



Protocol to implement economic experiments with urban consumers

This document archives the protocols developed and used within the H2020 FoodLAND project to conduct behavioural economic experiments with samples of urban consumers in 5 African countries.

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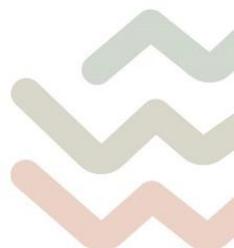


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1. Introduction

The purpose of this protocol is to describe the course of the behavioural economic experiments run in five African countries. These structured and incentivized experiments aimed to identify behavioural factors influencing consumers' decision-making, as well as to get insights on new market opportunities for novel food products.

The following sections describe the standard protocol implemented in the five countries and further described in the project deliverable D2.3 (Marini Govigli et al., 2022). The protocol has been developed with a view to ensure a standardised process across countries and locations.

The structure of the experiments was standardised across countries, to allow for cross-country comparisons (Figure 1; Table 1). In each country, only one city was considered, for the consumers' recruitment. Experiments were run in two alternated blocks, so to reduce the length of the experimental sessions. A sample of 500 consumers was foreseen for each city (250 per session).

	Block 1	Block 2
1	DG – Dictator (2 rounds)	
2	TG – Trust (2 rounds)	PGG - standard / identity (2 rounds)
3	Risk attitude	Risk attitude
4	Time preferences	Time preferences
	N: 250 consumers per city	N: 250 consumers per city

500 consumers

Figure 1. The structure of the experimental session in the 5 FoodLAND cities.

Table 1. Urban consumers' experiments per city and country.

City	Country	Targeted sample size
Mekelle ¹	Ethiopia	500
Kitui	Kenya	500
Meknès	Morocco	500
Sousse	Tunisia	500
Morogoro	Tanzania	500
Kalerwe	Uganda	500

¹ Data collection in Ethiopia was postponed due to the ongoing Tigray war since 3 November 2020, and the interruption of any communication with the local partners. This table indicate the type of experiments chosen to be run prior to the start of the war.



2. Protocol for in-lab behavioural experiments

Colour code:

Text in red – instructions for enumerators

Text in black – instructions for participants

Text with yellow highlight – to be adjusted separately by local teams for every country/session

Enumerators roles:

1. **Lead enumerator – reading the instructions while participants follow on screen, answering general participant questions**
2. **1 to 1 enumerator – assisting the participants during the experiment, individual help with the experiment**

Instructions to Data Entry Enumerator:

- Please register the participant's name, the identity document number, and mobile number in a separate list and provide her/him with their unique ID and ethics forms (consent form and information sheet).
- Assign each individual participant to his/her workstation. Record in the list to which workstation each individual participant is assigned to (PC1, PC2, etc.).
- Please read the consent form and information sheet to each participant and answer questions they may have. Then ask if they agree to participate in the experiment and the survey. If they agree, please have them sign the consent form and information sheet. Collect the forms for project records.
- Please do not prompt the respondent for answers. If the respondent takes time to answer, wait. Do not suggest answers.

The text in black is going to be provided to participants directly on screen. Please read it aloud to participants while they follow on screen. The text in red is guidance for the enumerators.



INTRODUCTION

[Lead Enumerator: Please read the script below slowly and clearly to the participants. Check if they follow on screen. Repeat the script if necessary].

Thank you for coming today. We are researchers from the FoodLAND project. We would like to know urban consumers' attitude towards novel local foods, and for doing so we will play a number of games. Please follow the instructions of the games onscreen carefully.

All the people you can see in this room will play the same games as you. We will not share information about their or your identity, even at the end of the session. If you know some of them, we ask you not to share information about their identity with other participants. We will ask each of you to make different decisions. Your decisions as well as other participants' decisions will be *made in private*, and individual decisions *will not be revealed*, even at the end of the session.

Each of the games will allow you to earn real money in **your Local Currency (LC)**. And as in real life, the amount of money that you will earn depends on your decision and, for group games, on the decisions of others too. But sometimes, the amount you will earn will also depend on chance.

There are no wrong or right decisions; therefore, we ask you to decide on the basis of your preferences exclusively. Before each game you will be given a number of virtual tokens you can use to play the games. At the end of the session, you will get **X LC for 10 units of tokens**. Besides the money that you will earn from the games, you will receive a stipend of **XX LC** to thank you for your participation today. Your total earnings will be communicated to you privately at the end of the full session today. Other participants will not know your total earnings.

