

Online Appendix: Fairness is intuitive

Alexander W. Cappelen Ulrik H. Nielsen Bertil Tungodden
Jean-Robert Tyran Erik Wengström

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Abstract

Section A.1 presents our experimental instructions translated into English. Section A.2 provides robustness checks of the results presented in the paper.

A.1 Instructions

In this section, we present translated instructions from the experiment. The instructions were originally written in Danish. Subjects were able to review the instructions on later screens by clicking the respective button on the screen.

[Screen 1: Instructions for part 1]

Instructions for the experiment's first part

All participants in the experiment initially receive 75 DKK.

You are now involved in **2** decision situations.

In each situation, you will be randomly matched with another participant. (It will not be the same participant.)

Your decision

In one situation, you are the decision maker. **You must decide how you wish to divide the total amount that you and the other participant have been given ($75 + 75 = 150$ DKK) between the two of you.**

The initial situation is shown below.

[Continue]

[Screen 2: Instructions for part 2]

The other situation

In the other situation, he or she is the decision maker. He or she must make a similar decision about how he or she wants to divide the total amount that you have initially been given.

Figure A.1: Illustration explaining the initial situation in the Dictator Game



Translated text: “Udgangspunkt”=Initial situation. “Dig”=You. “Den anden”=The other one.

Outcome

Only one of the situations will be selected for payments. Both you and that other participant will be paid according to the decision made in that situation. It is equally likely that you will be paid according to the situation in which you are the decision maker as it is that you will be paid according to the situation in which the other participant is the decision maker.

[Go back] [Continue]

[Screen 3: Decision screen]

Your decision

Pick one of the options below and click **Submit decision**.

[See the instructions again] [Submit decision]

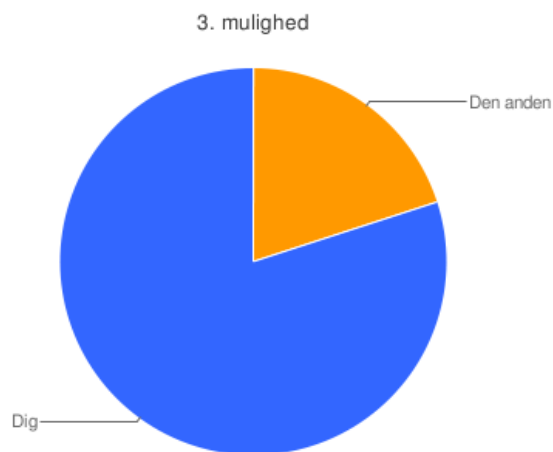
Figure A.2: Screenshot of the decision screen in the Dictator Game

	Fordeling (dig - den anden)	Du får	Den anden får	Din beslutning
1	100% - 0%	150 kr.	0 kr.	<input type="radio"/>
2	90% - 10%	135 kr.	15 kr.	<input type="radio"/>
3	80% - 20%	120 kr.	30 kr.	<input type="radio"/>
4	70% - 30%	105 kr.	45 kr.	<input type="radio"/>
5	60% - 40%	90 kr.	60 kr.	<input type="radio"/>
6	50% - 50%	75 kr.	75 kr.	<input type="radio"/>
7	40% - 60%	60 kr.	90 kr.	<input type="radio"/>
8	30% - 70%	45 kr.	105 kr.	<input type="radio"/>
9	20% - 80%	30 kr.	120 kr.	<input type="radio"/>
10	10% - 90%	15 kr.	135 kr.	<input type="radio"/>
11	0% - 100%	0 kr.	150 kr.	<input type="radio"/>

Translated text: “Fordeling (dig - den anden)”=Division (you - the other). “Du får”=You get. “Den anden får”=The other gets. “Din beslutning”=Your decision

Figure A.3: Screenshot of the decision screen in the Dictator Game after clicking 80-20

