Information Avoidance and Image Concerns

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Abstract

A rich literature finds that individuals avoid information, even information that is instrumental to their choices. A common hypothesis posits that individuals strategically avoid information to hold particular beliefs or to take certain actions—such as behaving selfishly—with lower image costs. Building off of the classic "moral wiggle room" design, this paper provides the first direct test of whether individuals avoid information *because of* image concerns. We analyze data from 4,626 experimental subjects. We find that image concerns play a role in driving information avoidance, but a role that is substantially smaller than the common approach in the literature would suggest. The large majority (66% to 81%) of information avoidance remains when image concerns cannot drive avoidance. We find evidence for other reasons why individuals avoid information, such as a desire to avoid interpersonal tradeoffs, a desire to avoid bad news, laziness, inattention, and confusion.

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APPENDICES (FOR ONLINE PUBLICATION ONLY)

A Experimental Instructions

This paper involved four studies. Section A.1 presents the full instructions for Study 1. Section A.2 presents the full instructions for Study 2. Section A.3 presents the full instructions for Study 3. Section A.4 presents the full instructions for Study 4. We present the instructions and details of these studies by showing screenshots of our instructions and decision screens. While not shown in these screenshots—to facilitate readability (i.e., to allow the screenshots to be zoomed-in on the text)—each screen had a red arrow in the bottom right corner that subjects had to actively click to advance to the next page.

A.1 Experimental Instructions for Study 1

Participants in Study 1 were randomly assigned to 1 of 8 conditions that arise from (*Hidden Information*, *Known Information*) x (*Self/Other*, *Other/Other*) x (*Unaligned* state, *Aligned* state).

After consenting to participate in the study, subjects are informed of the $0.50 study completion fee and of the opportunity to earn additional payment. Figure A.1 shows how this payment information is explained and the corresponding comprehension question that each subject must answer correctly in order to proceed.

Figure A.1: Payment Information

Your payment: To complete this study, you must make one decision in a game and answer a short survey. For completing this study, you are guaranteed to receive 50 cents within 24 hours. Additional payment may also be given to you and/or other MTurk workers.

In particular, *after* all MTurk workers who are recruited for this study complete it, groups of three MTurk workers will be randomly formed. The other two MTurk workers in your group will be called "Player Y" and "Player Z." One member of each group will be randomly selected to be the "decision maker" in the game. Any additional payments that result from the decision made by the decision maker in the game will then be distributed within two weeks.

Understanding Question: Which of the following statements is true?

My decision will influence the additional payments from this study.

My decision will NOT influence the additional payments from this study.

My decision will influence the additional payments from this study if I am randomly selected to be the decision maker in my group.

Participants were then provided with instructions about their decisions and asked to answer comprehension questions. Figures A.2–A.5 show the instructions and comprehension questions for each of the respective *Known Information* conditions. Figures A.6–A.7 show the instructions and comprehension questions for the *Hidden Information* conditions.

Figure A.2: Known Information x Self/Other x Aligned State, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **60 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Understanding Question: You will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.3: Known Information x Self/Other x Unaligned State, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **60 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

Understanding Question: You will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.4: Known Information x Other/Other x Aligned State, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **60 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Understanding Question: Player Y will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.5: Known Information x Other/Other x Unaligned State, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **60 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

Understanding Question: Player Y will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.6: Hidden Information x Self/Other, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **60 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Understanding Question: You will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Figure A.7: Hidden Information x Other/Other, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **60 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Understanding Question: Player Y will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Participants were then reminded of the instructions and asked to make their decisions. Figures A.8–A.11 show the decision screens for each of the *Known Information* conditions. Figures A.12–A.13 show the decision screens for each of the *Hidden Information* conditions. If participants in those conditions choose to Reveal Player Z's payoffs, then the state was revealed and they were asked to make their decision on the next page, as shown below in Figures A.14–A.17.

Figure A.8: Known Information x Self/Other x Aligned State, Decision

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **60 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive 60 cents, and Player Z will receive 50 cents.
- If you choose **B**, you will receive 50 cents, and Player Z will receive 10 cents.

A B

Figure A.9: Known Information x Self/Other x Unaligned State, Decision

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **60 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive 60 cents, and Player Z will receive 10 cents.
- If you choose **B**, you will receive 50 cents, and Player Z will receive 50 cents.

A B

Figure A.10: Known Information x Other/Other x Aligned State, Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **60 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 60 cents, and Player Z will receive 50 cents.
- If you choose **B**, Player Y will receive 50 cents, and Player Z will receive 10 cents.

A B

Figure A.11: Known Information x Other/Other x Unaligned State, Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **60 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 60 cents, and Player Z will receive 10 cents.
- If you choose **B**, Player Y will receive 50 cents, and Player Z will receive 50 cents.

A B

Figure A.12: Hidden Information x Self/Other, Decision

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **60 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) or instead indicate that you would like to make your decision after being informed of which game you are in (by choosing Reveal Player Z's Payoffs) given that:

- If you choose **A**, you will receive 60 cents regardless of which game you are in, and Player Z will receive 10 cents if you are in GAME 1 or 50 cents if you are in GAME 2.
- If you choose **B**, you will receive 50 cents regardless of which game you are in, and Player Z will receive 50 cents if you are in GAME 1 or 10 cents if you are in GAME 2.
- If you choose **Reveal Player Z's Payoffs**, information on the next page will reveal whether you are in GAME 1 or GAME 2 and thus will reveal the exact payoffs that Player Z will receive if you choose A or B. After this information is revealed, you will choose between A and B.

A | B | Reveal Player Z's Payoffs

Figure A.13: Hidden Information x Other/Other, Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **60 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	60 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	60 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) or instead indicate that you would like to make your decision after being informed of which game you are in (by choosing Reveal Player Z's Payoffs) given that:

- If you choose **A**, Player Y will receive 60 cents regardless of which game you are in, and Player Z will receive 10 cents if you are in GAME 1 or 50 cents if you are in GAME 2.
- If you choose **B**, Player Y will receive 50 cents regardless of which game you are in, and Player Z will receive 50 cents if you are in GAME 1 or 10 cents if you are in GAME 2.
- If you choose **Reveal Player Z's Payoffs**, information on the next page will reveal whether you are in GAME 1 or GAME 2 and thus will reveal the exact payoffs that Player Z will receive if you choose A or B. After this information is revealed, you will choose between A and B.

A | B | Reveal Player Z's Payoffs

Figure A.14: Hidden Information x Self/Other x Aligned Condition, After Revealing Player Z's Payoffs

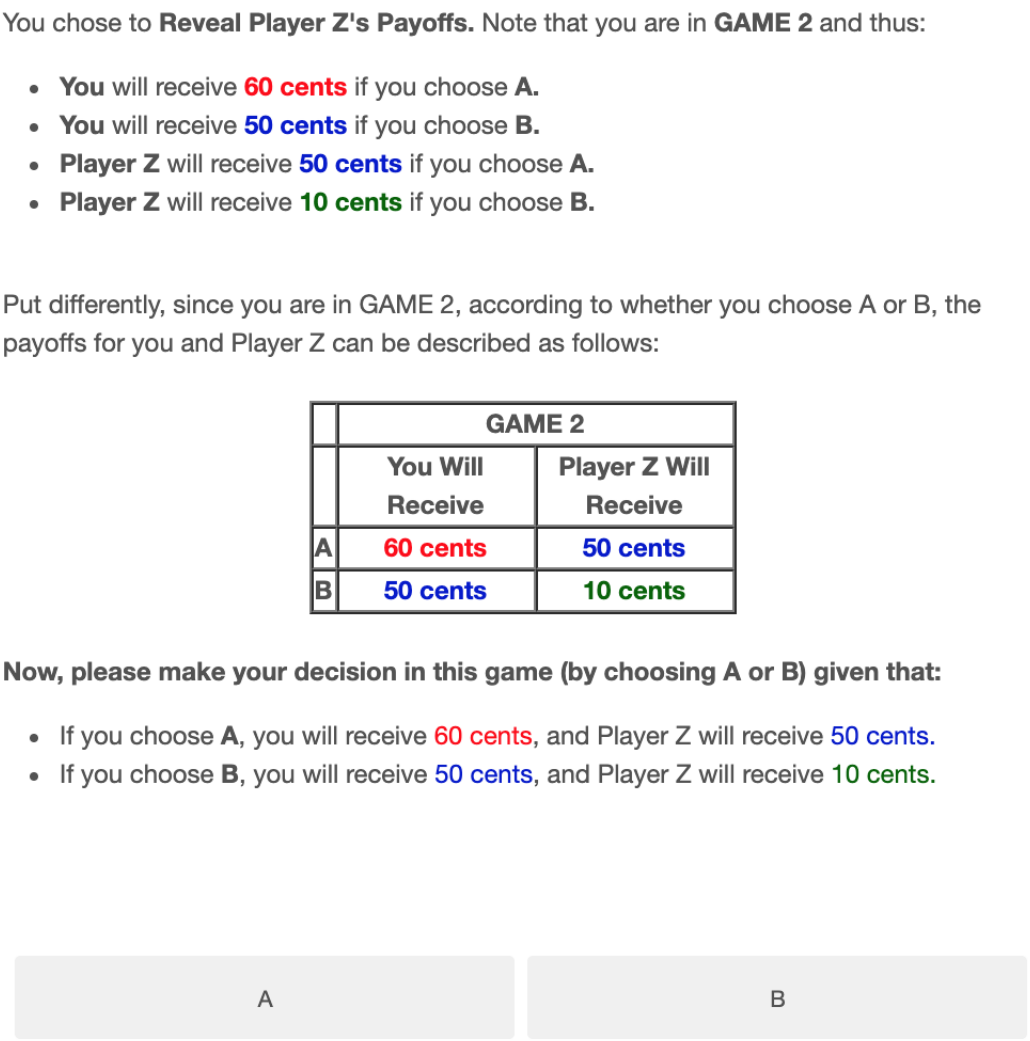


Figure A.15: Hidden Information x Self/Other x Unaligned State, After Revealing Player Z's Payoffs