If you have any question, please raise your hand and an enumerator will come close to you to listen and will provide an answer for everyone.

[Lead Enumerator to check if anyone has any question and in case answer them for everyone]

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We kindly ask you not to speak aloud, and not to communicate with other participants until the end of the session. If you fail to comply with this rule, you will have to leave the session and you will not receive your earnings in the games and only get to keep the participation stipend. After having played the games, we will take a break.

You will write down your answers directly on the computer. In case you need help, there are here enumerators especially trained to help you during today's games. Feel free to ask for help and you will be assisted individually by an enumerator during the whole session.

If you have any question, please raise your hand and an enumerator will come close to you to listen and will provide an answer for everyone; please do not ask your questions aloud.



[Lead Enumerator to check if anyone has any question and in case answer them for everyone] You will take part in 3 (4) games. You will know the outcome of each game only at the end of the session. We will now proceed with the first game.



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2.1. Dictator Game (DG)

General Instructions

In this game, each of you will be asked to make a decision on the use of assigned tokens that will influence both your earnings, and the earnings of one other participant. Your final payoff will depend on your own decisions and the decisions of other participants.

1st ROUND – DG [heading only for enumerators]

In this game you will interact with one other participant using the computer terminal. In this game there are two roles: *Sender* and *Receiver*. You will discover your actual role only at the end of the session. You will not be told who you have been paired with, either during or after the end of today's session. The participant you will be paired with is not necessarily the same of other games.

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Sender

These instructions refer to the role of the **Sender**. As a Sender you will have the opportunity to decide how much of your initial endowment of tokens you want to keep for yourself, and how much of it you want to send to another participant (the Receiver).

Every participant will decide as a Sender before knowing her/his actual role.

Your initial endowment is 100 tokens. You will have the opportunity to send to the Receiver a varying amount of tokens between 0 and 100.

The tokens you send are subtracted from your initial endowment and the Receiver receives them, without making any further decision. These are in addition to the participation stipend and the tokens possibly earned in other games.

Receiver

These instructions refer to the role of the Receiver.

Your initial endowment is 0 tokens. As a Receiver you will have the opportunity to receive from the Sender a varying amount of tokens between 0 and 100. No further action is needed from your side.

Roles

At the end of today's session, the system will randomly pick all participants' role: 50% of the participants will be picked as Senders, while the remaining 50% will be picked as Receivers. Each Sender will be matched with a Receiver. According to the role drawn and choices of the Sender, we will tell you the total number of tokens you will be paid.



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Now we will ask you some questions to help you understand the instructions. If you provide a wrong answer, you will receive a message from the system telling you that there was a mistake in the way you answered. If this is the case, you can either try again or call the enumerator for further clarifications.

Your answers to these questions will not affect your final earnings. Please ask for clarifications if needed.

1. As a Sender you decide to send 100 tokens to the Receiver. How many tokens will the Receiver obtain from you at the end of the game? **[answer: 100]**
2. As a Sender you decide to send 0 tokens to the Receiver. How many tokens will you have at the end of the game? **[answer: 100]**
3. You are the Receiver and the Sender sends you 50 tokens from its initial endowment. How many tokens will you have at the end of the game? **[answer: 50]**

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Your answers to the previous understanding questions were all correct.

We will now play the game.

You are choosing as **Sender**.

How much of your 100 tokens do you choose to send to the Receiver?

[participant fills answer]

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2nd ROUND – DG with farmers’ association or NGO [heading only for enumerators]

[Lead Enumerator: the app will randomly associate participants with the local NGO or the local farmers’ association that will be the Receiver. You can freely choose the local NGO and farmers’ association that can ensure to invest the participants’ donations in the development of “a new nutrient-dense food product” or farmers’ “production through eco-friendly solutions”, respectively.

It is expected that the participants don’t know them.

Please consider the following:



- **NGO: In order to facilitate the payments to these organizations, it is convenient to involve the local NGO partner (VEDCO).**
- **Farmers' association: the project aims at supporting the local smallholder farmers.]**

You will now play a variation of the game played before. This round will follow the same rules of the previous one, with the difference that you will always be only a Sender, while a **local NGO or a farmers' associations** will be the Receiver. This means that the amount of your initial tokens that you decide to send to the Receiver from your initial endowment will be transferred to local smallholder farmers **through the local NGO/farmers' associations [name]**. Your new initial endowment is 100 tokens. These are in addition to the tokens received in previous games. Your gains from previous games will not be affected in this new game.

