

Appendix - Game instructions (South Africa¹)

Good morning, welcome and thank you for agreeing to participate in this study.

You will participate here in a task on decision making. This task is not designed to test you. There is no right or wrong answer, the only right answer is what you really want to choose. Your choices will remain anonymous. This means that nobody will be told what choices you have made. Not even the persons sitting around you will know which choices you make now or even later.

We think you will find this task interesting, because you will be using real money. How much you take home will depend partly on the choices you make and partly on chance. Whatever money you win in the session will be yours to keep and take home. I will explain later how [fieldworker's name] will calculate the payment for each of you.

Before we begin I want to make some general comments about what we are doing here today and explain the rules that we must follow:

- Listen as carefully as possible. The instructions are simple, and it will help you if you follow them carefully.
- You cannot talk to each other while here in the group. If one person talks about the game while sitting in the group, we would not be able to continue today.
- You can ask questions to be sure that you understand the task: raise your hand and someone will come near you.

In this task, you have to decide how to divide R100 between yourself and another person. You will never be told who exactly that person is, either during or after the session, and he or she will not be told who you are.

What you must understand is that we are going to give you at the end of the morning the money corresponding to your decisions and we will give the money you will have decided to send to that other person.

We ask you three times to divide R100. Each time you are paired with a different person:

- The first time, you are going to decide how you want to divide the money between yourself and another student, not necessarily from here. This student will be different for each of you.
- The second choice is how to divide the R100 between yourself and a patient. This patient will be different for each of you.
- The third choice is how to divide the R100 between yourself and a person who is poor. This poor person will be different for each of you.

¹ The instructions in Thailand were identical, except for the monetary stakes, expressed in Thai Baths.

HOW DO YOU MAKE YOUR CHOICE?

To divide the R100, you have to choose one out of 11 possible divisions as shown on the answer sheet we just given to you.

You can see the three different options referred to as A, B and C:

- The first question A refers to the division where you have to decide how to divide the money between yourself and another nursing student;
- The second one B refers to the division where you have to decide how to divide the money between yourself and a patient;
- The third one C refers to the division where you have to decide how to divide the money between yourself and a person who is poor.

For the three divisions, you have to indicate how you want to divide R 100, by circling the corresponding number.

CONCERNING THE PAYMENT

How much money you will earn depends directly on the choices you make, but also partly on chance. Indeed, we will to pay the three decisions, but only one.

To decide which one we will pay (both to you and the recipients), we will randomly choose one of the three options A, B or C. Someone will come at the end and draw a paper from this box, and the paper chosen will decide which question we pay. Then we will take all the answer sheets and calculate for each corresponding ID number how much is taken home, and how much will be given to the recipient.

Therefore it is very important that you give the same level of care to each choice, because any of the three could determine the money allocated to you and to someone else. Again, there is no right or wrong answer, the only right answer is what you really want to choose.

If you have any question, please raise your hand. You will then be able to ask your question privately.

Otherwise, we will start.