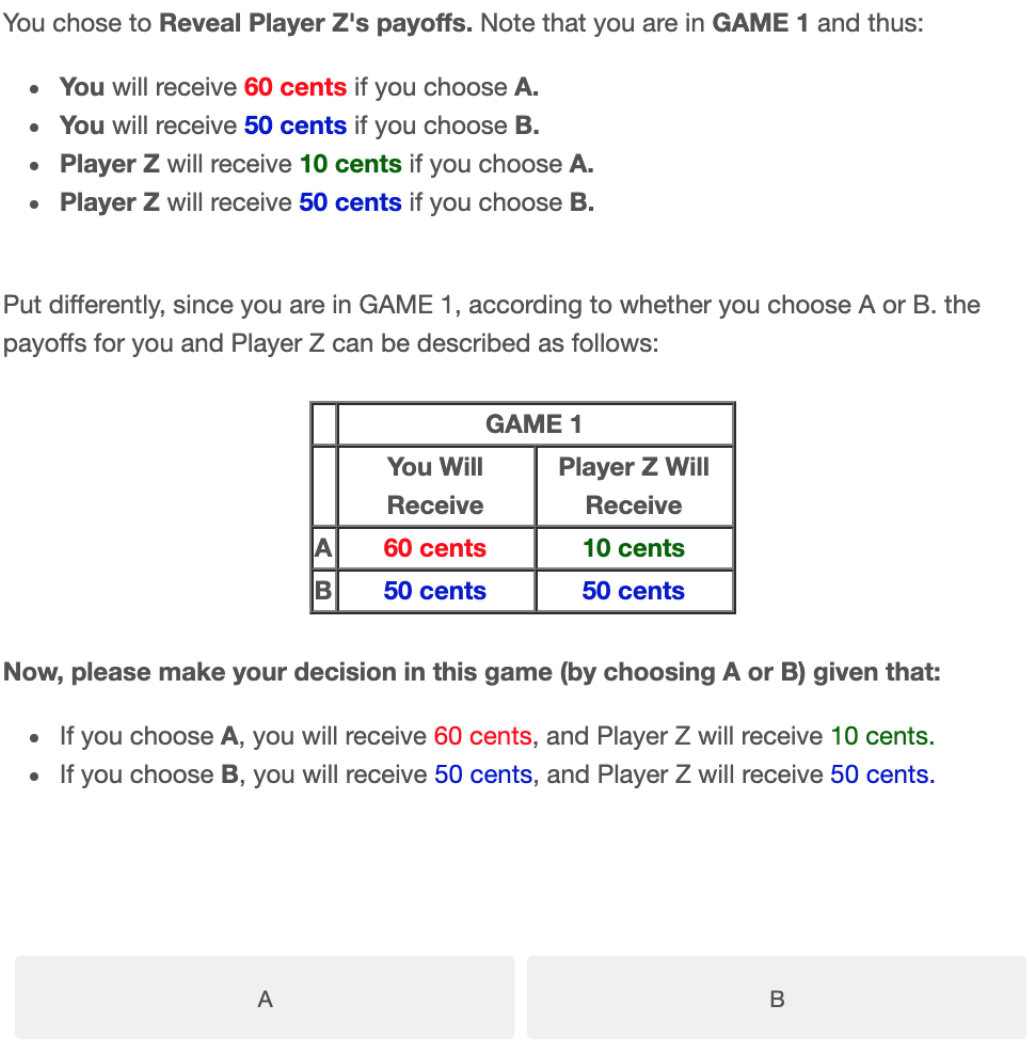


Figure A.16: Hidden Information x Other/Other x Aligned State, After Revealing Player Z's Payoffs

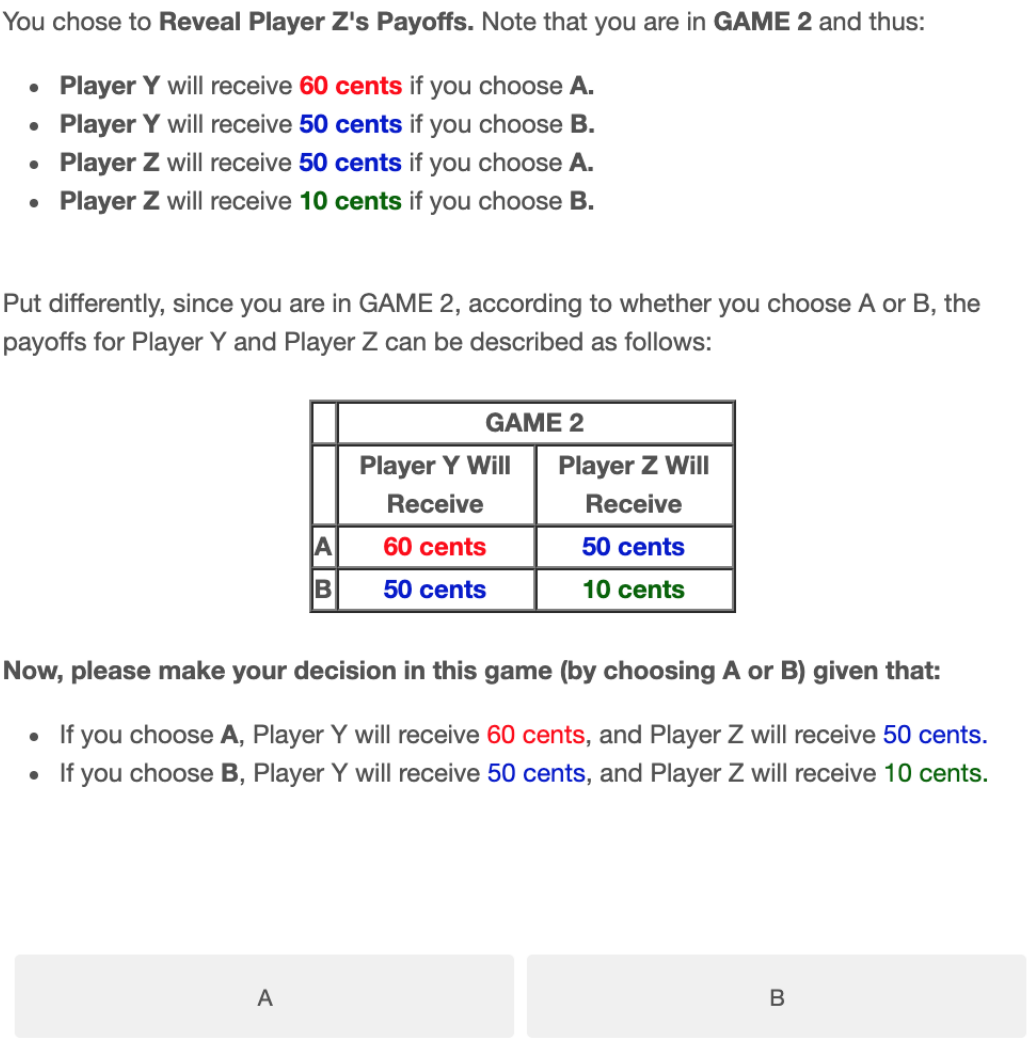


Figure A.17: Hidden Information x Other/Other x Unaligned State, After Revealing Player Z's Payoffs

You chose to **Reveal Player Z's payoffs.** Note that you are in **GAME 1** and thus:

- **Player Y** will receive **60 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, since you are in GAME 1, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	**Player Z Will Receive**
A	**60 cents**	**10 cents**
B	**50 cents**	**50 cents**

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 60 cents, and Player Z will receive 10 cents.
- If you choose **B**, Player Y will receive 50 cents, and Player Z will receive 50 cents.

A B

A.2 Experimental Instructions for Study 2

Participants in Study 2 were randomly assigned to assigned to 1 of 16 conditions. The first set of 8 involved the same condition in Study 1, which we call the "Classic Payoffs" conditions that arise from (*Hidden Information*, *Known Information*) x (*Self/Other*, *Other/Other*) x (*Unaligned* state, *Aligned* state). The second set of 8 conditions involved new conditions, which we call "New Payoffs" that arise from (*Hidden Information*, *Known Information*) x (*Self/Other–New*, *Other/Other–New*) x (*Aligned State 1*, *Aligned State 2*). See Section A.1 for the conditions that were also included in Study 1. In what follows, we will describe the 8 new conditions.

After consenting to participate in the study, subjects are informed of the $0.50 study completion fee and of the opportunity to earn additional payment equivalent to Study 1 (as shown in Figure A.1). Participants were then provided with instructions about their decision and asked to answer comprehension questions. Figures A.18–A.23 show the instructions and comprehension questions for each of the respective conditions.

Figure A.18: Known Information x Self/Other–New x Aligned State 1, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **50 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Understanding Question: You will receive more money if. . .

you choose A.

you choose B.

None of the above. You will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.19: Known Information x Self/Other–New x Aligned State 2, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **50 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

Understanding Question: You will receive more money if. . .

you choose A.

you choose B.

None of the above. You will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.20: Known Information x Other/Other–New x Aligned State 1, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **50 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Understanding Question: Player Y will receive more money if. . .

you choose A.

you choose B.

None of the above. Player Y will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.21: Known Information x Other/Other–New x Aligned State 2, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **50 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

Understanding Question: Player Y will receive more money if. . .

you choose A.

you choose B.

None of the above. Player Y will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.22: Hidden Information x Self/Other–New, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **50 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Understanding Question: You will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.
- None of the above. You will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Figure A.23: Hidden Information x Other/Other–New, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **50 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Understanding Question: Player Y will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.
- None of the above. Player Y will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Participants were then reminded of the instructions and asked to make their decisions. Figures A.24–A.29 show the decision screens for each of the conditions. If participants in those conditions choose to Reveal Player Z's payoffs, the state was revealed on the next page and they were asked to make their decision, as shown below in Figures A.30–A.33.

