

Online Appendix

Coordination and Focal Points Under Time Pressure From Deadlines: An Experimental Study

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1 Instructions and screenshots

1.1 Experiment 1

Figure 1: 01 - Welcome screen

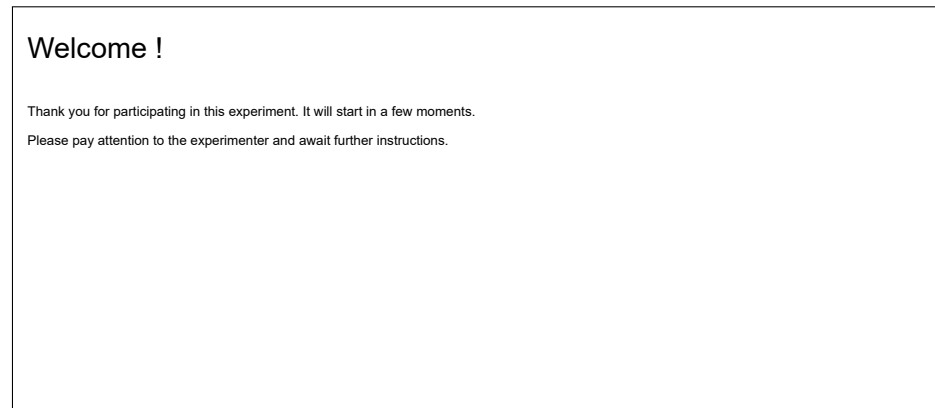


Figure 2: 02 - Instruction

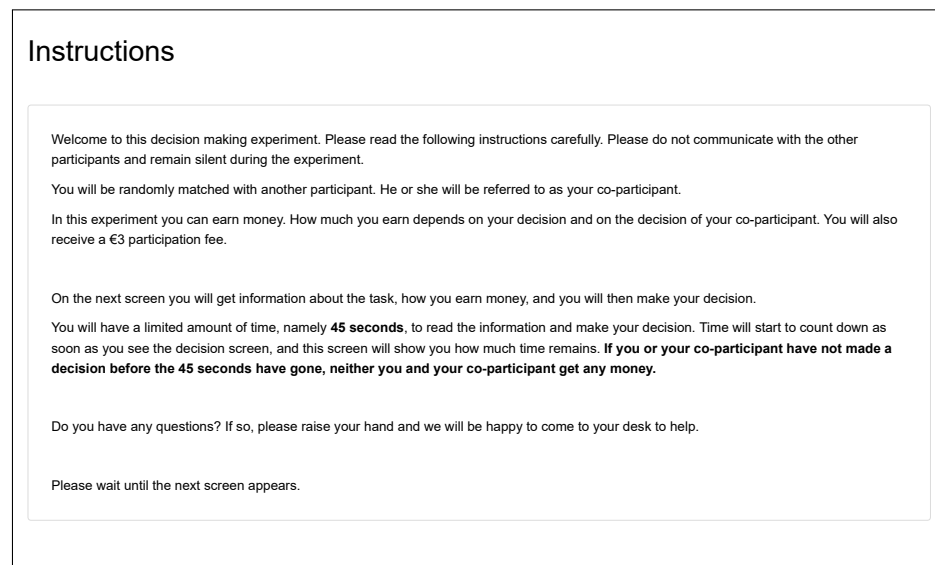


Figure 3: 03 - Go to decision screen


Instructions

We are now ready to start the experiment. Please press the button below to start.

[Go to decision screen](#)

Figure 4: 04 - Decision screen

Decision screen

Time left to complete this page:  0:34

Please select one of the cards!



Below you see two cards, one labelled "A" and the other "B".
The two cards are shown in the same order on your screen and on your co-participant's screen (card A is left, card B is right).

Task:
You and your co-participant must each choose one of the cards before time runs out, by clicking on it with your mouse and then clicking the *Confirm* button below the cards.

Monetary consequences:
Your earnings depend on the card you choose and on the card your co-participant chooses.

- If both you and your co-participant choose card A, then you get €12 and your co-participant gets €10.
- If both you and your co-participant choose card B, then you get €10 and your co-participant gets €12.
- If you and your co-participant choose different cards, then neither of you gets any money (€0).

Please choose a card by clicking on it with your mouse (if you change your mind, then just click on the other card), and then click the *Confirm* button below the cards before time runs out!



[Confirm](#)

Figure 5: 05 - Manipulation check

Questionnaire

Did you have enough time to read the instructions?

☐ Yes

☐ No

Did you understand the instructions?

☐ Yes

☐ No

Would you have liked to have more time to decide?

☐ Yes

☐ No

Figure 6: 06 - Reasoning

Questionnaire

You chose **card A**.

Please explain your reasons to do so.

Figure 7: 07 - Instructions Raven's progressive matrices

Instructions

Thank you for making your choice. Before you will be informed about the choice of your co-participant, we ask you to complete some patterns.

In this task you will see a picture that contains patterns with one piece missing from it. Beneath this picture you will see some tiles, each marked with a specific pattern. Your task is to click on the tile that best fits the pattern above.

