Appendices

Figure 1: Parent and Child Experimental Set-Up

In the Parent Room, Left – Cardboard privacy screens are used to obscure decisions of participants. In the Child Room, Right – Children participate one-on-one with an experimenter. Participant faces are obscured to protect confidentiality.

Appendix I: Parent Instructions and Sample Inserts

a) Order No Show/Show Instructions

PARENT ACTIVITY

You have received your $15 show up fee. Now we will start the activity

Instructions (a)

Welcome to the parent activity. In this activity we want to see the choices that people make. You will be making the choices on your own and in private. So it is very important that you remain silent and do not look at other people’s choices. If you have any questions, please raise your hand and I will come answer your questions in private.

What will we be doing? In the activity, you are going to divide $6 between yourself and a person with whom you’ve been paired – your match. You will be asked to make this decision four times (with four different matches). Each time, you may keep all or some of the money for yourself or share all or some of it with your match.

Examples:

You may keep $6 and give $0.
You may keep $4 and give $2.
You may keep $3 and give $3.
You may keep $2 and give $4.
You may keep $1 and give $5.
You may keep $0 and give $6.

You will never be matched with the same person more than one time, and no one else from the activity will be matched with the same person you are matched with.
You will get to take home the cash you choose to keep. You will get $6 dollars for each of the four matches to divide between yourself and your match. You will put the dollars that you want to keep in your white envelope, and the dollars that you want to give to your match in the green envelope for your match. Your match will receive the green envelope, which will contain the dollars that you chose to send him/her.

**How do you know who you are matched with?** You will not know who you are matched with, since your match is anonymous. But you will know some information about the match. You will find out whether your match is male or female, and will get some information about the suburb in which your match lives. Also all of the matches are parents of preschool and elementary school children who did not (and will not) get a chance to do this activity.

The match will not know anything about you. The match will only get the letter that you will put in the green envelope about the activity and will get what you sent them.

There will be two rounds – in each round, you make the decision for two different matches. So – you will have four different matches during the activity today.

You have two big envelopes – after each round, that’s where you’ll put your dollars. The “SEND” envelope is for the matches. Please put your GECC ID sticker on your SEND envelope. The “KEEP” envelope is for you – please put your GECC ID sticker on your KEEP envelope.

**ROUND ONE**

In Round 1, you get to decide for two different matches. Anything you do in the round will not be revealed to teachers and administrators.

In this round, some children from today’s activity may be shown the choices that you made before they make their choices in the child activity right after this. However, your own child will not see the choices you made for this round.

We will pass around one set of materials for each of your matches.

**In each set you have:**

- A white envelope that will be the envelope for you. The dollars you put in this envelope will be yours to keep.
- A green envelope for the match, with information about this match
- A letter to put into the green envelope for the match
- $6 for this match decision

Please read the information about your match carefully – it will be the only thing you get to find out about your match!

You got $6 to divide between you and one match, and $6 to divide between you and the other match. Make sure you don’t mix up the money – you have two separate sets.

Go ahead and put the amount you want to keep in your white envelope, and the amount you want to give to your match in the green envelope for each match separately. Please do this in private and don’t talk to anyone about your choice. Remember, the only thing you know about your match is some information about him/her – that’s taped to the front of the envelope.

Okay – is everyone finished? Great. Please place both of your white envelopes in the big folder with your name on it. Put the green envelopes in the SEND folder.

**ROUND TWO**
In Round 2, you again get to decide for two different matches, the same as you did in round 1. You will have two different sets of materials.

Anything you do in this round will not be revealed to teachers and administrators.

But there is one difference in round 2.

In this round we will show your child the choices you made before he/she makes some of his/her choices in the child activity that’s just getting started.

We will pass around one set of materials for each of your matches.

In each set you have:

- A white envelope that will be the envelope for you. The dollars you put in this envelope will be yours to keep.
- A green envelope for the match, with information about this match
- A letter to put into the green envelope for the match
- $6 for this match decision

Please read the information about your match carefully – it will be the only thing you get to find out about your match!

You got $6 to divide between you and one match, and $6 to divide between you and the other match. Make sure you don’t mix up the money – you have two separate sets.

Go ahead and put the amount you want to keep in your white envelope, and the amount you want to give to your match in the green envelope for each match separately. Please do this in private and don’t talk to anyone about your choice. Remember, the only thing you know about your match is some information about him/her – that’s taped to the front of the envelope.

Okay – is everyone finished? Great. Please place both of your white envelopes in the big folder with your GECC ID on it. Pass the SEND envelope to the front and we will collect it.

**b) Sample Information Sets, Rich and Poor, Female**

**INFORMATION ABOUT THIS MATCH:**

<table>
<thead>
<tr>
<th>Gender: Female</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Lives in a neighborhood where yearly incomes vary around the mid-point of $88,193. This income means that there is about $48,105 for each person in a family.</td>
<td></td>
</tr>
<tr>
<td>Lives in a neighborhood where 96% of people own their home and the average cost of a home is $268,700.</td>
<td></td>
</tr>
</tbody>
</table>

**INFORMATION ABOUT THIS MATCH:**

<table>
<thead>
<tr>
<th>Gender: Female</th>
<th></th>
</tr>
</thead>
</table>
Lives in a neighborhood where yearly incomes vary around the mid-point of $39,116. This income means that there is about $15,924 for each person in a family.