Figure A.24: Known Information x Self/Other–New x Aligned State 1, Decision

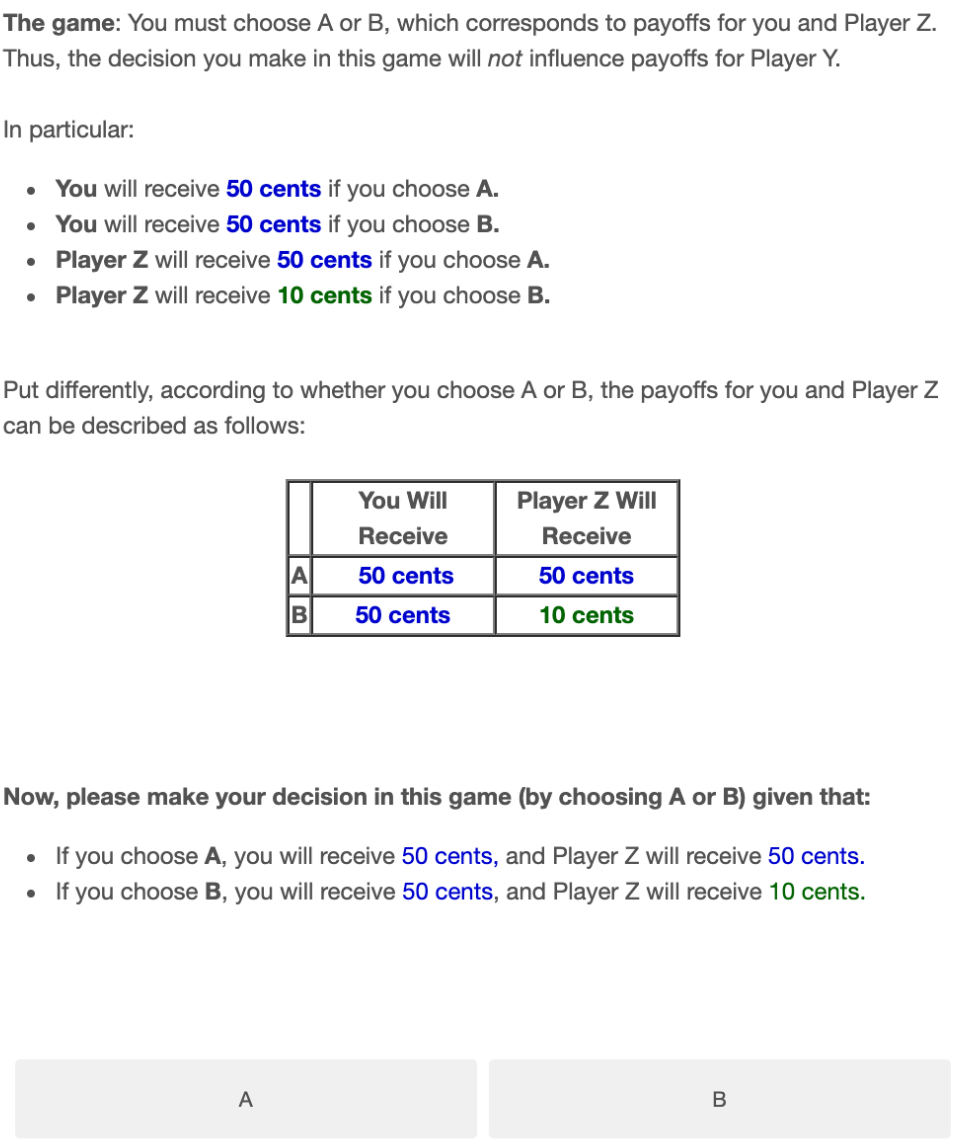


Figure A.25: Known Information x Self/Other–New x Aligned State 2, Decision

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **50 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive 50 cents, and Player Z will receive 10 cents.
- If you choose **B**, you will receive 50 cents, and Player Z will receive 50 cents.

A B

Figure A.26: Known Information x Other/Other–New x Aligned State 1, Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **50 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 50 cents, and Player Z will receive 50 cents.
- If you choose **B**, Player Y will receive 50 cents, and Player Z will receive 10 cents.

A B

Figure A.27: Known Information x Other/Other–New x Aligned State 2, Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **50 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	**50 cents**	**10 cents**
B	**50 cents**	**50 cents**

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 50 cents, and Player Z will receive 10 cents.
- If you choose **B**, Player Y will receive 50 cents, and Player Z will receive 50 cents.

A B

Figure A.28: Hidden Information x Self/Other–New, Decision

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **50 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) or instead indicate that you would like to make your decision after being informed of which game you are in (by choosing Reveal Player Z's Payoffs) given that:

- If you choose **A**, you will receive 50 cents regardless of which game you are in, and Player Z will receive 10 cents if you are in GAME 1 or 50 cents if you are in GAME 2.
- If you choose **B**, you will receive 50 cents regardless of which game you are in, and Player Z will receive 50 cents if you are in GAME 1 or 10 cents if you are in GAME 2.
- If you choose **Reveal Player Z's Payoffs**, information on the next page will reveal whether you are in GAME 1 or GAME 2 and thus will reveal the exact payoffs that Player Z will receive if you choose A or B. After this information is revealed, you will choose between A and B.

A | B | Reveal Player Z's Payoffs

Figure A.29: Hidden Information x Other/Other–New, Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **50 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) or instead indicate that you would like to make your decision after being informed of which game you are in (by choosing Reveal Player Z's Payoffs) given that:

- If you choose **A**, Player Y will receive 50 cents regardless of which game you are in, and Player Z will receive 10 cents if you are in GAME 1 or 50 cents if you are in GAME 2.
- If you choose **B**, Player Y will receive 50 cents regardless of which game you are in, and Player Z will receive 50 cents if you are in GAME 1 or 10 cents if you are in GAME 2.
- If you choose **Reveal Player Z's Payoffs**, information on the next page will reveal whether you are in GAME 1 or GAME 2 and thus will reveal the exact payoffs that Player Z will receive if you choose A or B. After this information is revealed, you will choose between A and B.

A | B | Reveal Player Z's Payoffs

Figure A.30: Hidden Information x Self/Other–New x Aligned State 1, After Revealing Player Z's Payoffs

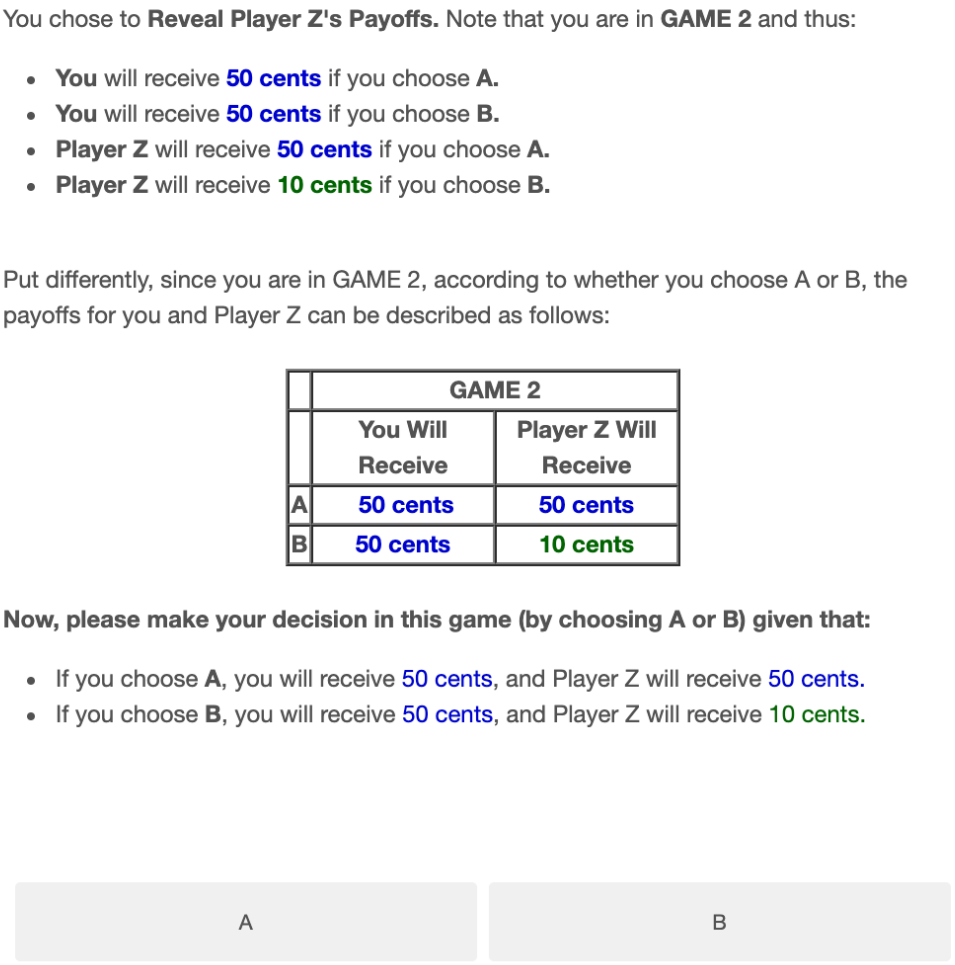


Figure A.31: Hidden Information x Self/Other–New x Aligned State 2, After Revealing Player Z's Payoffs

You chose to **Reveal Player Z's payoffs.** Note that you are in **GAME 1** and thus:

- **You** will receive **50 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, since you are in GAME 1, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive 50 cents, and Player Z will receive 10 cents.
- If you choose **B**, you will receive 50 cents, and Player Z will receive 50 cents.

A B

Figure A.32: Hidden Information x Other/Other–New x Aligned State 1, After Revealing Player Z's Payoffs

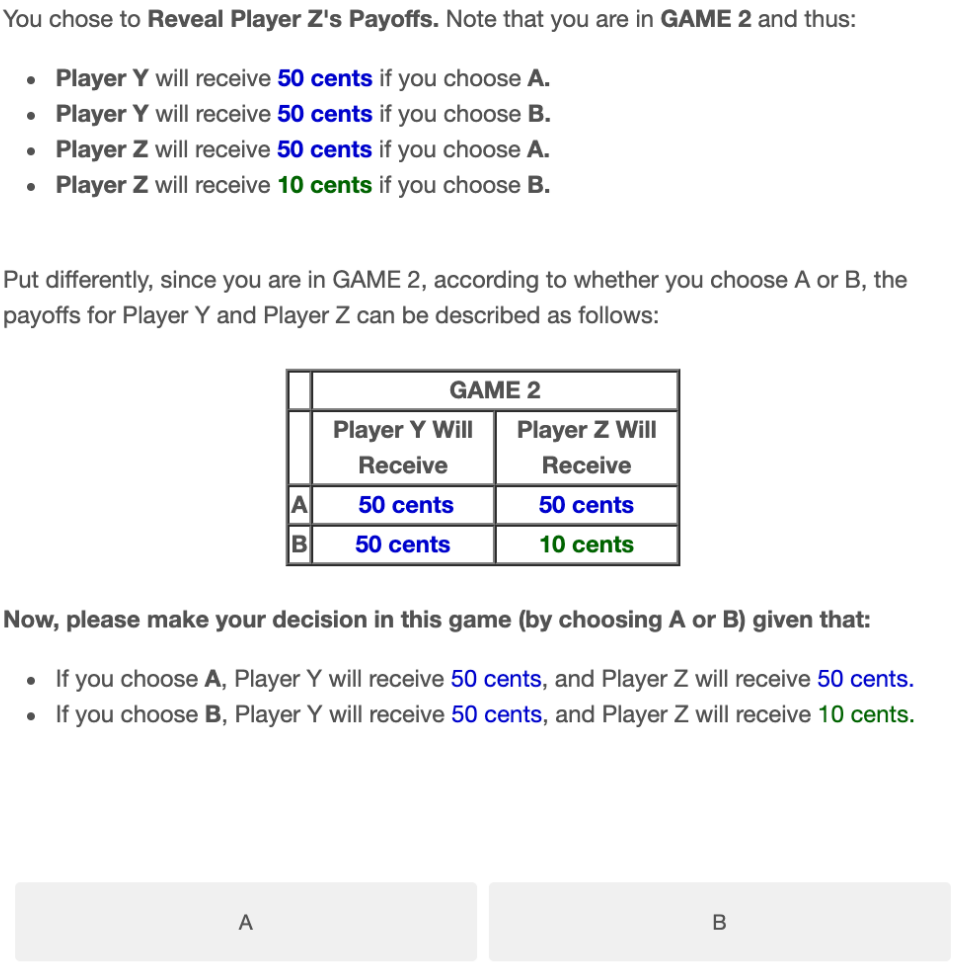


Figure A.33: Hidden Information x Other/Other–New x Aligned State 2, After Revealing Player Z's Payoffs

You chose to **Reveal Player Z's payoffs.** Note that you are in **GAME 1** and thus:

- **Player Y** will receive **50 cents** if you choose **A.**
- **Player Y** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **10 cents** if you choose **A.**
- **Player Z** will receive **50 cents** if you choose **B.**

Put differently, since you are in GAME 1, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	**Player Z Will Receive**
A	**50 cents**	**10 cents**
B	**50 cents**	**50 cents**

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 50 cents, and Player Z will receive 10 cents.
- If you choose **B**, Player Y will receive 50 cents, and Player Z will receive 50 cents.