There will be 15 patterns and you will have 10 minutes to complete them. We will remind you when you have 2 minutes left. Note that you have to complete all 15 patterns before time runs out.

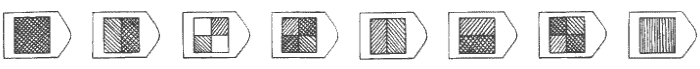
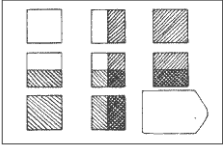
After you have completed selecting all tiles, you will learn how many tiles you were able to match correctly.

[Go to pattern task](#)

Figure 8: 08 - Example of Raven's progressive matrices task

Choose the next tile in the series

8 / 15



Note: see screenshots of experiment 2 for the full set of used patterns.

Figure 9: 09 - Demographic questions

Questionnaire

Please answer the following questions.

What is your current age?

What is your gender?

☐ Male

☐ Female

What is your main field of study?

What is your highest finished degree of study?

☐ A-levels

☐ Bachelor

☐ Master/Mag

☐ PhD/Dr

Next

Figure 10: 10 - Results

Results

You chose **card A** and the other player chose **card A**. As a result, your payoff from the task is **€12**.

In addition, you received €3 for participation. Thus, your total earnings are **€15**.

You answered out of 6 additional questions correctly. Moreover, in the pattern matching task, you correctly identified 3 out of 15 tiles.

Please remain seated until the experimenter calls you to collect your earnings.

1.2 Experiment 2

Figure 11: 01 - Welcome

Welcome !

Welcome to this decision-making experiment.

Please do not communicate with the other participants and remain silent during the experiment. If you have any questions at any time, please raise your hand, and we will come to you and answer your questions privately.

Please wait until we proceed to the next screen.

Figure 12: 02 - Task

The task

You will be randomly matched with another participant. Everyone gets the same instructions.

Options

There will be a number of *options*. Each option will be shown on your screen as a playing card. There will also be some letters or words ("text") printed on each option.

You and the other participant see the same options, arranged in the same way, and each having the same text, on your screens.

Money amounts

Each option offers some money to you and to the other participant. These money amounts will be written below the option. The amount you and the other participant gets from an option can be the same, or different. They can also differ from option to option. You and the other participant will not be told what the money amounts are until the experiment begins.

Here is an example. Suppose one of the participants in today's session (let us call him "Peter") gets 46 from an option with "Text" written on it, and that the participant he is matched with (call her "Ann") gets 39 from the same option (the numbers and the text of the option are just examples – the actual ones can be completely different).

This option and the money amounts will be shown on Peter's screen like this:



You: €46

Other: €39

And Ann will on her screen see the same option and money amounts shown as:



You: €39

Other: €46

In other words, every participant will on his/her screen be referred to as "you" and the participant they are matched with is called "Other", and the money amounts for "You" are listed above the ones for "Other".

The task:

Each of you must without any communication choose one of the available options.

Your money earnings from the task depend only on this decision, and each of you will only make this decision once.

Rules for earning money:

- If the two of you choose the same option, then each of you gets the money from that option, as explained above.
- If you do not choose the same option, no one gets any money from the task.

So, in other words, the only way you can money from the task is that you choose the same option as the other participant.

In addition to this, you will get €5 from participating in the session.

When you and the other participant have made your choices, you will not interact again, and as already mentioned there will be no further opportunities for earning money in today's session.

Do you have any questions? If so, please raise your hand and we will come to you and answer your questions privately.

Please wait until the next screen appears.

Figure 13: 03 - Time limit

Time limit

As soon as you see the decision screen, you will see all options and the money amounts.

Time limit:

You will have a limited amount of time, namely **180 seconds** to choose an option, by clicking on the option with the mouse. Note that you cannot change your mind once you have clicked on an option.

Time will start to count down from 180 seconds as soon as you see the decision screen. You must decide before time runs out. If time runs out, you will not be allowed to make a decision. If you have not made your decision before the 180 seconds have gone, you (and your co-participant) get no money from the task.

Recall the rule: You only earn money from the task if you and the other participant choose the **same** option.

Do you have any questions? If so, please raise your hand and we will come to you and answer your question privately.

Please wait until the next screen appears.

Figure 14: 04 - Start

Start the task

We are now ready to start the experiment. Please press the button below to go to the decision screen.

[Go to decision screen](#)

Figure 15: 05 - Decision

Time left:

2:54

Choose an option by clicking on it.

A

You: €10
Other: €12

B

You: €12
Other: €10

Figure 16: 06 - Perceived time pressure

How time-pressured did you feel while making your choice?

☐ 1 - not at all ☐ 2 - slightly ☐ 3 - to some extent ☐ 4 - very much so ☐ 5 - extremely

Next

Figure 17: 07 - Why chosen

You chose **Option 'A'**.

Please explain why.

Next

Figure 18: 08 - Likelihood of other's choice

How likely do you think it is that the other participant chose A or B, respectively?
Please use the slider below to adjust the likelihood!