	Fordeling (dig - den anden)	Du får	Den anden får	Din beslutning
1	100% - 0%	150 kr.	0 kr.	<input type="radio"/>
2	90% - 10%	135 kr.	15 kr.	<input type="radio"/>
3	80% - 20%	120 kr.	30 kr.	<input checked="" type="radio"/>
4	70% - 30%	105 kr.	45 kr.	<input type="radio"/>
5	60% - 40%	90 kr.	60 kr.	<input type="radio"/>
6	50% - 50%	75 kr.	75 kr.	<input type="radio"/>
7	40% - 60%	60 kr.	90 kr.	<input type="radio"/>
8	30% - 70%	45 kr.	105 kr.	<input type="radio"/>
9	20% - 80%	30 kr.	120 kr.	<input type="radio"/>
10	10% - 90%	15 kr.	135 kr.	<input type="radio"/>
11	0% - 100%	0 kr.	150 kr.	<input type="radio"/>



Translated text: “Fordeling (dig - den anden)”=Division (you - the other). “Du får”=You get. “Den anden får”=The other gets. “Din beslutning”=Your decision. “3. mulighed”=3rd option. “Dig”=You. “Den anden”=The other one.

A.2 Robustness checks

In this section, we provide robustness checks of the results presented in the main paper. We make the following robustness checks:

Figure A.4: Figure 2 in the main paper, but with participants about whom we do not have background information included, too.

Table A.1: Regressions from Table 2 in the main paper, but with top-coding at 60 seconds.

Table A.2: Regressions from Table 2 in the main paper, but with top-coding at 240 seconds.

Table A.3: Regressions from Table 2 in the main paper, but with top-coding at 120 seconds and Tobit regression methods.

Table A.4: Regressions from Table 3 in the main paper, but with top-coding at 60 seconds.

Table A.5: Regressions from Table 3 in the main paper, but with top-coding at 240 seconds.

Table A.6: Regressions from Table 3 in the main paper, but with top-coding at 120 seconds and Tobit regression methods.

Table A.7: Regressions from Table 4 in the main paper, but with top-coding at 60 seconds.

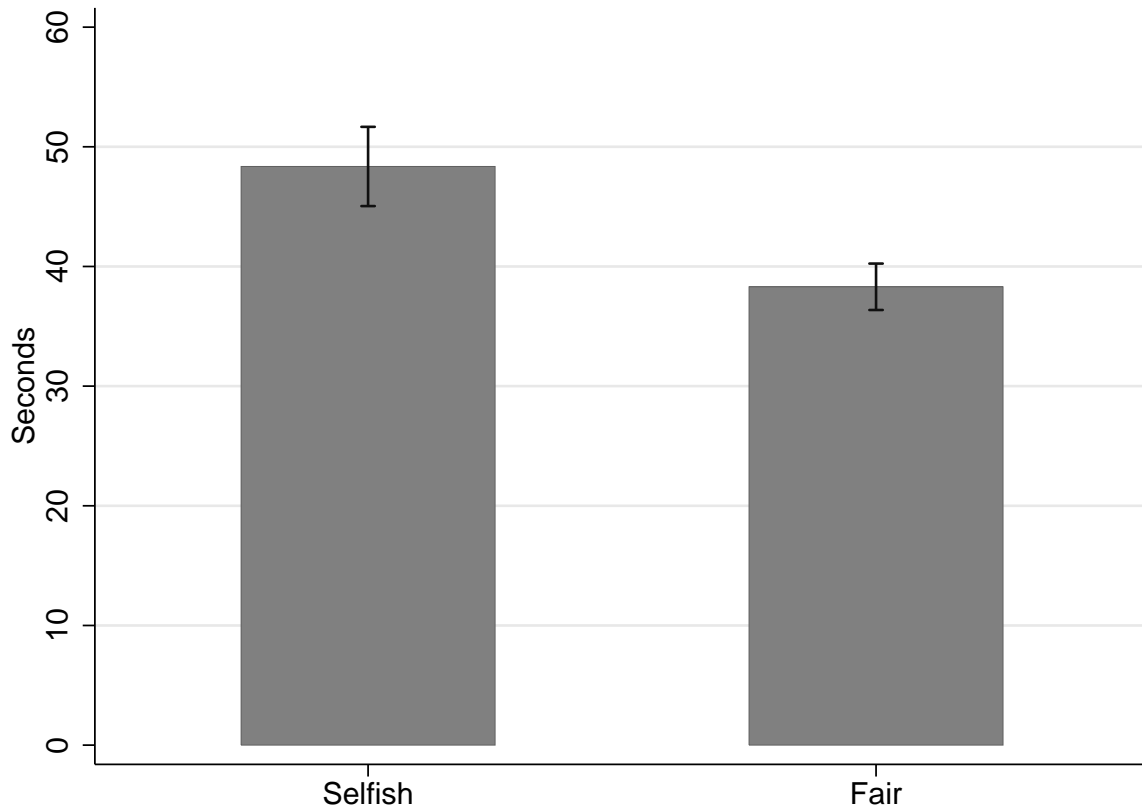
Table A.8: Regressions from Table 4 in the main paper, but with top-coding at 240 seconds.