A B

A.3 Experimental Instructions for Study 3

Participants in Study 3 were randomly assigned to 1 of 20 conditions. The first set of 16 conditions are exactly the same as the 16 conditions in Study 2. The additional 4 conditions were new conditions, which we call "New Payoffs with Active Choice" that arise from (*Hidden Information*) x (*Self/Other–Active*, *Other/Other–Active*) x (*Aligned State 1*, *Aligned State 2*). See Sections A.1 and A.2 to learn more about the other conditions included in Study 3. In what follows, we will describe the 4 new conditions.

After consenting to participate in the study, subjects are informed of the $0.50 study completion fee and of the opportunity to earn additional payment (as shown in Figure A.34). Participants were then provided with instructions about their decision and asked to answer comprehension questions. Figures A.35–A.36 show the instructions and comprehension questions for each of the new conditions.

Figure A.34: Study 3 Payment and Understanding Question

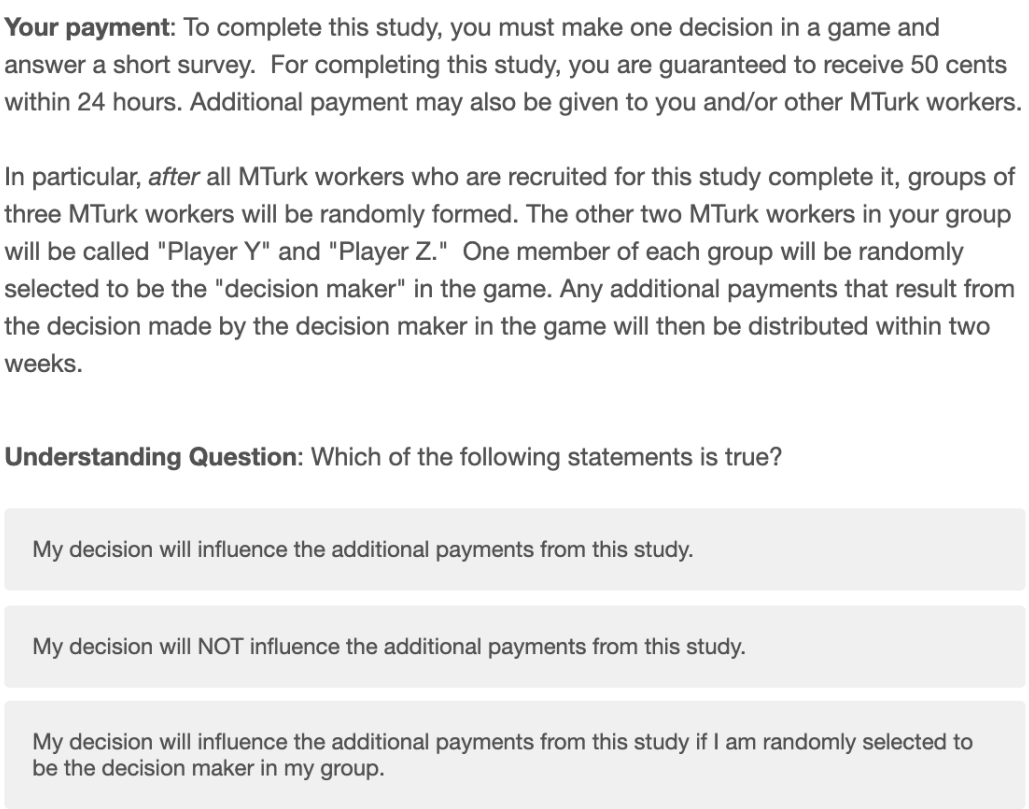


Figure A.35: Hidden Information x Self/Other–Active, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **50 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Understanding Question: You will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.
- None of the above. You will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Figure A.36: Hidden Information x Other/Other–Active, Comprehension Questions

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **50 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Understanding Question: Player Y will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.
- None of the above. Player Y will receive the same amount of money regardless of what you choose.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Participants were then reminded of the instructions and asked to make their decisions. Figures A.37–A.38 show the first decision screen for each of the new conditions. If participants in those conditions chose to Reveal Player Z's payoffs, the state was revealed on the next page and they were asked to make their decision, as shown below in Figures A.39–A.42. If participants chose not to Reveal Player Z's payoffs, they were instead asked to make a decision without learning their state, as shown below in Figures A.43–A.44.

Figure A.37: Hidden Information x Self/Other–Active, Revelation Decision

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **50 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

To help you make your decision in this game on the next screen, would you like to Reveal Player Z's Payoffs so that information on the next screen reveals whether you are in Game 1 or Game 2?

Yes - Reveal Player Z's Payoffs | No - DO NOT Reveal Player Z's Payoffs

Figure A.38: Hidden Information x Other/Other–Active, Revelation Decision

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **50 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	**Player Z Will Receive**
A	**50 cents**	**10 cents**
B	**50 cents**	**50 cents**

	GAME 2	
	Player Y Will Receive	**Player Z Will Receive**
A	**50 cents**	**50 cents**
B	**50 cents**	**10 cents**

To help you make your decision in this game on the next screen, would you like to Reveal Player Z's Payoffs so that information on the next screen reveals whether you are in Game 1 or Game 2?

Yes - Reveal Player Z's Payoffs

No - DO NOT Reveal Player Z's Payoffs

Figure A.39: Hidden Information x Self/Other–Active x Aligned State 1, After Choosing to Reveal Player Z's Payoffs

You chose **Reveal Player Z's Payoffs.** Note that you are in **GAME 2** and thus:

- **You** will receive **50 cents** if you choose **A.**
- **You** will receive **50 cents** if you choose **B.**
- **Player Z** will receive **50 cents** if you choose **A.**
- **Player Z** will receive **10 cents** if you choose **B.**

Put differently, since you are in GAME 2, according to whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 2	
	You Will Receive	**Player Z Will Receive**
A	**50 cents**	**50 cents**
B	**50 cents**	**10 cents**

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive 50 cents, and Player Z will receive 50 cents.
- If you choose **B**, you will receive 50 cents, and Player Z will receive 10 cents.

A B

Figure A.40: Hidden Information x Self/Other–Active x Aligned State 2, After Choosing to Reveal Player Z's Payoffs

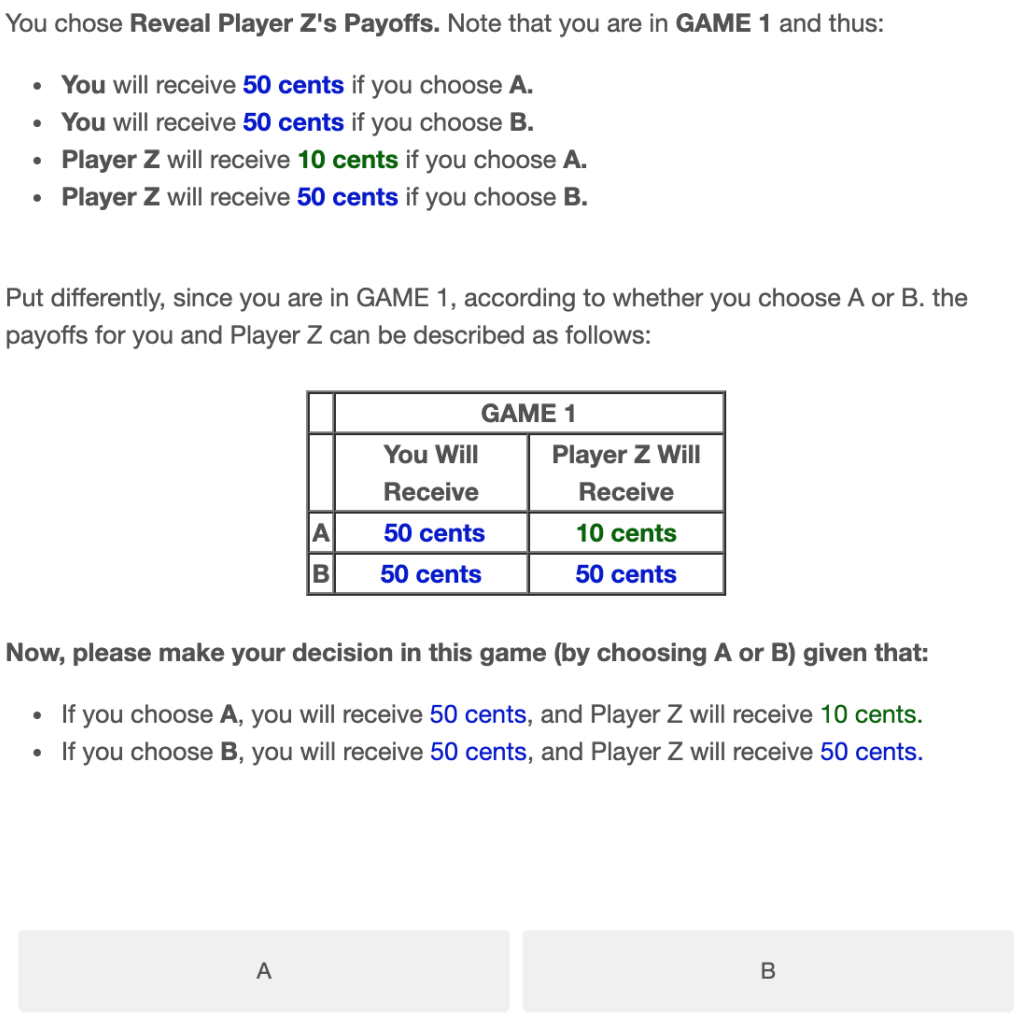


Figure A.41: Hidden Information x Other/Other–Active x Aligned State 1, After Choosing to Reveal Player Z's Payoffs