Lives in a neighborhood where 65% of people own their home and the average cost of a home is $133,300.

c) Letter for Match – Parents included this letter in the “send” envelope. The letter shows the participant that his/her information is not revealed.

Dear Parent,

You are receiving an envelope sent by a parent at the Griffin Early Childhood Center (GECC) who participated in an activity.

The parent got $6 from the GECC, and chose how many dollars to keep, and how many dollars to send to you. The parent did not know who you are, just like you will not know who the parent is.

We do not know if your envelope contains any money, but we hope that you enjoy this gift if it does!

Sincerely,
- The Griffin Early Childhood Center

If you are interested in learning more about our programs, please visit X or call X.

Appendix II: Child Instructions and Displays
a) Child Instructions Examples – Rich, Poor, Adult Influence

Rich Girl – (Rounds ½)

*Let’s pick the stickers you will play with in the first game. Which sticker pack do you want to play with* [SHOW ALL STICKER PACKS].

Here is a picture of a girl from another school. This girl has a lot of toys to play with at her home. Do you see her toys in the picture? Show me where they are. This girl didn’t get to play the game today.

Here are some stickers. [PUT 6 STICKERS ON TABLE] They are yours now. You are going to decide how many to keep, and how many to send to this girl. You can keep as many of your stickers as you want, and you can send none, some, or all of your stickers to her. It is up to you how many you keep and how many you send.

Any stickers you keep, you will put them on your plate, here. Any stickers you want to send to this other girl, you will put them on her plate, here. You get to take home the stickers on your plate, and this girl will take home the stickers on her plate.
Can you show me which plate is your plate?

(That’s right, this is your plate. You take home the stickers in this plate— we’ll put them in your bag for you).

Can you show me which plate is the other girl’s plate?

(That’s right, this the other girl’s plate. The other girl takes home the stickers in this plate— we’ll put them in her bag).

Okay, go ahead and decide where to put the stickers, on your plate or on the other girls’ plate, who has a lot of toys. Remember, it is up to you what you decide!

....

Great job, now I am going to put the stickers from your plate in YOUR BAG and the stickers from the other girl’s plate in HER BAG to send to her.

Let’s go on to the next one.

Poor Girl (Rounds ½)

Let’s pick the stickers you will play with in the first game. Which sticker pack do you want to play with

[SHOW ALL STICKER PACKS].

Here is a picture of a girl from a different school than your school. This girl does not have a lot of toys to play with at her home. Do you see her toys in the picture? Show me where they are. This girl didn’t get to play the game today.

Here are some stickers. [PUT 6 STICKERS ON TABLE] They are yours now. You are going to decide how many to keep, and how many to send to the other girl. You can keep as many of your stickers as you want, and you can send none, some, or all of your stickers to the other girl. It is up to you how many you keep and how many you send.

Any stickers you keep, you will put them on your plate, here. Any stickers you want to send to the other girl, you will put them on her plate, here. You get to take home the stickers on your plate, and the other girl will take home the stickers on her plate.

Can you show me which plate is your plate?

(That’s right, this is your plate. You take home the stickers in this plate— we’ll put them in your bag for you).

Can you show me which plate is the other girl’s plate?

(That’s right, this is the other girl’s plate. The other girl takes home the stickers in this plate— we’ll put them in her bag).

Okay, go ahead and decide where to put the stickers, on your plate or on the other girls’ plate, who doesn’t have many toys. Remember, it is up to you what you decide!
Great job, now I am going to put the stickers from your plate in YOUR BAG and the stickers from the other girl’s plate in HER BAG to send to her.

Let’s go on to the next one.

An Adult Influence, Poor Girl (Rounds ¾)

Let’s pick the stickers you will play with in the first game. Which sticker pack do you want to play with
[SHOW ALL STICKER PACKS].

Here is a picture of a girl from a different school than your school. This girl does not have a lot of toys to play with at her home. Do you see her toys in the picture? Show me where they are. This girl didn’t get to play the game today.

Here are some stickers. [PUT 6 STICKERS ON TABLE] They are yours now. You are going to decide how many to keep, and how many to send to the other girl. You can keep as many of your stickers as you want, and you can send none, some, or all of your stickers to the other girl. It is up to you how many you keep and how many you send.

Any stickers you keep, you will put them on your plate, here. Any stickers you want to send to the other girl, you will put them on her plate, here. You get to take home the stickers on your plate, and the other girl will take home the stickers on her plate.

Can you show me which plate is your plate?

(That’s right, this is your plate. You take home the stickers in this plate – we’ll put them in your bag for you).

Can you show me which plate is the other girl’s plate?

(That’s right, this is the other girl’s plate. The other girl takes home the stickers in this plate – we’ll put them in her bag.).

But before you make your own choice, I want to tell you that other people played a similar game before you. They did not play the game with the girl you played with but with similar people. Here is what another adult did (show animation)

Okay, go ahead and decide where to put the stickers, on your plate or on the other girls’ plate, who doesn’t have many toys. Remember, it is up to you what you decide!

Great job, now I am going to put the stickers from your plate in YOUR BAG and the stickers from the other girl’s plate in HER BAG to send to her.

b) Child Instructions Screens – Poor, Rich girls
c) Influence Video – available upon request