Likelihood of choice A Likelihood of choice B

50% 50%

Please explain why:

Next

Figure 19: 09 - Cognitive Reflection Test - Q1

Additional questions

Please answer the following question.

If three elves can wrap three toys in 1 hour, how many elves are needed to wrap six toys in 2 hours?

☐ 1

☐ 3

☐ 6

☐ 12

Next

Figure 20: 10 - Cognitive Reflection Test - Q2

Additional questions

Please answer the following question.

Jerry received both the 15th highest and the 15th lowest mark in the class. How many students are there in the class?

☐ 15

☐ 29

☐ 30

☐ 31

Next

Figure 21: 11 - Cognitive Reflection Test - Q3

Additional questions

Please answer the following question.

In an athletics team, tall members are three times more likely to win a medal than short members. This year the team has won 60 medals so far. How many of these have been won by short athletes?

- ☐ 10
- ☐ 15
- ☐ 20
- ☐ 30

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Figure 22: 12 - Cognitive Reflection Test - Q4

Additional questions

Please answer the following question.

A bat and a ball cost 1.10 in total. The bat costs 1.00 more than the ball. How much does the ball cost?

- ☐ 1
- ☐ 5
- ☐ 10
- ☐ 15

Next

Figure 23: 13 - Cognitive Reflection Test - Q5

Additional questions

Please answer the following question.

If it takes 5 machines 5 minutes to make 5 units, how long would it take 100 machines to make 100 units?

- ☐ 5
- ☐ 50
- ☐ 100
- ☐ 500

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Figure 24: 14 - Cognitive Reflection Test - Q6

Additional questions

Please answer the following question.

In a lake, there is a patch of lily pads. Every day, the patch doubles in size. If it takes 48 days for the patch to cover the entire lake, how long would it take for the patch to cover half of the lake?

- ☐ 16
- ☐ 24
- ☐ 37
- ☐ 47

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Figure 25: 15 - Raven's Progressive Matrices - Introduction

Pattern task

In this task you will see a picture that contains patterns with one piece missing from it. Beneath this picture you will see some tiles, each marked with a specific pattern. Your task is to click on the tile that best fits the pattern above.

There will be 15 patterns and you will have 10 minutes to complete them. We will remind you when you have 2 minutes left. Note that you have to complete all 15 patterns before time runs out.

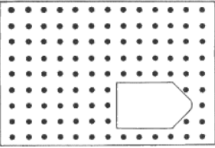
After you have completed selecting all tiles, you will learn how many tiles you were able to match correctly.