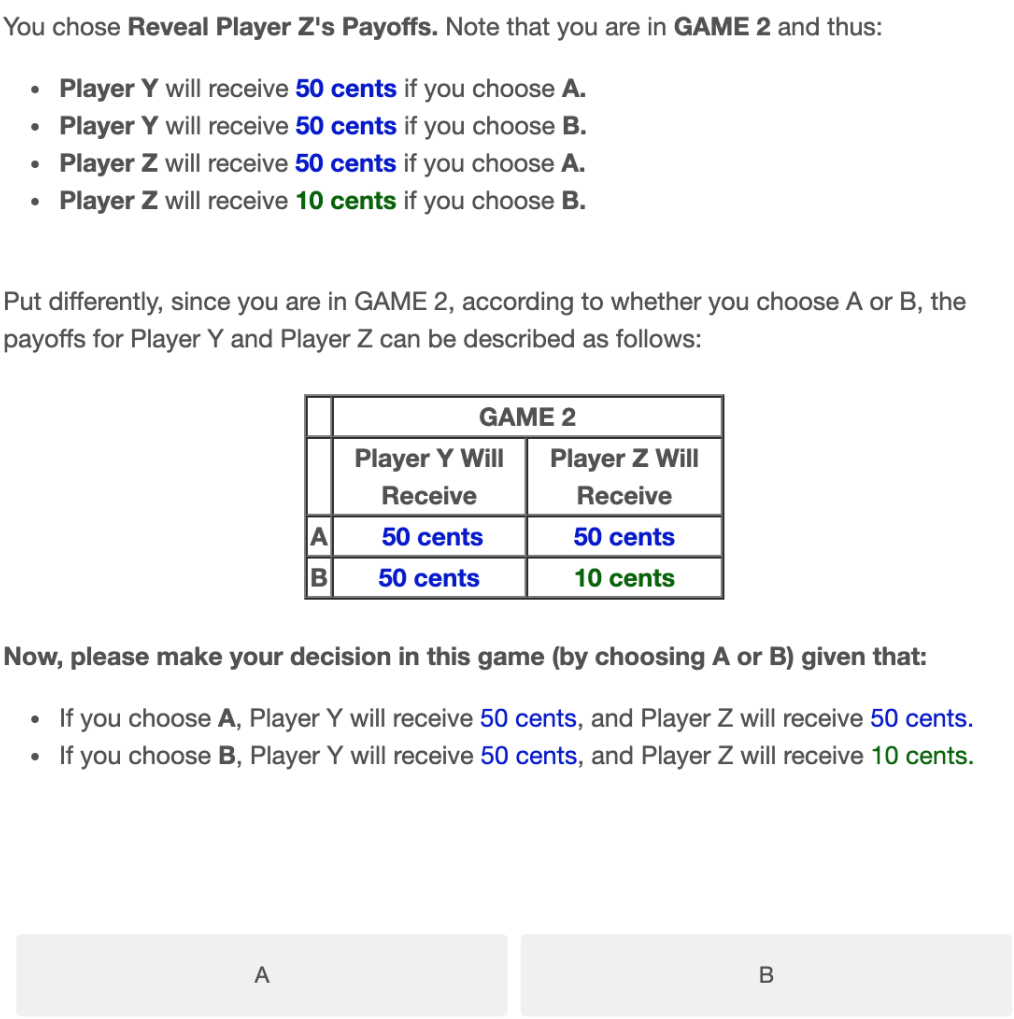


Figure A.42: Hidden Information x Other/Other–Active x Aligned State 2, After Choosing to Reveal Player Z's Payoffs

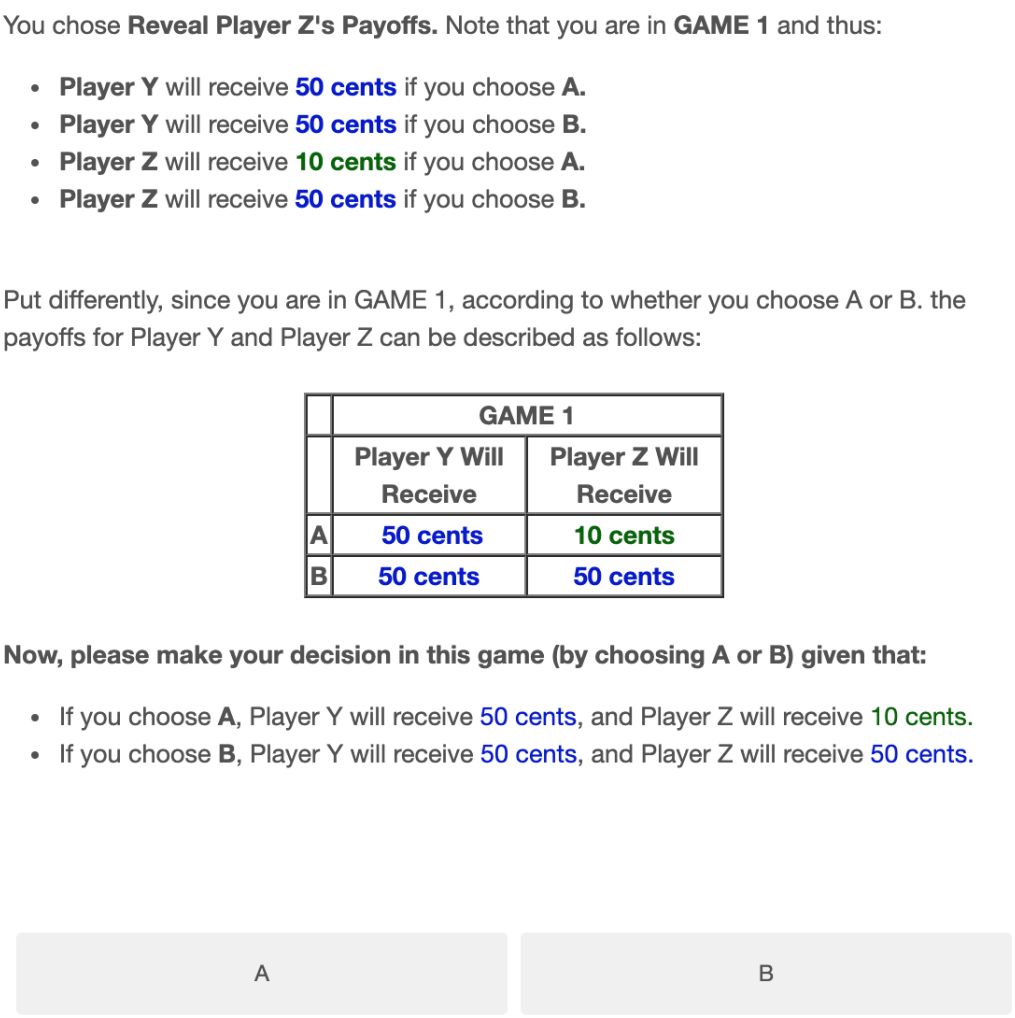


Figure A.43: Hidden Information x Self/Other–Active, After Choosing Not to Reveal Player Z's Payoffs

You chose **DO NOT Reveal Player Z's Payoffs.** Thus, recall the previous information you received about the game:

The game: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **50 cents** if you choose **A** in either game.
- **You** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	50 cents	10 cents
B	50 cents	50 cents

	GAME 2	
	You Will Receive	Player Z Will Receive
A	50 cents	50 cents
B	50 cents	10 cents

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive 50 cents regardless of which game you are in, and Player Z will receive 10 cents if you are in GAME 1 or 50 cents if you are in GAME 2.
- If you choose **B**, you will receive 50 cents regardless of which game you are in, and Player Z will receive 50 cents if you are in GAME 1 or 10 cents if you are in GAME 2.

A B

Figure A.44: Hidden Information x Other/Other–Active, After Choosing Not to Reveal Player Z's Payoffs

You chose **DO NOT Reveal Player Z's Payoffs.** Thus, recall the previous information you received about the game:

The game: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **50 cents** if you choose **A** in either game.
- **Player Y** will receive **50 cents** if you choose **B** in either game.
- **Player Z** will receive **10 cents** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **50 cents** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	**Player Z Will Receive**
A	**50 cents**	**10 cents**
B	**50 cents**	**50 cents**

	GAME 2	
	Player Y Will Receive	**Player Z Will Receive**
A	**50 cents**	**50 cents**
B	**50 cents**	**10 cents**

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive 50 cents regardless of which game you are in, and Player Z will receive 10 cents if you are in GAME 1 or 50 cents if you are in GAME 2.
- If you choose **B**, Player Y will receive 50 cents regardless of which game you are in, and Player Z will receive 50 cents if you are in GAME 1 or 10 cents if you are in GAME 2.

A B

A.4 Experimental Instructions for Study 4

Participants in Study 4 were randomly assigned to 1 of 4 conditions that arise from (*Hidden Information*) x (*Self/Other*, *Other/Other*) x (*Unaligned* state, *Aligned* state). That is, they are always randomly assigned to a *Hidden Information* condition.

After consenting to participate in the study, participants are informed of the study completion fee and of the opportunity to earn additional payment, as shown in Figure A.45.

Figure A.45: Study 4 Payment Information

Your Payment: This study involves 3 decisions that ask you to choose between different payment options, followed by a short survey. There is 1 in 3 chance (or 33% chance) that one of these decisions will be randomly selected as the decision-that-counts. If one of your decisions is randomly selected as the decision-that-counts, whichever payment option you choose in the decision-that-counts will be distributed as additional payment from this study. More specifically:

If you choose a payment option that benefits you in the decision-that-counts, the corresponding additional payment will be given to you in cash at the end of this study.

If you choose a payment option that benefits some other person in the decision-that-counts, the corresponding additional payment will be given to that other person.

The other people: Throughout this study, you will be matched with two other people who will be called "Player Y" and "Player Z." If one of your decisions is selected as a decision-that-counts, the payment option you choose in the decision-that-counts may benefit Player Y, Player Z, both Player Y and Player Z, or neither Player Y nor Player Z.

Player Y and Player Z will be two unique MTurk workers. MTurk workers are individuals who we hire to complete surveys for us via an online platform called Amazon Mechanical Turk (MTurk), which "is a crowdsourcing marketplace that makes it easier for individuals and businesses to outsource their processes and jobs to a distributed workforce who can perform these tasks virtually" (https://www.mturk.com).

Understanding Question: Which of the following statements is true?

All of my decisions will influence the resulting payments from this study.