At the end of today's session, we will tell you the total number of tokens you will be paid.

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This short text box will present you the local **NGO/farmers' association [name]** you will be playing with. Please read it carefully. Once you have read the text box, continue to the next step.

[Text for local NGO promoting nutrient foods: 50% of the participant will have this as receiver]

Hello, we are the local **[name of the NGO]**. Our organization works with the smallholder farmers in the area of **[name of the area]** to whom we provide technical assistance.

Through your support we will be able to empower the local farmers and to jointly develop a new nutrient-dense food product.

[Text for local farmers' association promoting sustainable technologies: 50% of the participant will have this as receiver]

Hello, we are the local **[Farmers' Association]**. Our organization works with the smallholder farmers in the area of **[name of the area]** to whom we provide technical assistance.

Through your support we will be able to empower the local farmers and to jointly develop their production through new eco-friendly solutions.

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How much of your 100 tokens do you send to the **NGO/farmers' association [name]**?

[participant fills answer]



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Thank you again for playing this game. Before we proceed, we want to ask you some questions in relation to the game you played. Please answer the following questions.

1. Of all the people in this room, how many do you know personally?

2. How well do you know the **farmers' association/NGO**?

Code: 1 = Not at all; 2 = Little; 3 = Average; 4 = Fairly well; 5 = Very well.

3. How much do you think that you understood the instructions you were given in this game?

Code: 1 = Not at all; 2 = Little; 3 = Average; 4 = Fairly well; 5 = Very well.



2.2. Trust Game (TG)

This game is played in pairs of individuals. You will not be told who you have been paired with, either during or after the end of today's session. Please remember not to speak aloud, not to communicate with other participants, and not to move from your desk.

Each of you has 100 tokens as an initial endowment. These are in addition to the participation stipend and the tokens possibly earned in other games. Each of you can earn some tokens based on their decision and on the decision of the person they have been paired with.

In this game there are two roles: *Sender* and *Receiver*. You will play both roles. At the end of the experiment, only for payment purposes, the system will randomly assign you to one of the two roles and your choices will be matched with those of another participant randomly assigned to the opposite role.

At the end of today's session, we will tell you the total number of tokens you will be paid.

Do you have any question?

[Lead Enumerator: answer questions as necessary].

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1st ROUND – TG **[heading only for enumerators]**

Instructions Sender

These instructions refer to the **Sender**. When you will be playing as a Sender, you will decide what portion of your 100 tokens to send to the person you have been paired with, which in this case is the **Receiver**. Specifically, you can choose to send 0, 25, 50, 75, or 100 tokens to the Receiver. Your decision is private, and no one will know it. Whatever amount you will decide to give to the person you have been paired with **will be tripled** before it is passed on to the Receiver.

The Receiver you have been paired with can decide to send back some, all, or none of this amount to you.

If you are assigned to the role of Sender for the payment, you will earn the tokens you have kept from your initial endowment of 100 tokens, plus the tokens returned to you by the Receiver you will be paired with.

Do you have any question?

[Enumerators: answer questions as necessary].



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Instructions Receiver

These instructions refer to the **Receiver**. When you will be playing as a Receiver, you will receive three times the tokens sent by the Sender you have been paired with, and you must decide what portion of these tokens (none, some or all of them) to send back. This in addition to your initial endowment of 100 tokens.

Specifically, you will choose how much to return for any possible choice of the Sender before knowing their actual choice. In total, you will make four choices, one for an amount sent of 25 (from 0 to 75), one for 50 (from 0 to 150), one for 75 (from 0 to 225), and one for 100 (from 0 to 300). When the Sender chooses 0, you are forced to return 0).

The number of tokens that you will decide to keep for yourself will contribute to your final earnings in this game if you are assigned to the role of Receiver for payment purposes. This in addition to your initial endowment of tokens.

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Before playing for real we will ask you to make some calculations to ensure that you have understood the instructions. If you provide a wrong answer, you will receive a message from the system telling you that there was a mistake in the way you answered. If this is the case, you can either try again or call the enumerator for further clarifications.