Go to pattern task

Figure 26: 16 - Raven's Progressive Matrices - task 1

Choose the next tile in the series

1 / 15











Figure 27: 17 - Raven's Progressive Matrices - task 2

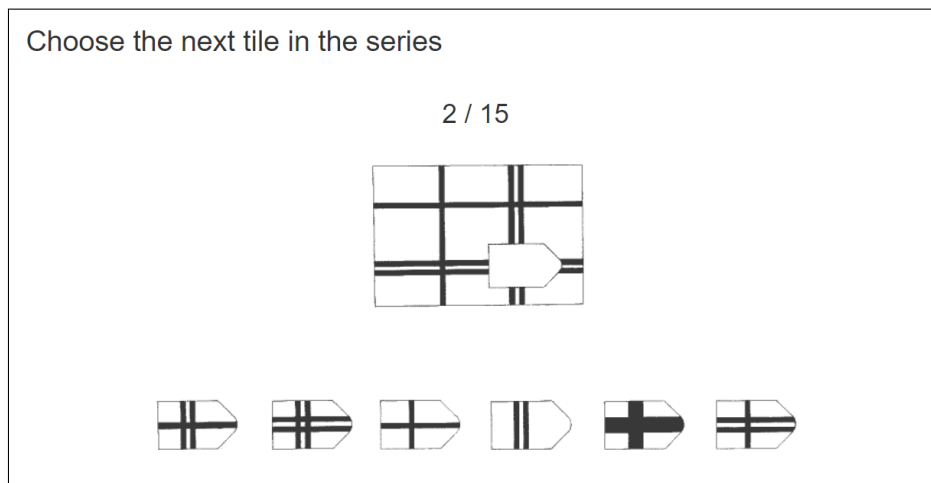


Figure 28: 18 - Raven's Progressive Matrices - task 3

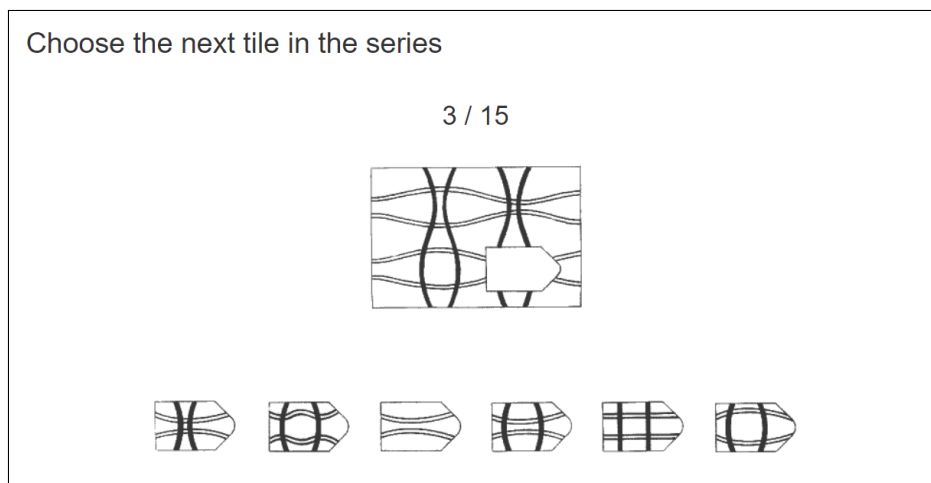


Figure 29: 19 - Raven's Progressive Matrices - task 4