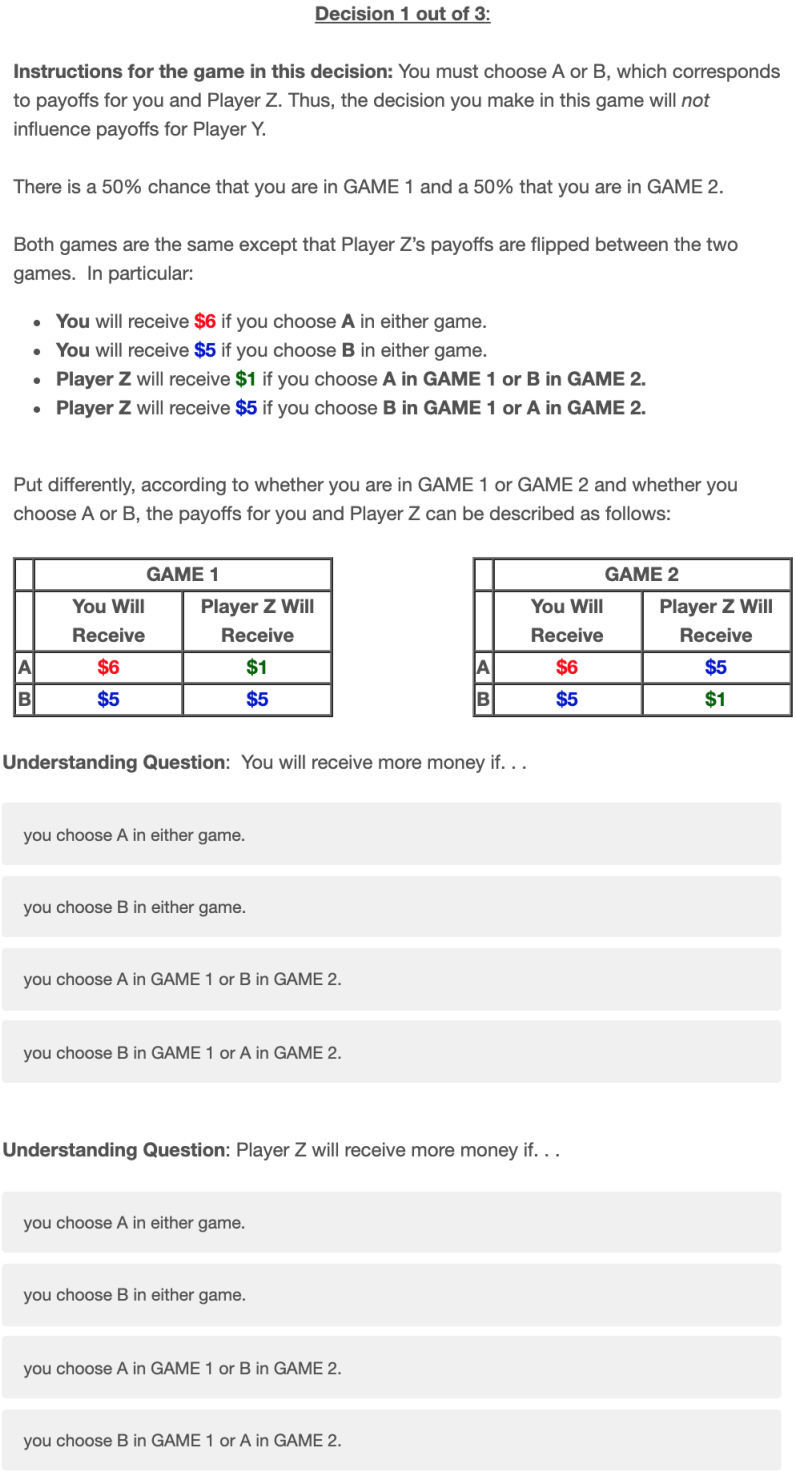
None of my decisions will influence the resulting payments from this study.

One of my decisions will influence the resulting payments from this study.

If one of my decisions is randomly selected as a decision-that-counts, that decision will influence the payments from this study.

Participants were then provided with instructions about their decisions and asked to answer comprehension questions. Figures A.46–A.47 show the instructions and comprehension questions for each of the respective conditions.

Figure A.46: Decision 1: Hidden Information x Self/Other, Comprehension Question



Decision 1 out of 3:

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **$6** if you choose **A** in either game.
- **You** will receive **$5** if you choose **B** in either game.
- **Player Z** will receive **$1** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **$5** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

	GAME 2	
	You Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

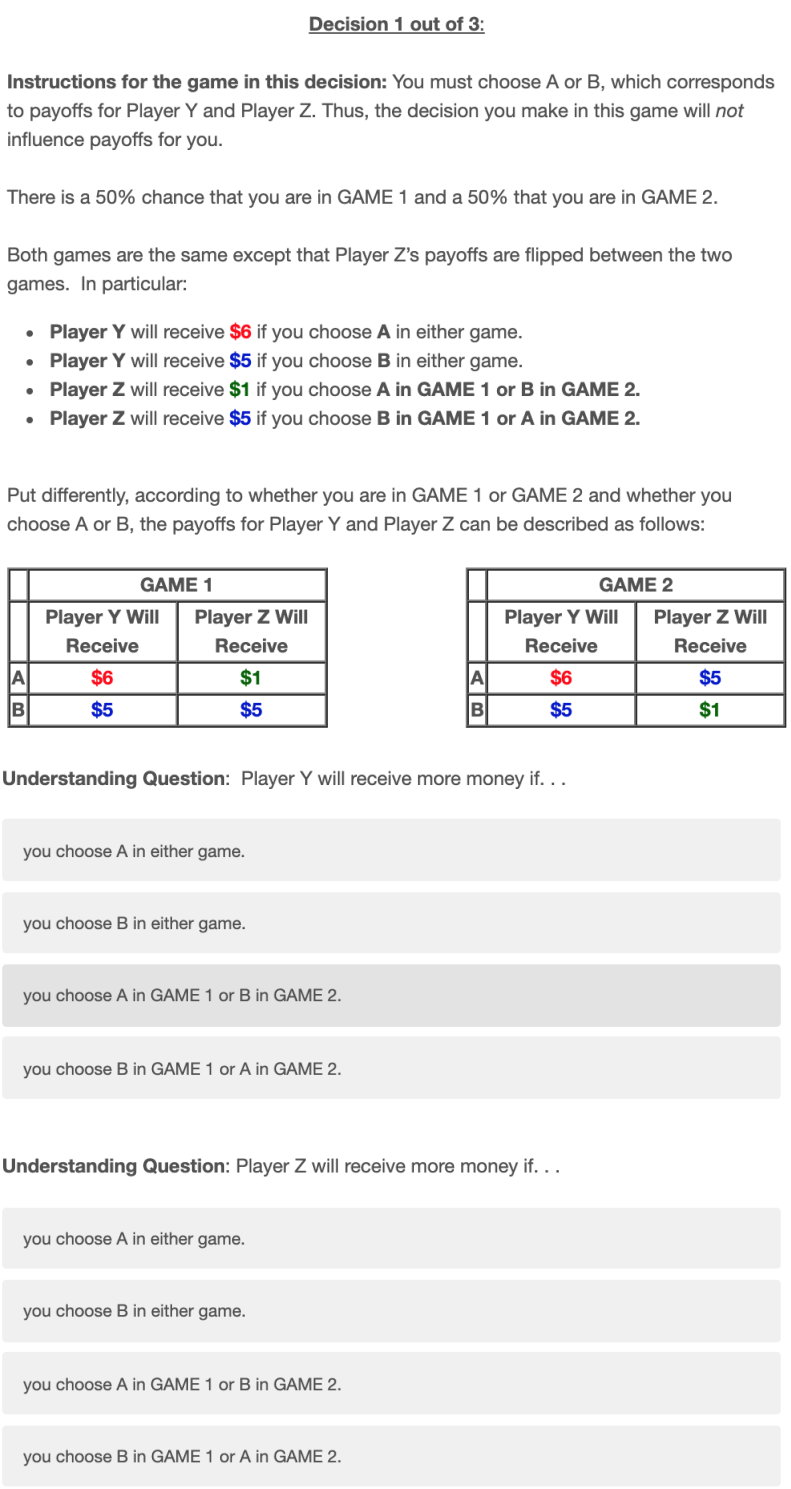
Understanding Question: You will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Figure A.47: Decision 1: Hidden Information x Other/Other, Comprehension Question



Decision 1 out of 3:

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **$6** if you choose **A** in either game.
- **Player Y** will receive **$5** if you choose **B** in either game.
- **Player Z** will receive **$1** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **$5** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

Understanding Question: Player Y will receive more money if. . .

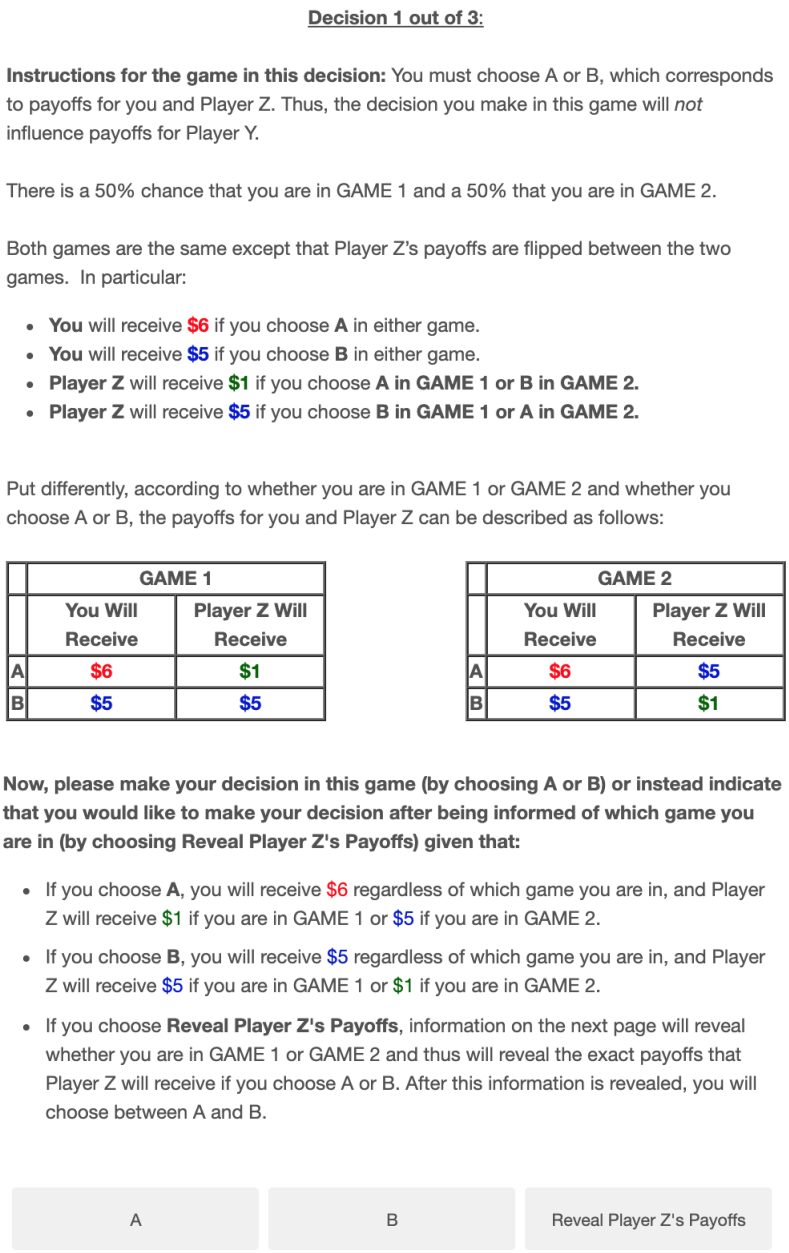
- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Understanding Question: Player Z will receive more money if. . .