Table A.9: Regressions from Table 4 in the main paper, but with top-coding at 120 seconds and Tobit regression methods.

For Tables A.1, A.4, and A.7 we note that the mean response time when top-coding at 60 seconds was 36.2 seconds ($\sigma = 16.9$). Likewise, for Tables A.2, A.5, and A.8 we note that the mean response time when top-coding at 240 seconds was 48.1 seconds ($\sigma = 44.7$). Tables A.3, A.6, and A.9 use the actual response time as the dependent variable, and not the normalized response time used in the main paper and in the other tables presented in this Appendix.

In Table A.10, we compare the response time of fair participants to all the others' response time, i.e. both the selfish participants and the trade-off participants. Similar to what was found in Table 2 in the main paper, we find that the average response time of the fair participants is 0.45 standard deviations lower than the average response time of the other participants.

Figure A.4: Average response time of the selfish and the fair



Note: The figure reports the average response time in seconds (top-coded at 120 seconds) for participants who shared nothing (selfish) or shared equally (fair) with the other participant. Standard errors are indicated. We have included all 1,565 participants' choices and response times for this figure. 25% of these shared nothing, while 52% shared half.

Table A.1: Regressions of response time, selfish and fair participants only

	(1)	(2)	(3)	(4)	(5)
Fair	-0.336*** (0.062)	-0.445*** (0.058)	-0.413*** (0.062)	-0.482*** (0.062)	-0.499*** (0.060)
Swiftness		-0.013*** (0.001)			-0.011*** (0.001)
Cognitive ability			-0.063*** (0.009)		-0.021** (0.010)
Age				0.019*** (0.002)	0.006*** (0.002)
Male				-0.014 (0.056)	0.004 (0.054)
Education				-0.026** (0.012)	-0.002 (0.012)
Constant	2.272*** (0.051)	3.298*** (0.089)	2.880*** (0.103)	1.848*** (0.190)	3.081*** (0.230)
Observations	1,154	1,154	1,154	1,154	1,154
R^2	0.025	0.159	0.062	0.095	0.172

Notes: OLS regressions. The dependent variable is the response time top-coded at 60 seconds divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have only included the selfish and the fair participants (1,154 participants). “Fair” is a dummy for giving half of the money sum to the other participant, “Swiftness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.2: Regressions of response time, selfish and fair participants only

	(1)	(2)	(3)	(4)	(5)
Fair	-0.245*** (0.055)	-0.324*** (0.053)	-0.292*** (0.056)	-0.337*** (0.056)	-0.347*** (0.055)
Swiftness		-0.010*** (0.001)			-0.009*** (0.001)
Cognitive ability			-0.038*** (0.008)		-0.010 (0.009)
Age				0.012*** (0.002)	0.003 (0.002)
Male				-0.032 (0.051)	-0.019 (0.050)
Education				-0.013 (0.011)	0.006 (0.011)
Constant	1.098*** (0.045)	1.845*** (0.082)	1.470*** (0.093)	0.785*** (0.173)	1.691*** (0.212)
Observations	1,154	1,154	1,154	1,154	1,154
R^2	0.017	0.107	0.034	0.051	0.110