Your answers to these questions will not affect your final earnings.

1. You are playing as a Sender; you have 100 tokens. Imagine that you decide to keep all the tokens for yourself.
 - 1a) How many tokens will you have at the end of the game? [answer: 100]
 - 1b) How many tokens will the Receiver receive from you? [answer: 0]
2. You are playing as a Receiver; you have 100 tokens. The sender decides to send 25 tokens to you. You decide to send back to the Sender no tokens.
 - 2a) How many tokens in total will you have at the end of the experiment? [answer: 175]
 - 2b) How many tokens will the Sender have? [answer: 75]



3. You are playing as a Sender; you have 100 tokens. Imagine that you decide to send 50 tokens to the Receiver.

3a) How much does the Receiver receive? [answer: 150]

[Enumerators: support participants and answer any questions they may have].

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[Screen visualized by those participants randomly selected as senders]

Your answers to the previous understanding questions were all correct.

You will now play the game as a **Sender**.

How much of your endowment of 100 tokens do you send to the Receiver?
[0,25,50,75,100]

You can choose only one option.

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[Screen visualized by those participants randomly selected as receivers]

You will now play the game as a **Receiver**.

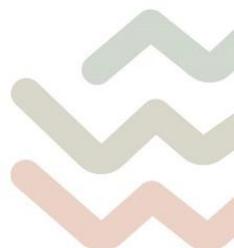
Please report your choice in correspondence to each possible choice of the Sender.

[Enumerators: support participants and answer any questions they may have, ensure that participants do not talk amongst each other].

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Thank you for playing this game. Before we proceed, we want to ask you some questions in relation to the game you played. Please answer the following questions.

1. Did you decide the amount you sent to the Receiver based on the expectation of a larger donation in return from your Receiver, or independently from this?
 - I decided based on expectation of similar or larger donation
 - I decided the amount without expecting a larger donation in return or independently from the donation the receiver would send me in
 - Others (specify)
2. How much do you expect the Receiver to send back to you?



3. How would you rate your understanding of the instructions you were given in this game??

Code: 1 = Not at all; 2 = Little; 3 = Average; 4 = Fairly well; 5 = Very well.

[Questions shown only to those randomly drawn as Receivers]

Thank you for playing this game. Before we proceed, we want to ask you some questions in relation to the game you played. Please answer the following questions.

1. How much do you think the Sender will actually send? [0,25,50,75,100]
2. Overall, do you think that the amounts you returned to the Sender were fair? [Yes, No, I do not know]

2nd ROUND – TG with farmers’ association or NGO [heading only for enumerators]

[Lead Enumerator: the app will randomly associate participants with the local NGO or the local farmers’ association that will be the Receiver]

You will now play a variation of the game played before. This round will follow the same rules of the previous one, with the difference that now you will play only as Sender, while a local **NGO or farmers’ association** will take part in the game as the Receiver. As before, the amount you will decide to give **will be tripled** before it is passed on to the Receiver. Only **one** of the choices of the participants made as senders will be finally paid to **the local NGO/farmers’ association [name]**.

Your new initial endowment is 100 tokens. These are in addition to the tokens received in previous games. At the end of today session, the system will tell you the amount of tokens you will be paid at the end of the game.

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This short text box will present you the **local NGO/farmers’ association [name]** you will be playing with. Please read it carefully. Once you have read the text box, continue to the next step.

[Text for local NGO promoting nutrient foods; 50% of the participant will have this as receiver]



Hello, we are the local [name of the NGO]. Our organization works with the smallholder farmers in the area of [name of the area] to whom we provide technical assistance.

Our project focuses on the empowerment of the local farmers and on the joint development of a new nutrient-dense food product.

[Text for local farmers' association promoting sustainable technologies; 50% of the participant will have this as receiver]

Hello, we are the local [Farmers' Association]. Our organization works with the smallholder farmers in the area of [name of the area] to whom we provide technical assistance.

Our project focuses on the empowerment of the local farmers and on the joint development of their production through new eco-friendly solutions.

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Play the game

We will now play the game.

You are choosing as **Sender**.

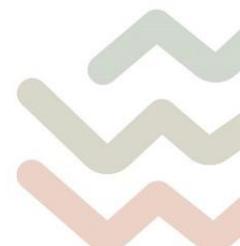
How much of your endowment of 100 tokens do you send to the local NGO/farmers' association [name]? [0,25,50,75,100]

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Thank you for playing this game. Before we proceed, we want to ask you some questions in relation to the game you played. Please answer the following questions.