- you choose A in either game.
- you choose B in either game.
- you choose A in GAME 1 or B in GAME 2.
- you choose B in GAME 1 or A in GAME 2.

Participants were then reminded of the instructions and asked to make their first decision. The first decision always involved making a decision in the *Hidden Information* condition, since information avoidance is our main outcome of interest. Figures A.48–A.49 show the decision screens for each of the conditions. If participants in those conditions choose to Reveal Player Z's payoffs, the state was revealed on the next page, and they were asked to make their decision, as shown below in Figures A.50–A.53.

Figure A.48: Decision 1: Hidden Information x Self/Other, Decision



Decision 1 out of 3:

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **You** will receive **$6** if you choose **A** in either game.
- **You** will receive **$5** if you choose **B** in either game.
- **Player Z** will receive **$1** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **$5** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	GAME 1	
	You Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

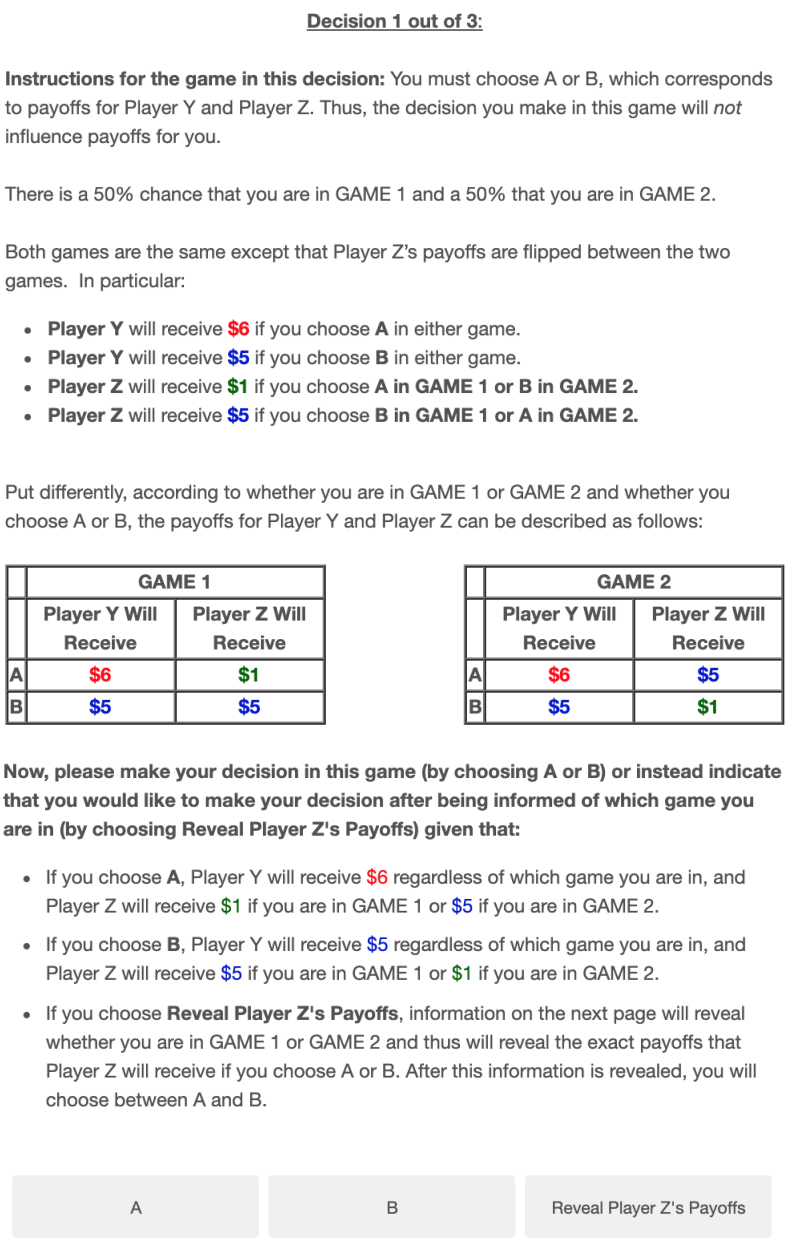
	GAME 2	
	You Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

Now, please make your decision in this game (by choosing A or B) or instead indicate that you would like to make your decision after being informed of which game you are in (by choosing Reveal Player Z's Payoffs) given that:

- If you choose **A**, you will receive $6 regardless of which game you are in, and Player Z will receive $1 if you are in GAME 1 or $5 if you are in GAME 2.
- If you choose **B**, you will receive $5 regardless of which game you are in, and Player Z will receive $5 if you are in GAME 1 or $1 if you are in GAME 2.
- If you choose **Reveal Player Z's Payoffs**, information on the next page will reveal whether you are in GAME 1 or GAME 2 and thus will reveal the exact payoffs that Player Z will receive if you choose A or B. After this information is revealed, you will choose between A and B.

A | B | Reveal Player Z's Payoffs

Figure A.49: Decision 1: Hidden Information x Other/Other, Decision



Decision 1 out of 3:

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

There is a 50% chance that you are in GAME 1 and a 50% that you are in GAME 2.

Both games are the same except that Player Z's payoffs are flipped between the two games. In particular:

- **Player Y** will receive **$6** if you choose **A** in either game.
- **Player Y** will receive **$5** if you choose **B** in either game.
- **Player Z** will receive **$1** if you choose **A in GAME 1 or B in GAME 2.**
- **Player Z** will receive **$5** if you choose **B in GAME 1 or A in GAME 2.**

Put differently, according to whether you are in GAME 1 or GAME 2 and whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	GAME 1	
	Player Y Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

	GAME 2	
	Player Y Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

Now, please make your decision in this game (by choosing A or B) or instead indicate that you would like to make your decision after being informed of which game you are in (by choosing Reveal Player Z's Payoffs) given that:

- If you choose **A**, Player Y will receive $6 regardless of which game you are in, and Player Z will receive $1 if you are in GAME 1 or $5 if you are in GAME 2.
- If you choose **B**, Player Y will receive $5 regardless of which game you are in, and Player Z will receive $5 if you are in GAME 1 or $1 if you are in GAME 2.
- If you choose **Reveal Player Z's Payoffs**, information on the next page will reveal whether you are in GAME 1 or GAME 2 and thus will reveal the exact payoffs that Player Z will receive if you choose A or B. After this information is revealed, you will choose between A and B.

A | B | Reveal Player Z's Payoffs

Figure A.50: Decision 1: Hidden Information x Self/Other X Aligned State, After Revealing Player Z's Payoffs

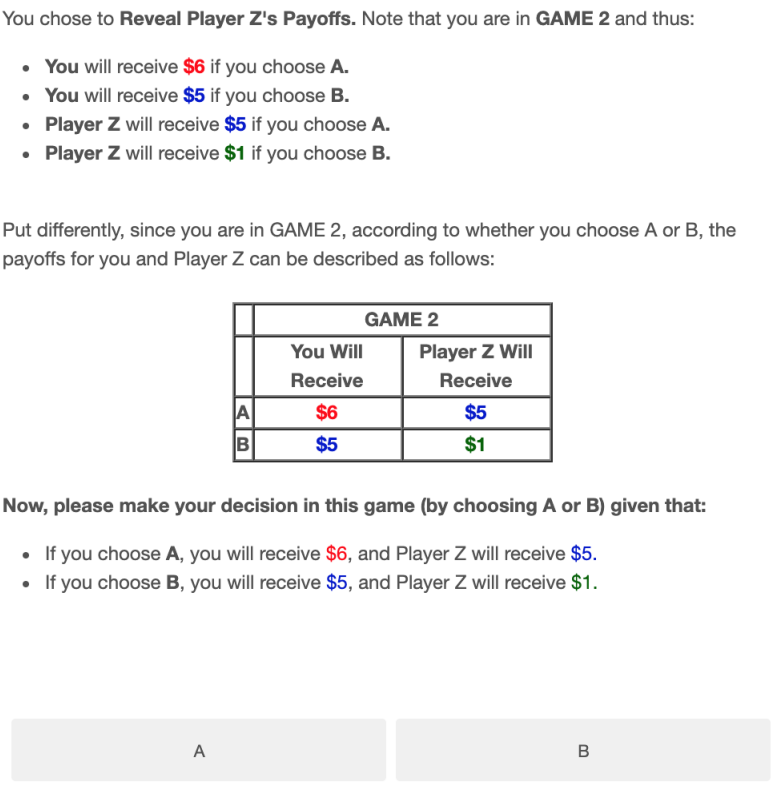


Figure A.51: Decision 1: Hidden Information x Self/Other X Unaligned State, After Revealing Player Z's Payoffs

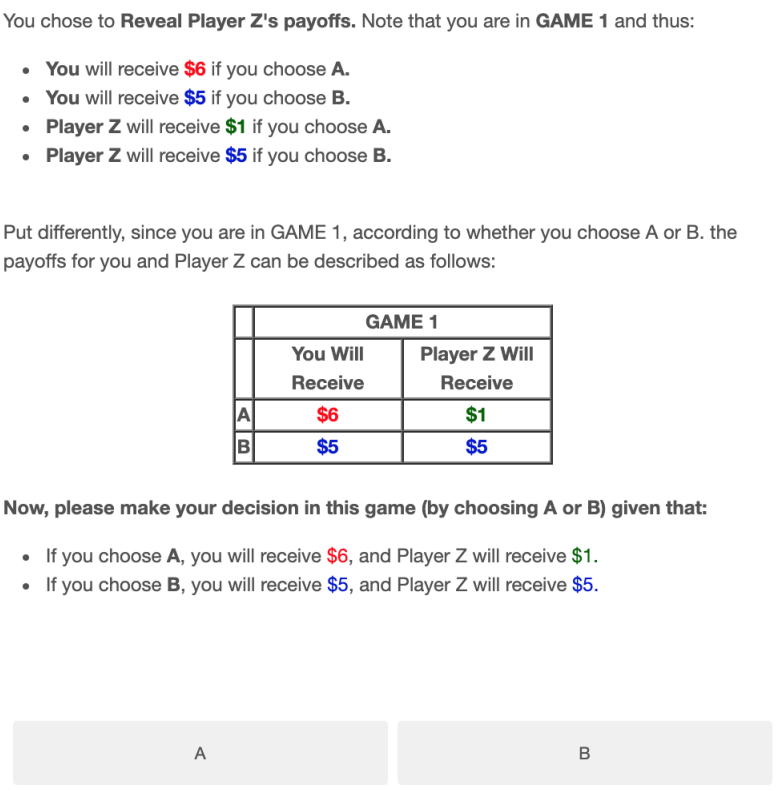


Figure A.52: Decision 1: Hidden Information x Other/Other x Aligned State, After Revealing Player Z's Payoffs