Notes: OLS regressions. The dependent variable is the response time top-coded at 240 seconds divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have only included the selfish and the fair participants (1,154 participants). “Fair” is a dummy for giving half of the money sum to the other participant, “Swiftness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.3: Regressions of response time, selfish and fair participants only

	(1)	(2)	(3)	(4)	(5)
Fair	-10.49*** (2.00)	-13.67*** (1.89)	-12.50*** (2.00)	-14.54*** (2.01)	-14.90*** (1.94)
Swiftness		-0.39*** (0.03)			-0.34*** (0.04)
Cognitive ability			-1.66*** (0.30)		-0.45 (0.31)
Age				0.52*** (0.07)	0.16** (0.07)
Male				-0.74 (1.83)	-0.20 (1.76)
Education				-0.61 (0.38)	0.13 (0.38)
Constant	49.40*** (1.64)	79.96*** (2.91)	65.46*** (3.35)	35.94*** (6.16)	72.03*** (7.48)
Observations	1,154	1,154	1,154	1,154	1,154

Notes: Tobit regressions. The dependent variable is the response time in seconds top-coded at 120 seconds. Standard errors in parentheses. We have only included the selfish and the fair participants (1,154 participants). “Fair” is a dummy for giving half of the money sum to the other participant, “Swiftness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.4: Regressions of response time, trade-off participants only

	(1)	(2)	(3)	(4)	(5)
Share given	-0.179 (0.306)	0.003 (0.280)	-0.100 (0.294)	-0.056 (0.296)	0.033 (0.276)
Swiftness		-0.015*** (0.002)			-0.012*** (0.002)
Cognitive ability			-0.083*** (0.015)		-0.044*** (0.015)
Age				0.018*** (0.003)	0.006* (0.004)
Male				-0.091 (0.098)	-0.037 (0.092)
Education				-0.012 (0.021)	0.011 (0.020)
Constant	2.452*** (0.116)	3.477*** (0.160)	3.123*** (0.163)	1.766*** (0.334)	3.232*** (0.381)
Observations	354	354	354	354	354
R^2	0.001	0.172	0.085	0.086	0.209

Notes: OLS regressions. The dependent variable is the response time top-coded at 60 seconds divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have only included participants who did not choose either the selfish or the fair alternative (354 participants). “Share given” is the share of the endowment given to the other participant, “Swiftness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.5: Regressions of response time, trade-off participants only

	(1)	(2)	(3)	(4)	(5)
Share given	-0.435 (0.326)	-0.261 (0.304)	-0.345 (0.311)	-0.390 (0.322)	-0.282 (0.295)
Swiftiness		-0.014*** (0.002)			-0.013*** (0.002)
Cognitive ability			-0.095*** (0.015)		-0.070*** (0.016)
Age				0.013*** (0.004)	-0.002 (0.004)
Male				-0.129 (0.107)	-0.075 (0.099)
Education				0.036 (0.023)	0.061*** (0.021)
Constant	1.309*** (0.124)	2.290*** (0.174)	2.077*** (0.172)	0.271 (0.364)	2.136*** (0.407)
Observations	354	354	354	354	354
R^2	0.005	0.143	0.101	0.048	0.207

Notes: OLS regressions. The dependent variable is the response time top-coded at 240 seconds divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have only included participants who did not choose either the selfish or the fair alternative (354 participants). “Share given” is the share of the endowment given to the other participant, “Swiftiness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.6: Regressions of response time, trade-off participants only