1. According to the information provided, what is the field in which Association/NGO X operates?
 - a. Eco-friendly solutions
 - b. Nutrient-dense food products
 - c. [if the participant was paired with the NGO] Medical care
[if the participant was paired with the farmers' association] Micro finance

2. Did you decide the amount you sent to Association/NGO on the expectation of a larger donation in return from Association/NGO, or independently from this?
 - o I decided based on expectation of similar or larger donation



- I decided the amount without expecting a larger donation in return or independently from the donation the receiver would send me in

3. How important do you think is the development of [activity of NGO / Association]?

Code: 1 = Not at all important; 2 = Slightly important; 3 = Somewhat important; 4 = Moderately important; 5 = Extremely important.

4. How much do you think that you understood the instructions you were given in this game??

Code: 1 = Not at all; 2 = Little; 3 = Average; 4 = Fairly well; 5 = Very well.

Move to the next game.



2.3. Risk Preferences (RP)

In this game, you will be asked to make 10 decisions, one after the other.

Your task is to choose between two alternative lotteries, A and B. The lotteries differ in the number of tokens that can be won in each of them. Each of the 10 decisions bears a different chance of earning tokens; the number of tokens to be won also varies between lottery A and B in each of the 10 decisions.

After you have made your decisions, the system will randomly select one of the 10 decisions to execute for real. We will drop the other 9 decisions and you will not get any cash from them. Each of the 10 decisions is equally likely to be selected. Your selected lottery (A or B) corresponding to the randomly selected decision number will be executed.

Finally, the system will randomly pick a ball with either red or white colour. The colour of the selected ball will indicate the number of tokens you will win. These are in addition to the participation stipend and the tokens possibly earned in other games.

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Before we proceed with the real decision, we will give you some examples that illustrate the possible outcomes of that game and will then ask you some questions to ensure that you have understood the instructions well. If you provide a wrong answer, you will receive a message from the system telling you that there was a mistake in the way you answered. If this is the case, you can either try again or call the enumerator for further clarifications.

Your answers to these questions will not affect your final earnings.

Example 1

Assume that the following decision was randomly drawn by the system

#	A	Your choice	B
1	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5

Assume that a **white ball** was randomly drawn by the system.

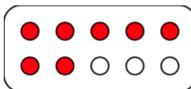
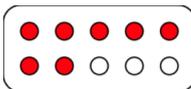
If for this decision, you chose **Lottery A**, how much would you have won? [80 tokens]



If for this decision, you chose **Lottery B**, how much would you have won? [5 tokens]

Example 2

Assume that the following decision was randomly drawn by the system

#	A	Your choice	B
7	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5

Assume that a **red ball** was randomly drawn by the system.

If for this decision, you chose **Lottery B**, how much would you have won? [190 tokens]

If for this decision, you chose **Lottery A**, how much would you have won? [100 tokens]

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Play the game

Your answers to the previous understanding questions were all correct.

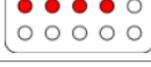
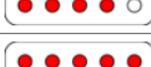
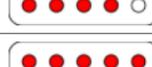
Now please play the game and select lottery option A or B for each of the 10 decisions. Remember, only one of the decisions will be executed in the end. If needed, an enumerator will assist you in performing this task.

Which lottery do you prefer to play – lottery A or lottery B? Please indicate your preference for each of the 10 choices. The red and white balls in the pictures symbolise your chance of randomly drawing the balls in each decision. Remember that only one of the decisions will be randomly selected for extraction.

When done, please click on the button "Continue".

After you have chosen, one row will be randomly chosen and the lottery you chose will be played. The outcome of this lottery will be paid to you. These are in addition to the participation stipend and the tokens possibly earned in other games.



#	A	Your choice	B
1	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
2	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
3	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
4	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
5	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
6	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
7	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
8	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
9	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5
10	 ● = 100 ○ = 80	<input type="radio"/> A <input type="radio"/> B	 ● = 190 ○ = 5

[1 to 1 Enumerators: support participants in filling in their choices and respond to questions if needed].