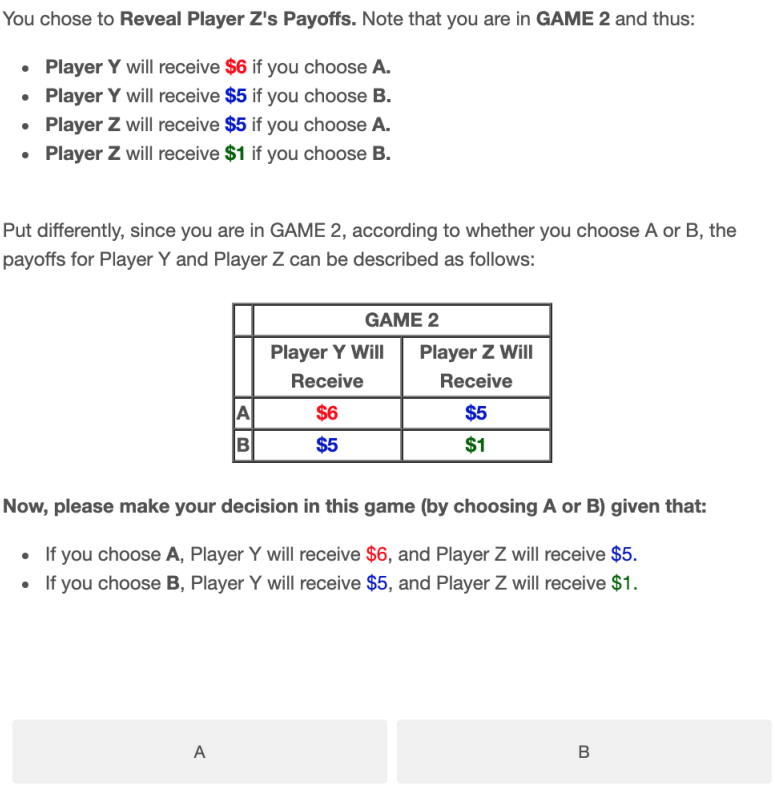
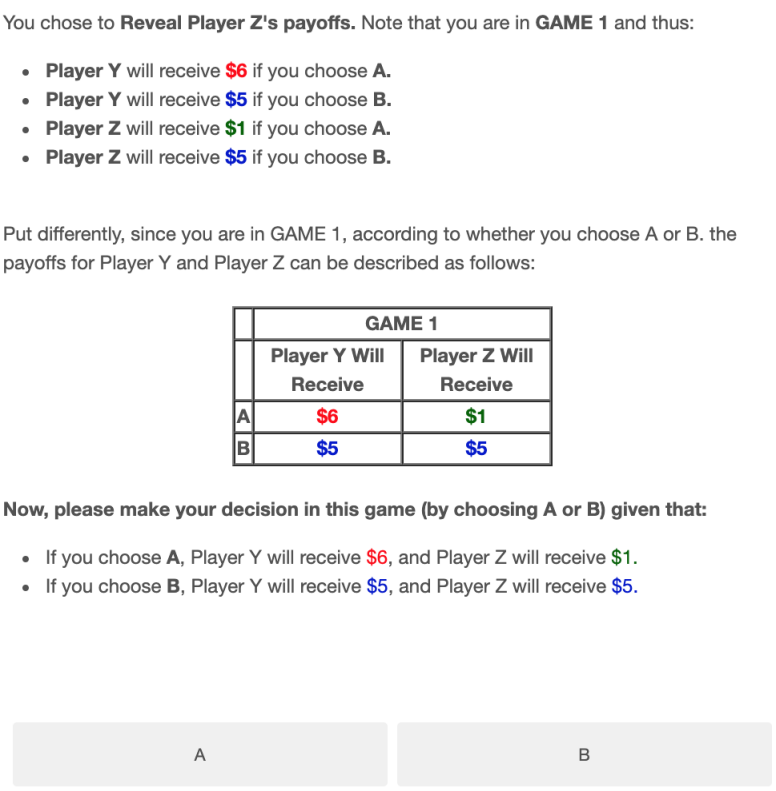


Figure A.53: Decision 1: Hidden Information x Other/Other x Unaligned State, After Revealing Player Z's Payoffs



Participants then face two more decisions, the order of which was randomized. These two decisions may provide some insight related to how participants make decisions in the *Known Information* condition, but participants only ever make these decisions after they make decisions in the *Hidden Information* condition, so these latter two decisions could be influenced by their decisions in the *Hidden Information* condition. As explained in our paper, this design choice reflected our limited subject pool for Study 4 and desire to focus on decisions—specifically, information avoidance—in the *Hidden Information* condition. Figures A.54–A.61 show the comprehension questions and subsequent two decisions.

Figure A.54: Decision 2: Self/Other, Comprehension Questions

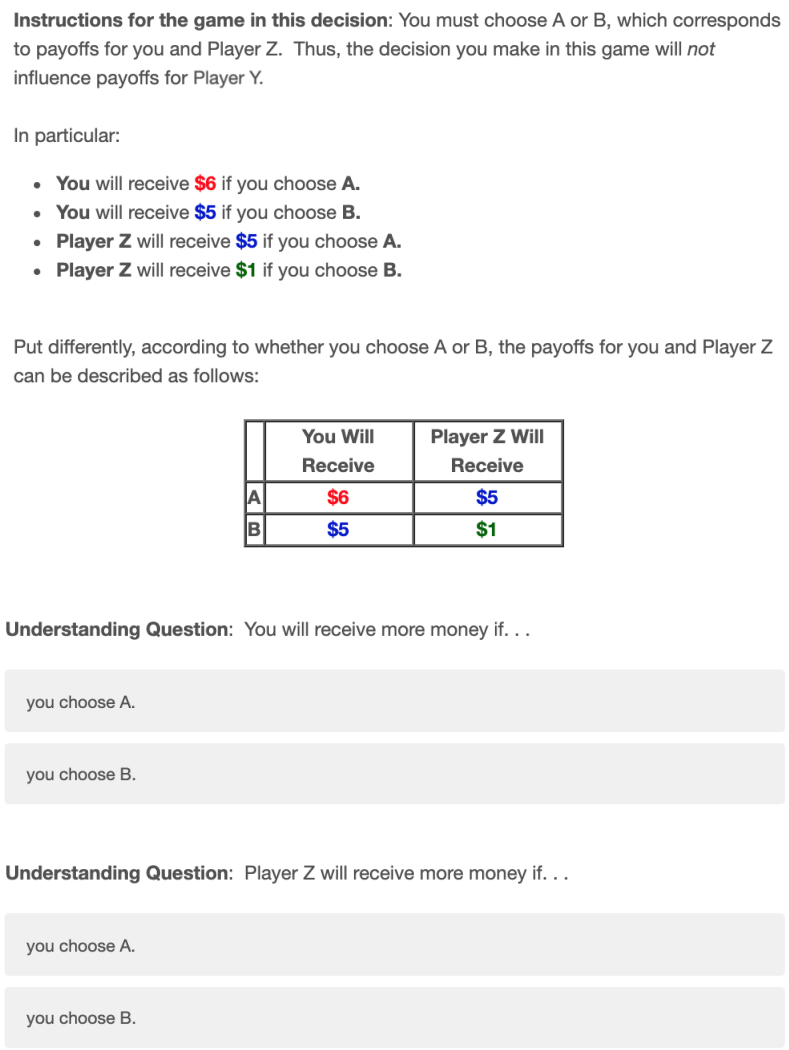


Figure A.55: Decision 2: Self/Other, Decision

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **$6** if you choose **A.**
- **You** will receive **$5** if you choose **B.**
- **Player Z** will receive **$5** if you choose **A.**
- **Player Z** will receive **$1** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive $6, and Player Z will receive $5.
- If you choose **B**, you will receive $5, and Player Z will receive $1.

A B

Figure A.56: Decision 3: Self/Other, Comprehension Question

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **$6** if you choose **A.**
- **You** will receive **$5** if you choose **B.**
- **Player Z** will receive **$1** if you choose **A.**
- **Player Z** will receive **$5** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

Understanding Question: You will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.57: Decision 3: Self/Other, Decision

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for you and Player Z. Thus, the decision you make in this game will *not* influence payoffs for Player Y.

In particular:

- **You** will receive **$6** if you choose **A.**
- **You** will receive **$5** if you choose **B.**
- **Player Z** will receive **$1** if you choose **A.**
- **Player Z** will receive **$5** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for you and Player Z can be described as follows:

	You Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, you will receive $6, and Player Z will receive $1.
- If you choose **B**, you will receive $5, and Player Z will receive $5.

A B

Figure A.58: Decision 2: Other/Other, Comprehension Questions

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **$6** if you choose **A.**
- **Player Y** will receive **$5** if you choose **B.**
- **Player Z** will receive **$5** if you choose **A.**
- **Player Z** will receive **$1** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

Understanding Question: Player Y will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.59: Decision 2: Other/Other, Decision

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **$6** if you choose **A.**
- **Player Y** will receive **$5** if you choose **B.**
- **Player Z** will receive **$5** if you choose **A.**
- **Player Z** will receive **$1** if you choose **B.**

Put differently, according to whether you choose A or B, the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	$6	$5
B	$5	$1

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive $6, and Player Z will receive $5.
- If you choose **B**, Player Y will receive $5, and Player Z will receive $1.

A B

Figure A.60: Decision 3: Other/Other, Comprehension Questions

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **$6** if you choose **A.**
- **Player Y** will receive **$5** if you choose **B.**
- **Player Z** will receive **$1** if you choose **A.**
- **Player Z** will receive **$5** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

Understanding Question: Player Y will receive more money if. . .

you choose A.

you choose B.

Understanding Question: Player Z will receive more money if. . .

you choose A.

you choose B.

Figure A.61: Decision 3: Other/Other, Decision

Instructions for the game in this decision: You must choose A or B, which corresponds to payoffs for Player Y and Player Z. Thus, the decision you make in this game will *not* influence payoffs for you.

In particular:

- **Player Y** will receive **$6** if you choose **A.**
- **Player Y** will receive **$5** if you choose **B.**
- **Player Z** will receive **$1** if you choose **A.**
- **Player Z** will receive **$5** if you choose **B.**

Put differently, according to whether you choose A or B. the payoffs for Player Y and Player Z can be described as follows:

	Player Y Will Receive	Player Z Will Receive
A	$6	$1
B	$5	$5

Now, please make your decision in this game (by choosing A or B) given that:

- If you choose **A**, Player Y will receive $6, and Player Z will receive $1.
- If you choose **B**, Player Y will receive $5, and Player Z will receive $5.

A B