

Jackson and Xing (2014, PNAS July) "Culture-dependent strategies in coordination games"

Two data files:

"_NormalStake" is for the normal sessions for which the results are reported in the main text.

"_HighStake" is for the high-stakes sessions (for some of the results in Supplementary Information: Online).

Only the study participants who passed the understanding questions are included in these data sets.

Variables:

Experiment parameters: "embed_*" are experiment parameters

"embed_version" and "embed_session" document the Version/Session. (See Table 19 in SI:Online for a general summary).

"embed_role" is the study participant's Role, either "Column Person" or "Row Person", fixed for the individual participant.

"embed_color" is the color of prompt that shown to the subject. "NoColor" stands for the base game.

"embed_advantage" is the dummy of whether a study participant is in an advantageous role (given the color of prompt). Defined when embed_color = "Orange" or "Purple"

"embed_location_first" reports when a study participant played two games (one with an IN and the other with an US), which one was randomly selected to appear first.

"embed_base_first" and "embed_prompt_first" reports whether the base game or a game with prompt appeared first, when both were offered.

Demographics: "demo_*" are study participants' demographic information

"demo_self_IN" records study participant's country based on IP location.

1 = IN, 0 = US, . = Other.

All other demographics are self-reported at the end of the experiment.

Plays: "play_*" are study participants' choices in game(s)

"prompt" stands for the game with an asymmetric prompt (embed_color = "Purple" or "Orange")

- Meanings of "Follow/Opposite/Green" are interpreted in variable labels as well as in footnotes a and b of Table 2.

"prompt_sym" stands for the game with a symmetric prompt (embed_color = "Green")

"base" stands for the base game (without any prompt)

- Meanings of "High/Low/Green" are interpreted in variable labels as well as in footnote a of Table 1.

"US/IN" stands for the opponent's location, in the sessions when that is told to the subject.

Elicited beliefs: "belief_*" are study participants' elicited beliefs about the other person's choice.

"base/prompt/prompt_sym" and "US/IN" similarly defined as for variables "play_*".

"Follow/Opposite/Green" similarly defined as for "play_*" - interpreted in variable labels.

"High/Low" interpreted in variable labels as well as in footnote a of Table 8.

Variables used in results:

Study participants' own locations based on "demo_self_IN"

Table 1: play_base_*_dummy + average(play_base_IN_*_dummy, play_base_US_*_dummy)

Table 2: play_prompt_*_dummy + average(play_prompt_IN_*_dummy, play_prompt_US_*_dummy); for different location/advantage combinations. (only including demo_self_IN = 1 or 0)

Table 3: average(play_prompt_sym_IN_*_dummy, play_prompt_sym_US_*_dummy). [actual sample size = 152 as 1 data point (from IN) dropped afterward due to missing in one of the choices]

Table 4: same as Table 2

Fig.2: same as Table 1

Fig.3: same as Table 2

Fig.4: same as Table 3

Table 5: based on frequencies calculated in Fig.2

Table 6: based on frequencies calculated in Table 4

Table 7: based on frequencies calculated in Fig.4

Table 8: average(belief_base_IN_*, belief_base_US_*)

Table 9: average(belief_prompt_IN_*, belief_prompt_US_*)

Table 10: average(belief_prompt_sym_IN_*, belief_prompt_sym_US_*)

Fig.5: same as Tables 8 and 9.

Table 11: play_prompt_*_dummy + average(play_prompt_IN_*_dummy, play_prompt_US_*_dummy); when demo_religion_Christian = 1 and demo_self_IN = 1 or 0. [actual sample size = 311 as 4 data points (all from US) dropped afterward due to missing in one of the choices]

Table 12: generate new dummy variables similar to Table 1-3. e.g. Columns 1-3 based on play_base_*_dummy + average(play_base_IN_*_dummy, play_base_US_*_dummy).

Additional Notes:

1. All data included are the study participants who passed the understanding test(s). Total number of observations dropped (including failing understanding tests, missing critical variables, not finishing the experiment, etc.) is 314 (19.6% of the whole sample, in normal session).

2. Study participants' actual payments are calculated based on randomly selected "the other person"'s from the version and qualified category (e.g. a "Column Player" with "Purple" color is matched with a "Row Player" with "Purple" color, etc.) The results depend on specific randomization and hence not included in the data file as they are not used in the analysis in the article - which covers expected payments with

the matched populations, not the ex post realizations that came after the treatments were complete.