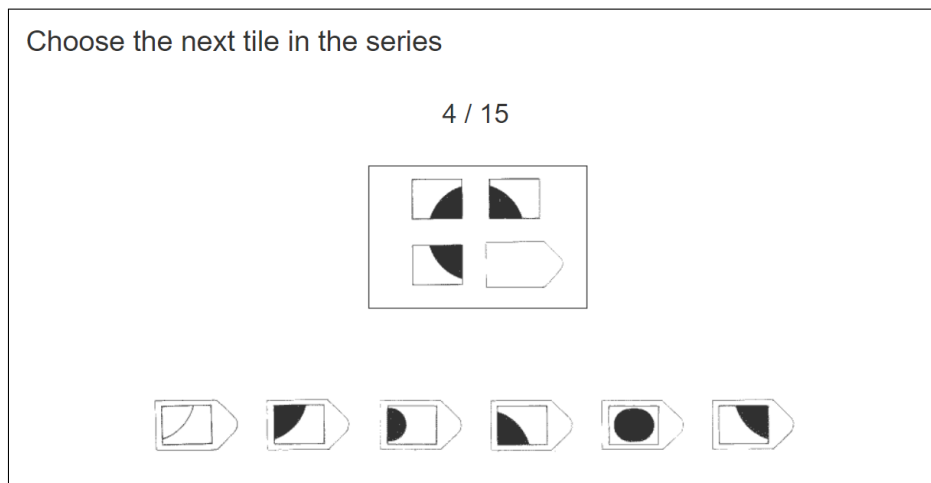


Figure 30: 20 - Raven's Progressive Matrices - task 5

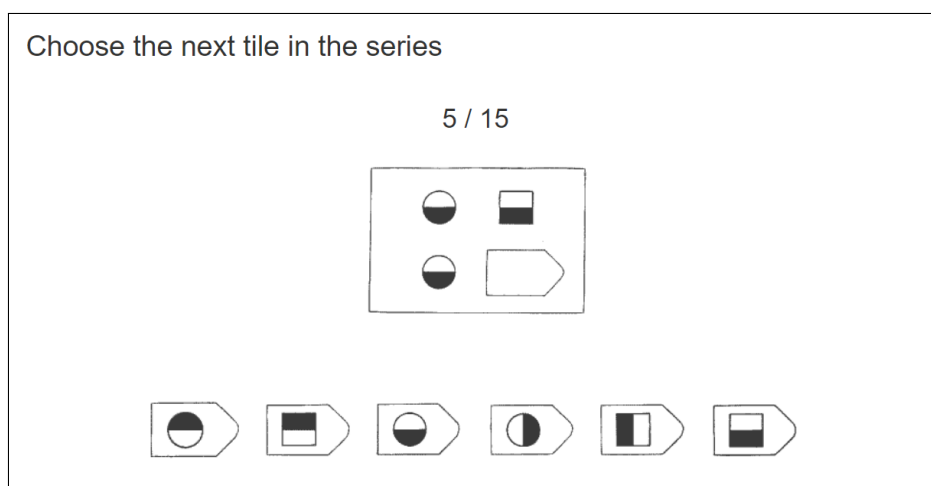


Figure 31: 21 - Raven's Progressive Matrices - task 6

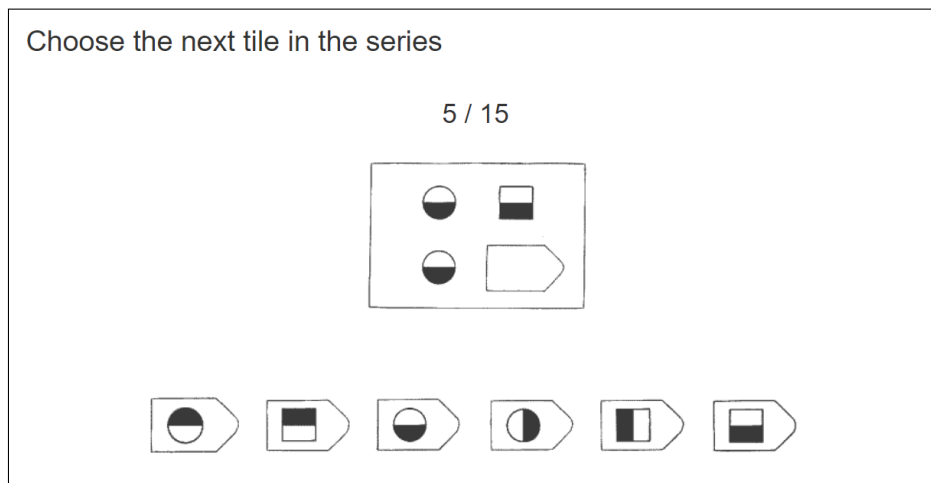


Figure 32: 22 - Raven's Progressive Matrices - task 7

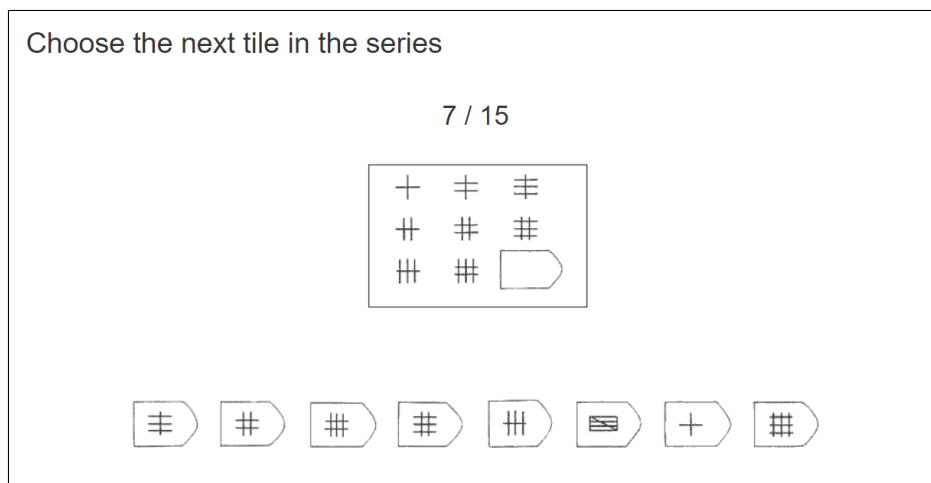


Figure 33: 23 - Raven's Progressive Matrices - task 8

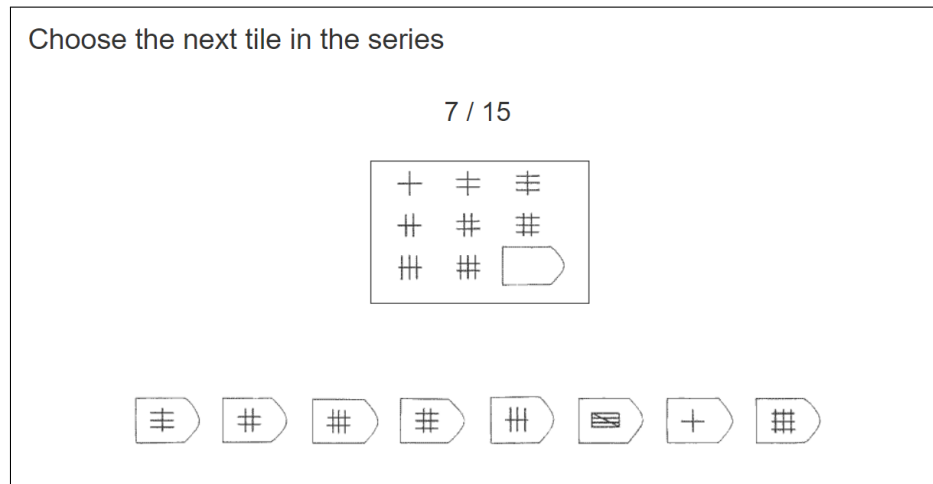