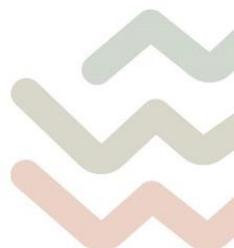
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Please answer the following question.

How would you rate your understanding of the instructions you were given in this game? *(please tick the box corresponding to your answer)*

- 1 = Not at all;
- 2 = Little;
- 3 = Average,
- 4 = Fairly well;
- 5 = Very well.

Move to the next game.



2.4. Time Preferences (TP)

We will now play another game. We will ask you to make 10 decisions. In each decision, you can choose to receive the equivalent of 100 tokens converted in local currency **after two weeks**, or you can choose to wait and receive more than 100 tokens **in four weeks**. The amount you would receive in 4 weeks will differ for each of the 10 decisions. These are in addition to the participation stipend and the tokens possibly earned in other games.

We ask you to fully consider the two options, and make your decisions carefully based only on your own preferences. Whatever the option you choose, we will give you a deposit voucher and you will come back to collect your money two or four weeks later or, if you prefer, you will have the opportunity to receive this money by phone payment. If you prefer to use this method, you will have the opportunity to provide a mobile phone number to the enumerators at the end of the session today.

Do you have questions?

[Lead Enumerator: answer questions as necessary].

At the end of the game, we will randomly pick one of your decisions. We will pay you accordingly to your choice in that decision.

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Before we proceed with the real decision, we will give you some examples that illustrate the possible outcomes of that game and will then ask you some questions to ensure that you have understood the instructions well.

Your answers to these questions will not affect your final earnings. Please ask for clarifications if needed.

Example 1

Assume that the following decision was randomly drawn by the system: 100 tokens in 2 weeks or 105 tokens in 4 weeks.

1	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	105 tokens in 4 weeks
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If for this decision, you chose Option A., how much would you have won? [**100 tokens in 2 weeks**]

Example 2

Assume that the following decision was randomly drawn by the system: 100 tokens in 2 weeks or 124 tokens in 4 weeks.

4	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	124 tokens in 4 weeks
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If for this decision, you chose Option B., how much would you have won?. [124 tokens in 4 weeks]

[Lead Enumerator: Ask respondents if they have any question and answer questions as necessary.]

----NEXT PAGE

Your answers to the previous understanding questions were all correct. Now let us start the game. Please make a decision for each of the 10 questions (ticking options A or B). Remember, only one of the decisions will be executed in the end. If needed, an enumerator will assist you in performing this task.

When done, please click on the button "Continue".

After you have chosen, one row will be randomly chosen and the lottery you chose will be played. The outcome of this lottery will be paid to you. These are in addition to the participation stipend and the tokens possibly earned in other games.

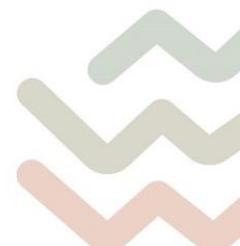
#	Option A: in two weeks	Your choice	Option B: in 4 weeks
1	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	105 tokens in 4 weeks
2	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	111 tokens in 4 weeks
3	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	118 tokens in 4 weeks
4	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	124 tokens in 4 weeks
5	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	131 tokens in 4 weeks
6	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	138 tokens in 4 weeks
7	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	145 tokens in 4 weeks
8	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	152 tokens in 4 weeks
9	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	159 tokens in 4 weeks
10	100 tokens in 2 weeks	<input type="radio"/> A <input type="radio"/> B	166 tokens in 4 weeks

[1 to 1 Enumerators: Go close to the players who need help, respond to questions, and in case help in filling the table].

----NEXT PAGE

Please answer the following questions:

- How many tokens would you be willing to receive 6 months from now to forgo the 100 tokens today?



- How would you rate your understanding of the game instructions? (Not at all, Little, Average, Fairly well, Very well)
- How much do you trust that you will receive the money in 2 or 4 weeks' time? (Not at all, Little, Average, Some Trust, A Lot of Trust)

Move to the next game



2.5. Public Good Game (PGG)

1st ROUND – PGG [heading only for enumerators]

Instructions

Thank you again for coming today. We will now play a game. Please remain seated at your desk. The game needs to proceed in silence; talking is prohibited, and if you talk with one of the other participants, you will be asked to leave the room.

In this game, the participants present today will be split in **groups of four participants each**.

