

INSTRUCTIONS: FOA

Specific Instructions for FOA

For the next several rounds, there will be a particular procedure used to deal with the possibility that you and your counterpart may not reach an agreement by the end of the round.

Specific Instructions for FOA

Should you reach the end of the round without having mutually agreed upon a value of X , the computer will then prompt you and your counterpart for your final offers. If your final offers do not come to agreement, the computer will choose between your final offer and your counterpart's final offer. The computer may be more likely to choose some offers over others, but there is a random element to the computer's choice. Whichever of the final offers the computer chooses, that will be the value of X used to determine both your and your counterpart's payoffs for that round. To give you some information about this procedure, the next screen will show you the last 100 values of X generated by the computer. Once your final offers have been made, the computer will compare those offers to its own choice of X and then choose the final offer that is closest to its own choice of X . As such, these 100 values of X drawn by the computer can be used to give you some idea of the values of X the computer will be using to compare with your final offers. Remember, the computer will choose either your final offer or your counterpart's final offer as the value of X for the round **only if** you do not come to an agreement during the round and your final offers do not come to agreement.

Specific Instructions for FOA

These are the last 100 values of X randomly generated by the computer. (The order in which they are shown is irrelevant.) This should be used to give you an idea of what the computer will be using to compare to your final offers.

342	543	374	489	477	470	546	627	478	565
567	450	443	612	461	536	601	438	463	442
546	428	483	481	509	466	465	497	490	565
441	412	418	480	556	481	388	391	598	464
360	438	510	493	407	495	530	416	501	486
507	430	576	544	441	533	424	438	594	647
513	580	541	482	489	549	531	455	550	500
429	457	551	552	541	504	424	601	586	437
526	561	559	527	612	477	550	462	528	529
491	506	522	471	466	544	459	570	468	460

If you have not reached an agreement by the end of the round, the computer will prompt you and your counterpart for your final offers. The computer will then draw a number using the same procedure as that which generated the 100 values of X shown above, and then it will compare that to your final offers (yours and your counterpart's). The computer will then choose one of your final offers as the value of X for that round. If you have any questions before starting this set of rounds, please raise your hand. Otherwise, click below to start.