Figure 34: 24 - Raven's Progressive Matrices - task 9

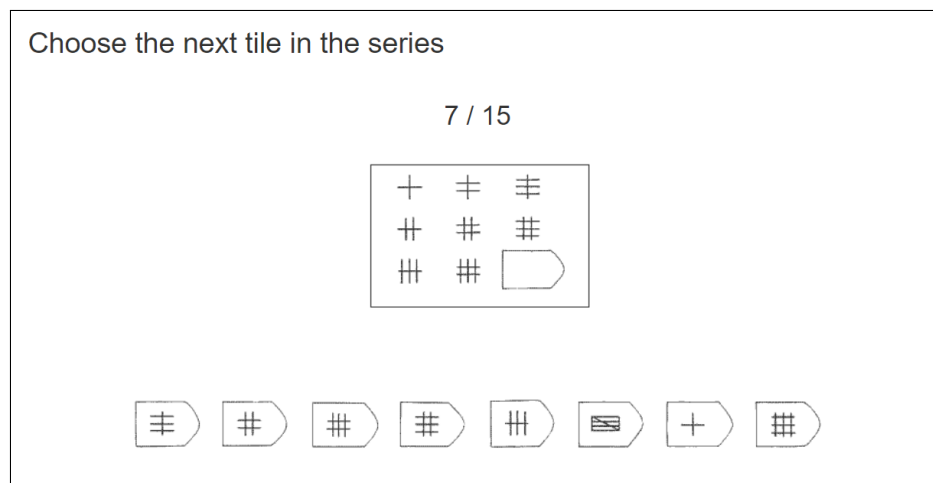


Figure 35: 25 - Raven's Progressive Matrices - task 10

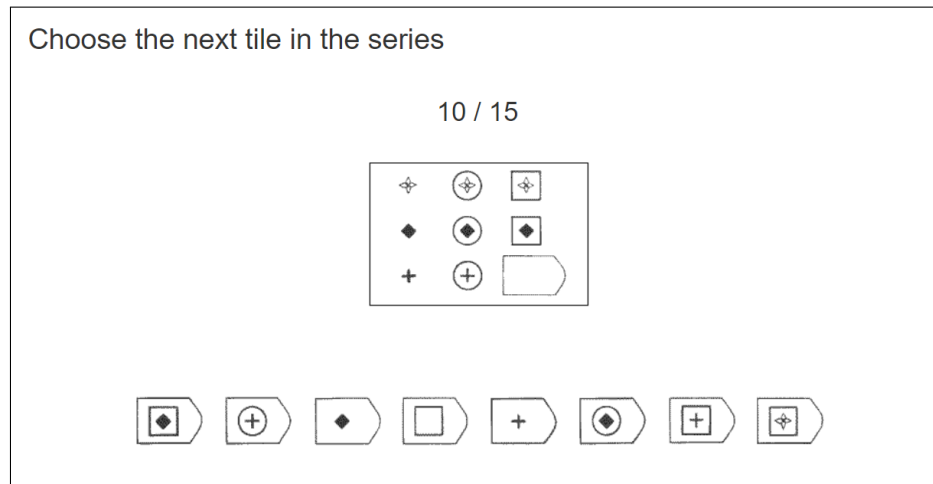


Figure 36: 26 - Raven's Progressive Matrices - task 11

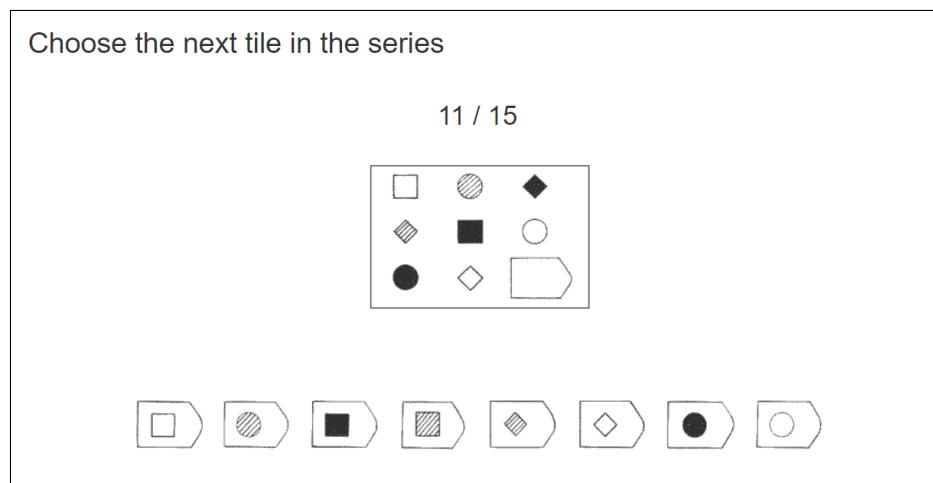


Figure 37: 27 - Raven's Progressive Matrices - task 12

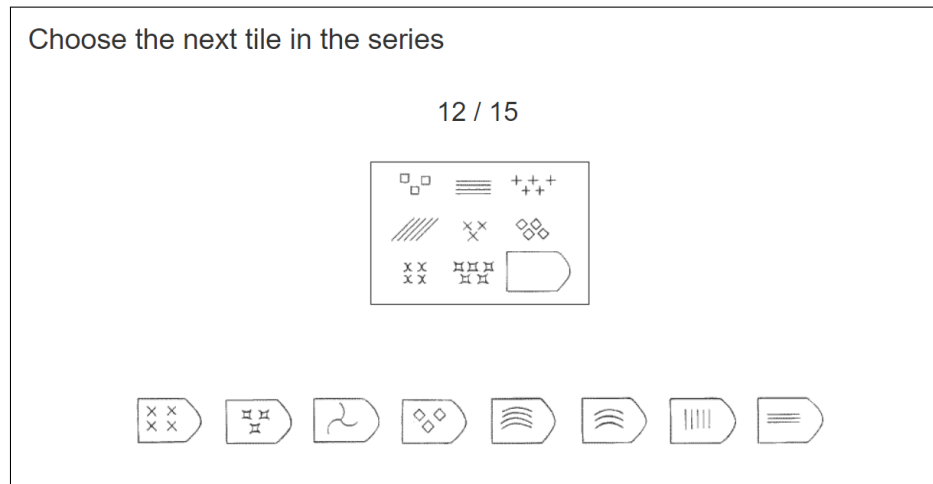