Each of you will be asked to make a decision that will influence both your earnings, and the earnings of the other members of your group.

You and the other members of your group will receive 150 tokens each. You and each member of your group will have the opportunity to put as many of these tokens as you want on a common account, or to keep some or all of them for yourself. The tokens that you keep for yourself will remain with you and will contribute to your earnings.

After all the members of your group have decided how much to contribute to the common account, the system will top up your group's common account with the same amount as the total that was put in the common account, so that the amount is doubled. This will then be shared equally amongst the members of your group. Each member of your group, including you, will receive the same share regardless of the amount they put on the common account.

Do you have any questions?

[Enumerators to check if anyone has any question and in case answer them for everyone]

Before we proceed with your choice, we will give you some examples that illustrate the possible outcomes of the game.

---NEXT PAGE

Your group is made of 4 individuals. If everyone from your group puts their entire endowment (ie. 150 tokens) in the common account, 600 tokens will be in there. Twice this sum (1200 tokens) will be equally divided among all the participants in your group, so that each of you will earn 300 Tokens.

Your group is made of 4 individuals. If everyone from your group keeps their 150 tokens for themselves, no money will be put in the common account, thus leaving no money to be divided between the participants in your group. Each participant in your group will then earn 150 tokens.



Remember that you can put any amount between 0 and 150 tokens in the common account.

Do you have any questions?

[Enumerators to check if anyone has any question and in case answer them for everyone]

----NEXT PAGE

Now we will ask you some questions to help you understand the game. If you provide a wrong answer, you will receive a message from the system telling you that there was a mistake in the way you answered. If this is the case, you can either try again or call the enumerator for further clarifications. Your answers to these questions will not affect your final earnings. Please ask for clarifications if needed.

1. How much will your total earnings be if you put nothing into the common account and the other members of your group put 400 in total? [350]
2. If 600 tokens are put in the common account by you and your group's members, how much will each member of the group earn from the common account after the tokens are doubled? [300]

----NEXT PAGE

Your answers to the previous understanding questions were all correct.

We will now play the game.

Your endowment is **150 tokens**

How much do you contribute to the common group account?

----NEXT PAGE

2nd ROUND – PGG with group identity [heading only for enumerators]

Instructions

Now we will play a second round of this game. This round will follow the same rules of the previous one.

You and the other members of your group will receive 150 tokens. You and each member of your group will have the opportunity to put as many of these tokens as you want on a common account, or to keep some or all of them for yourself. These are new tokens and the earnings from the previous round will not be affected. The tokens that you keep for yourself will remain with you and contribute to your final earnings.



After all the members of your group have chosen how much to contribute to the common account, the system will top up your group's common account with the same amount as what was put in the common account, so that the total amount is doubled. This will then be shared equally amongst the members of your group. Each member of your group, including you, will receive the same share **regardless of the amount they put on the common account.**

Again, you will make a choice on keeping your tokens or putting them, or part of them, in the common account. Once everyone has made their decision, we will count the tokens and communicate the result to everyone. Again, individual decisions won't be communicated to anyone by the enumerators nor the system.

Do you have any questions?

[BASELINE]

Before making your decision, you will perform a task. Results from this task will not affect your earnings. Instructions follow.

[TREATMENT GROUP]

Before making your decision, you will perform a group task with the remaining 3 participants of your group. Results from this task will not affect your earnings. Instructions follow.

[Enumerators to check if anyone has any question and in case answer them for everyone]

---NEXT PAGE

[Enumerators: only half of the groups will see the word *water* (Control group), while the other half will play the same game but without knowing that the sentence refers to the water (Treatment group). They will know it only once they will finalize the game. This is to strengthen the group identity. Please ensure that people do not communicate amongst each other and please avoid saying the word *water* out loud.]

[Treatment group]

Sentence

Reorder now the words below to obtain the description of an object.

Members of your group are involved in the same task, but with a different sentence referring to the same object. All sentences put together give you an accurate description of this object.

Put the words in the right order in the boxes below



If you do a mistake, just try again. When all words are correctly positioned you will continue to the next page.

----NEXT PAGE

[Control group]

Sentence

Reorder now the words below to obtain the description of an object.

Put the words in the right order in the boxes below

If you do a mistake, just try again. When all words are correctly positioned you will continue to the next page.