	(1)	(2)	(3)	(4)	(5)
Share given	-15.68 (11.44)	-9.13 (10.52)	-12.54 (10.88)	-13.17 (11.15)	-9.28 (10.21)
Swiftiness		-0.52*** (0.07)			-0.46*** (0.07)
Cognitive ability			-3.35*** (0.55)		-2.24*** (0.56)
Age				0.56*** (0.12)	0.03 (0.13)
Male				-4.89 (3.71)	-2.87 (3.42)
Education				0.90 (0.80)	1.81** (0.74)
Constant	57.30*** (4.34)	94.22*** (6.11)	84.43*** (6.07)	20.81* (12.61)	84.59*** (14.14)
Observations	354	354	354	354	354

Notes: Tobit regressions. The dependent variable is the response time in seconds top-coded at 120 seconds. Standard errors in parentheses. We have only included participants who did not choose either the selfish or the fair alternative (354 participants). “Share given” is the share of the endowment given to the other participant, “Swiftiness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.7: Heterogeneity across age, gender, and education, selfish and fair participants only

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Fair	-0.336*** (0.062)	-0.361*** (0.089)	-0.436*** (0.101)	-0.396*** (0.095)	-0.402*** (0.093)	-0.403*** (0.090)	-0.557*** (0.149)
Swift		-0.559*** (0.098)					-0.466*** (0.106)
Fair × Swift		-0.117 (0.119)					-0.118 (0.130)
High cognitive ability			-0.398*** (0.107)				-0.277*** (0.107)
Fair × High cognitive ability			0.062 (0.128)				0.128 (0.128)
Young				-0.378*** (0.104)			-0.138 (0.110)
Fair × Young				-0.053 (0.125)			-0.005 (0.134)
Male					-0.062 (0.103)		-0.046 (0.098)
Fair × Male					0.122 (0.125)		0.077 (0.118)
Low education						-0.033 (0.102)	-0.085 (0.097)
Fair × Low education						0.121 (0.124)	0.059 (0.119)
Constant	2.272*** (0.051)	2.608*** (0.076)	2.541*** (0.088)	2.515*** (0.083)	2.308*** (0.078)	2.289*** (0.072)	2.896*** (0.128)
Observations	1,154	1,154	1,154	1,154	1,154	1,154	1,154
R ²	0.025	0.126	0.055	0.066	0.026	0.026	0.143

Notes: OLS regressions. The dependent variable is the response time top-coded at 60 seconds divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have only included the selfish and the fair participants (1,154 participants). “Fair” is a dummy for giving half of the money sum to the other participant, “Swift” is a dummy for being at or above median swift, “High cognitive ability” is dummy for scoring at or above the median in a 20-item progressive matrices test, “Young” is a dummy for being at or below the median age, “Male” is a dummy for being a male, and “Low education” is a dummy for having at or below the median years of education.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.8: Heterogeneity across age, gender, and education, selfish and fair participants only

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Fair	-0.245*** (0.055)	-0.343*** (0.082)	-0.352*** (0.091)	-0.373*** (0.086)	-0.312*** (0.083)	-0.340*** (0.080)	-0.611*** (0.138)
Swift		-0.460*** (0.090)					-0.382*** (0.098)
Fair × Swift		0.074 (0.109)					0.034 (0.120)
High cognitive ability			-0.300*** (0.096)				-0.200** (0.098)
Fair × High cognitive ability			0.112 (0.115)				0.109 (0.118)
Young				-0.338*** (0.094)			-0.147 (0.102)
Fair × Young				0.128 (0.113)			0.109 (0.124)
Male					-0.092 (0.092)		-0.078 (0.090)
Fair × Male					0.121 (0.112)		0.093 (0.109)
Low education						-0.119 (0.091)	-0.157* (0.089)
Fair × Low education						0.183* (0.111)	0.154 (0.109)
Constant	1.098*** (0.045)	1.374*** (0.070)	1.301*** (0.079)	1.315*** (0.075)	1.151*** (0.070)	1.157*** (0.064)	1.680*** (0.118)
Observations	1,154	1,154	1,154	1,154	1,154	1,154	1,154
R ²	0.017	0.069	0.032	0.037	0.018	0.019	0.081