Figure 38: 28 - Raven's Progressive Matrices - task 13

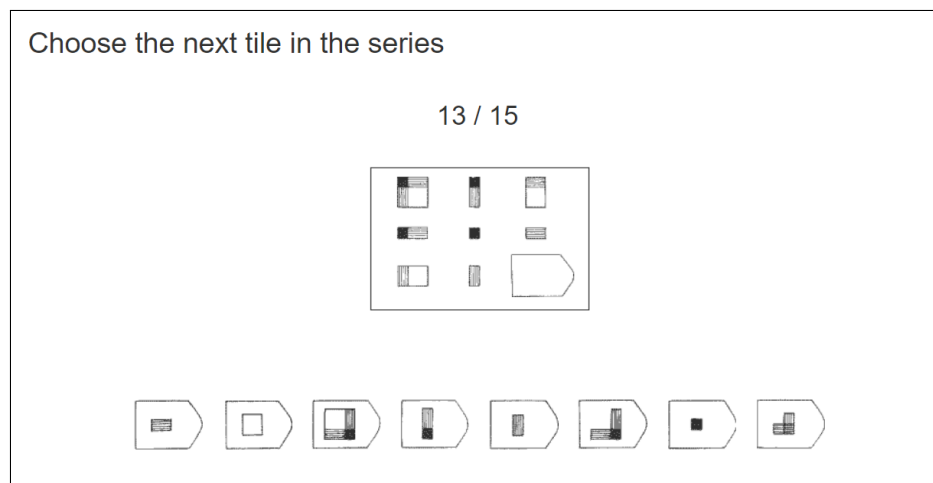


Figure 39: 29 - Raven's Progressive Matrices - task 14

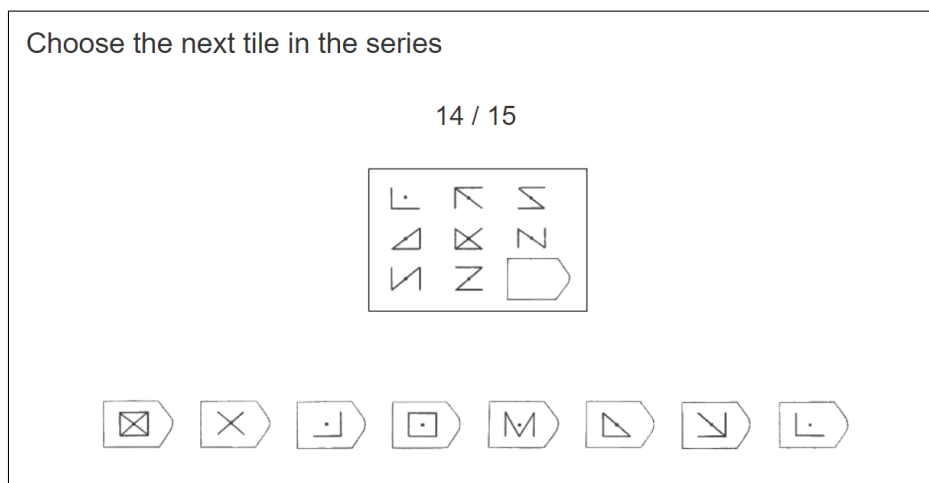


Figure 40: 30 - Raven's Progressive Matrices - task 15

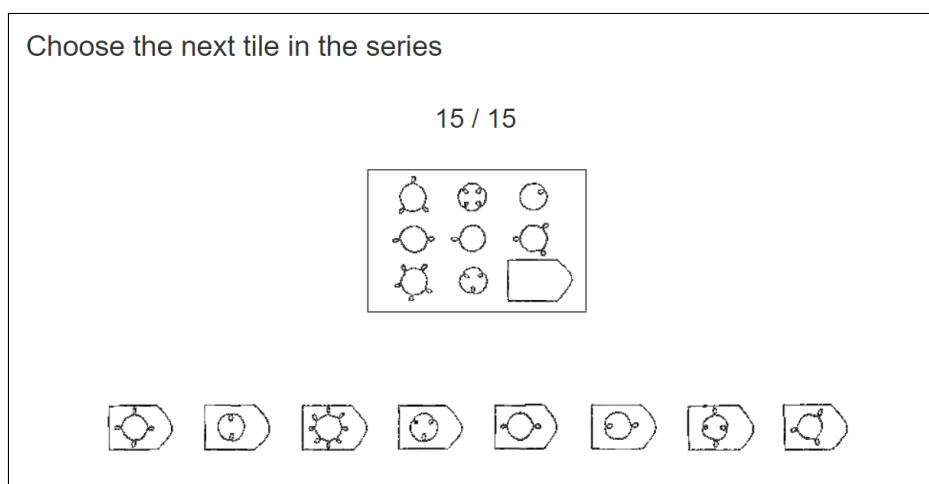


Figure 41: 31 - Demographics

Questionnaire

Please answer the following questions.