[Enumerators to check if anyone has any question and in case support them in completing the task]

----NEXT PAGE

[Treatment group]

Well done! These are the sentences that you and your group reordered.

- a. It can be cold or warm.
- b. It can be transparent.
- c. It can be salty.
- d. It makes thirst go away.

The object is **water**

----NEXT PAGE

[Control group]

Well done! These are sentences that describe the water.

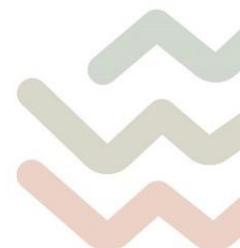
- a. Water can be cold or warm.
- b. Water can be transparent.
- c. Water can be salty.
- d. Water makes thirst go away.

----NEXT PAGE

We will now play the game.

Your endowment is **150 tokens**

How much do you contribute to the common group account?



----NEXT PAGE

1. How would you rate your understanding of the instructions you were given in this game?

Code: 1 = Not at all; 2 = Little; 3 = Average; 4 = Fairly well; 5 = Very well.

2. How much do you trust that the people in your group put money in the common account?

Code: 1 = Not at all; 2 = Little; 3 = Average; 4 = Fairly; 5 = Completely.



2.6. Payments and Greetings

Thank you again for your participation today. Here a summary of your payments.

[Depending on the block played, only some of the following payments will be shown]

Payment DG

Phase 1

You are the **Sender/Receiver** in the group.
You sent **X** tokens and kept X tokens. / The **Sender** in the group sent **X** Tokens.
Thus, your earned **X** tokens.

DG Phase 2

You sent **X** tokens to **NGO/association[name]** and kept X tokens.
Thus, your earned **XX** tokens.

In this game, you earned **XX** tokens in total.

Payment TG

Phase 1

You were randomly assigned to the role of **Sender/Receiver**.
You sent **X** tokens and kept X tokens.
The other received your **X** tokens and sent back **X** tokens.
Thus, you earned **X** tokens.

Phase 2

You sent to the representative of the NGO/association **X** tokens and kept X tokens.
The representative of the NGO/association decided to send back to you **X** tokens.
Thus, you earned **X** tokens.

In this game, you earned **XX** tokens in total.

Payment PGG Round 1

Your initial endowment was 150 tokens

Your contribution to the common project was **XX** tokens (you kept X tokens).

Total contribution to the common project by the group was **XX** tokens.

In this round, you earned **XX** tokens.



Payment PGG Round 2

Your initial endowment was 150 tokens

Your contribution to the common project was **XX** tokens (you kept X tokens).

Total contribution to the common project by the group was **XX** tokens.

In this round, you earned **XX** tokens.

Payment TP

choice_time #**X** was randomly selected for payment.

For this choice, you chose A

100 Tokens tokens in 2 weeks

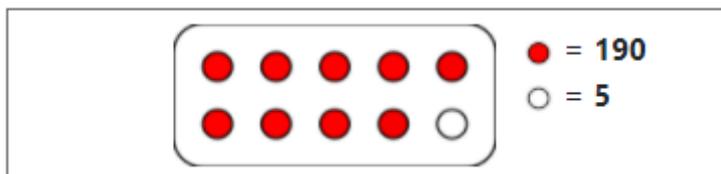
Thus, you earn **XX** tokens that will be paid to you in **2/4** weeks.

We will give you a voucher at the end of the session and you can come in 2 / 4 weeks to collect your tokens in local currency. Alternatively, you can receive this money by phone payment.

Payment RA

Choice #9 was randomly selected for payment.

For this choice, you chose Lottery B



The following ball was randomly drawn *[image]*

Thus, you earn **XX tokens**.

Your total earnings: **XX tokens (XX LC)**

Today, you will receive **XX tokens (XX LC) + LCXX** to thank you for your participation.

In **X** weeks, you will receive **XX LC**.

We are now done with the games. Thank you for your time!

While we are preparing your payments, we will kindly ask you to fill in a questionnaire about your food preferences and purchasing habits. But first, we will take a break.



References

Marini Govigli, V.; Setti, M.; Barlagne, C.; Piras, S.; Bacigalupo, A.; Clement, J.; Suurmets, S.; Alboni, F., Giordano, C. (2022). Inception report on the consumers' socio-economic and dietary conditions and on first experimental results. Deliverable 2.3 of the H2020 FoodLAND Project. pp. 156.



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