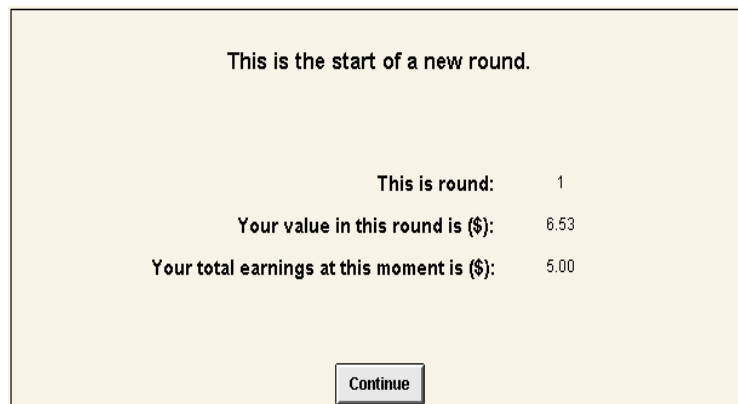


Figure-1

The computer also draws three other values, each between \$0 and \$10 (and with each value equally likely), one for each of the other three bidders in your group. Each bidder is informed only of his own value, and is not informed of the value of any other bidder in his group.

The Rules of the Auction

The auction begins after each bidder observes his value and clicks on the “Continue” button in the above screen. In the auction, the price starts at \$0 but increases by \$0.05 every 0.20 second. At any moment you may drop out of the auction by clicking on the “Drop Out” button on your screen. (Figure 2 shows, for example, your screen if the price has reached \$1.25, your value is \$6.53, and you have not yet dropped out.) If you drop out, your earnings for the current round are \$0. The auction ends as soon as three of the bidders in your group drop out. The remaining bidder wins the auction, and purchases the item at the price at which the last bidder dropped out. The winning bidder earns his value minus the purchase price.

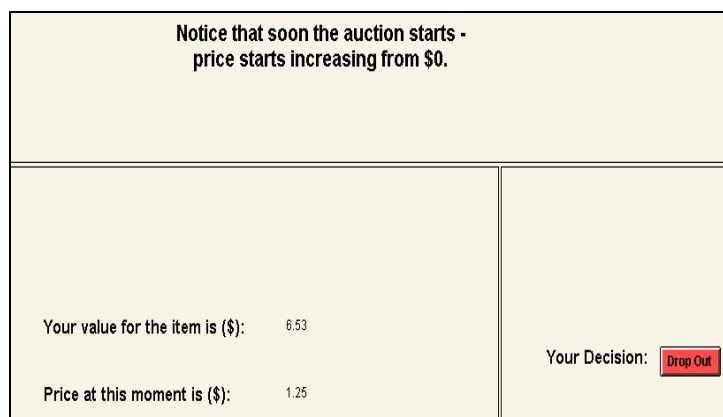


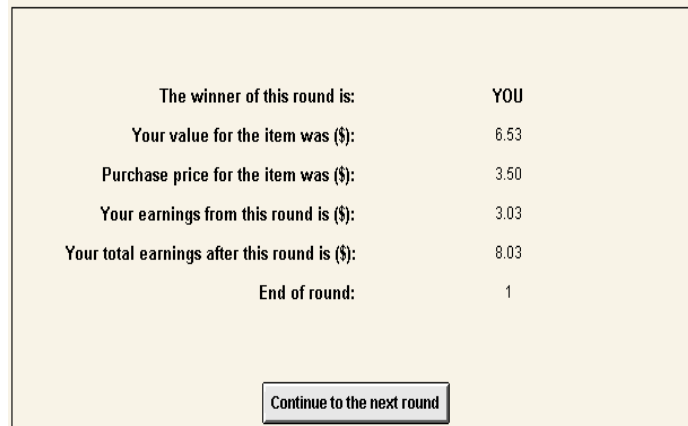
Figure-2

The Results of the Auction

At the end of each auction, you will be notified whether or not you won the item, the purchase price paid by the winner, and your earnings for the current auction. Your computer screen will display the total you have earned so far. (The total includes a \$5.00 starting balance you are given at the beginning of the experiment.) If your total earnings fall below \$0, then you will be declared “bankrupt,” your participation in the experiment will end, and a new participant will take your place. In that case your total earnings for the current experiment will be \$0. If you don’t go bankrupt, then you will be paid 80% of your total earnings at the end of today’s session.

$$\begin{array}{l} \textit{Your Actual Earnings} \\ \textit{from an Experiment} \end{array} = (\textit{Total Earnings from the Experiment}) \times 0.80$$

Figure 3, for example, shows your screen if you win the first auction, your value is \$6.53, and the purchase price is \$3.50. In this case, your earnings for the current auction would be \$3.03 ($=\$6.53 - \3.50). Your total earning, including your starting balance, would be \$8.03 ($=\$5.00 + \3.03).



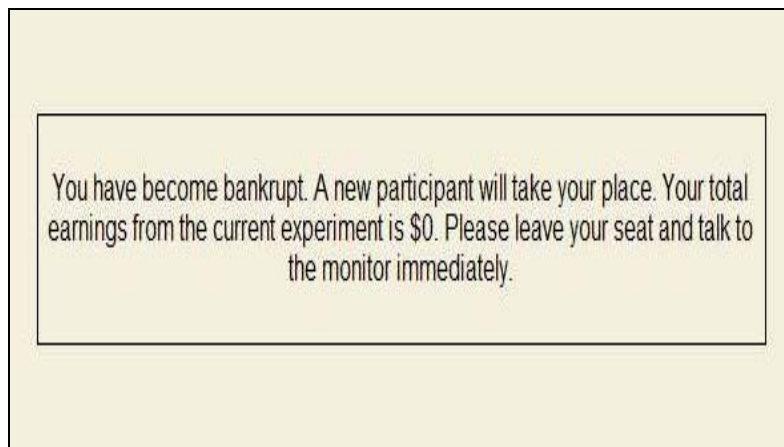
The screenshot shows a summary of the auction results. It lists the winner, the player's value for the item, the purchase price, the earnings from the round, and the total earnings after the round. The round ends with a 'Continue to the next round' button.

| | |
|---|------|
| The winner of this round is: | YOU |
| Your value for the item was (\$): | 6.53 |
| Purchase price for the item was (\$): | 3.50 |
| Your earnings from this round is (\$): | 3.03 |
| Your total earnings after this round is (\$): | 8.03 |
| End of round: | 1 |

Continue to the next round

Figure-3

Figure 4 shows your screen if your total earnings fall below \$0.



The screenshot displays a message indicating that the player has become bankrupt. The text states that a new participant will take their place and that their total earnings from the current experiment are \$0. The player is instructed to leave their seat and talk to the monitor immediately.

You have become bankrupt. A new participant will take your place. Your total earnings from the current experiment is \$0. Please leave your seat and talk to the monitor immediately.

Figure-4

Some Examples

Example 1: Suppose the third bidder drops out when the price reaches \$4.25 and you have not yet dropped out. Then you win the auction and pay \$4.25. Your earnings equal your value minus the \$4.25 purchase price, and may be either positive (when your value exceeds \$4.25) or negative (when your value is less than \$4.25). Every other bidder in your group earns zero.

Example 2: Suppose that you drop out at a price of \$5.50, and the third bidder drops out at a price of \$6.25. Then your earnings are zero. The last bidder remaining in the auction wins the item and pays a price of \$6.25. His earnings equal his value minus the \$6.25 purchase price.

You may not talk with any other participants during the experiment. If you have a question, please raise your hand and the lab monitor will come to answer your question.