Notes: OLS regressions. The dependent variable is the response time top-coded at 240 seconds divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have only included the selfish and the fair participants (1,154 participants). “Fair” is a dummy for giving half of the money sum to the other participant, “Swift” is a dummy for being at or above median swift, “High cognitive ability” is dummy for scoring at or above the median in a 20-item progressive matrices test, “Young” is a dummy for being at or below the median age, “Male” is a dummy for being a male, and “Low education” is a dummy for having at or below the median years of education.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.9: Heterogeneity across age, gender, and education, selfish and fair participants only

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Fair	-10.49*** (2.00)	-13.35*** (2.91)	-14.43*** (3.27)	-14.66*** (3.09)	-12.55*** (2.99)	-13.87*** (2.89)	-22.37*** (4.89)
Swift		-17.72*** (3.22)					-14.71*** (3.47)
Fair × Swift		0.85 (3.90)					-0.20 (4.25)
High cognitive ability			-11.86*** (3.47)				-7.92** (3.50)
Fair × High cognitive ability			3.80 (4.13)				4.40 (4.19)
Young				-13.03*** (3.38)			-5.48 (3.61)
Fair × Young				3.11 (4.07)			2.86 (4.38)
Male					-2.34 (3.32)		-1.79 (3.19)
Fair × Male					3.75 (4.03)		2.56 (3.86)
Low education						-3.62 (3.28)	-5.15 (3.17)
Fair × Low education						6.37 (4.00)	5.07 (3.87)
Constant	49.40*** (1.64)	60.02*** (2.50)	57.40*** (2.85)	57.79*** (2.71)	50.76*** (2.53)	51.20*** (2.31)	70.70*** (4.19)
Observations	1,154	1,154	1,154	1,154	1,154	1,154	1,154

Notes: Tobit regressions. The dependent variable is the response time in seconds top-coded at 120 seconds. Standard errors in parentheses. We have only included the selfish and the fair participants (1,154 participants). “Fair” is a dummy for giving half of the money sum to the other participant, “Swift” is a dummy for being at or above median swift, “High cognitive ability” is dummy for scoring at or above the median in a 20-item progressive matrices test, “Young” is a dummy for being at or below the median age, “Male” is a dummy for being a male, and “Low education” is a dummy for having at or below the median years of education.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A.10: Regressions of response time, all participants

	(1)	(2)	(3)	(4)	(5)
Fair	-0.350*** (0.049)	-0.428*** (0.046)	-0.388*** (0.049)	-0.439*** (0.049)	-0.454*** (0.047)
Swiftness		-0.012*** (0.001)			-0.011*** (0.001)
Cognitive ability			-0.062*** (0.008)		-0.027*** (0.008)
Age				0.016*** (0.002)	0.004* (0.002)
Male				-0.039 (0.048)	-0.011 (0.046)
Education				-0.011 (0.010)	0.014 (0.010)
Constant	1.558*** (0.036)	2.511*** (0.072)	2.123*** (0.078)	1.020*** (0.160)	2.291*** (0.192)
Observations	1,508	1,508	1,508	1,508	1,508
R^2	0.032	0.158	0.072	0.086	0.171

Notes: OLS regressions. The dependent variable is the response time (top-coded at 120 seconds) divided by the standard deviation of the response time (31.0 seconds). Standard errors in parentheses. We have included all the 1,508 participants. “Fair” is a dummy for giving half of the money to the other participant, “Swiftness” is measured as 120 seconds minus the time used (top-coded at 120 seconds) on answering a three-item questionnaire about age, gender, and educational attainment, “Cognitive ability” is the number of correct answers on a 20-item progressive matrices test, “Age” is the participant’s age in years, “Male” is a dummy for the participant being a male, and “Education” is the length of the participant’s education in years.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$