What is your current age?

What is your gender?

☐ Male

☐ Female

What is your main field of study?

What is your highest finished degree of study?

☐ A-levels

☐ Bachelor

☐ Master/Mag

☐ PhD/Dr

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Figure 42: 32 - Results

Results

You chose **Option 'A'** and the other player chose **Option 'A'**. As a result, your payoff from the task is **€12**.

In addition, you received €5 for participation. Thus, your total earnings are **€17**.

You answered 1 out of 6 additional questions correctly. Moreover, in the pattern matching task, you correctly identified 2 out of 15 tiles.

Please remain seated until the experimenter calls you to collect your earnings.

2 Additional graphs

The following abbreviations are used throughout: Exp 1/2 = Experiment 1/2. Sym = Symmetric payoffs. Asym = asymmetric payoffs. Low = Low time pressure condition. High = High time pressure condition.

2.1 Response times

Figure 43: Histograms of response times, by treatment

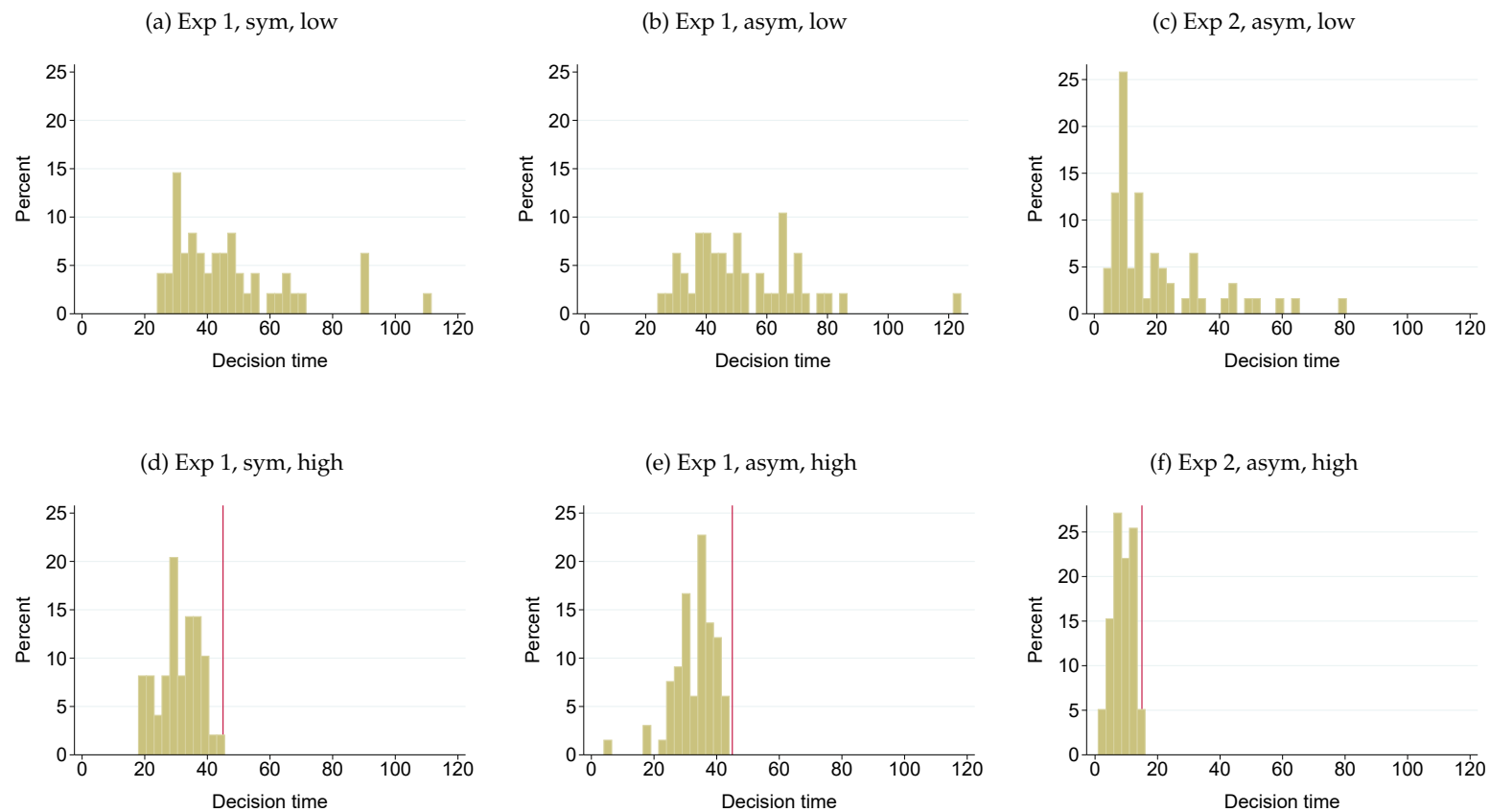


Figure 44: Histograms of response times of **role 1 players only**, by treatment

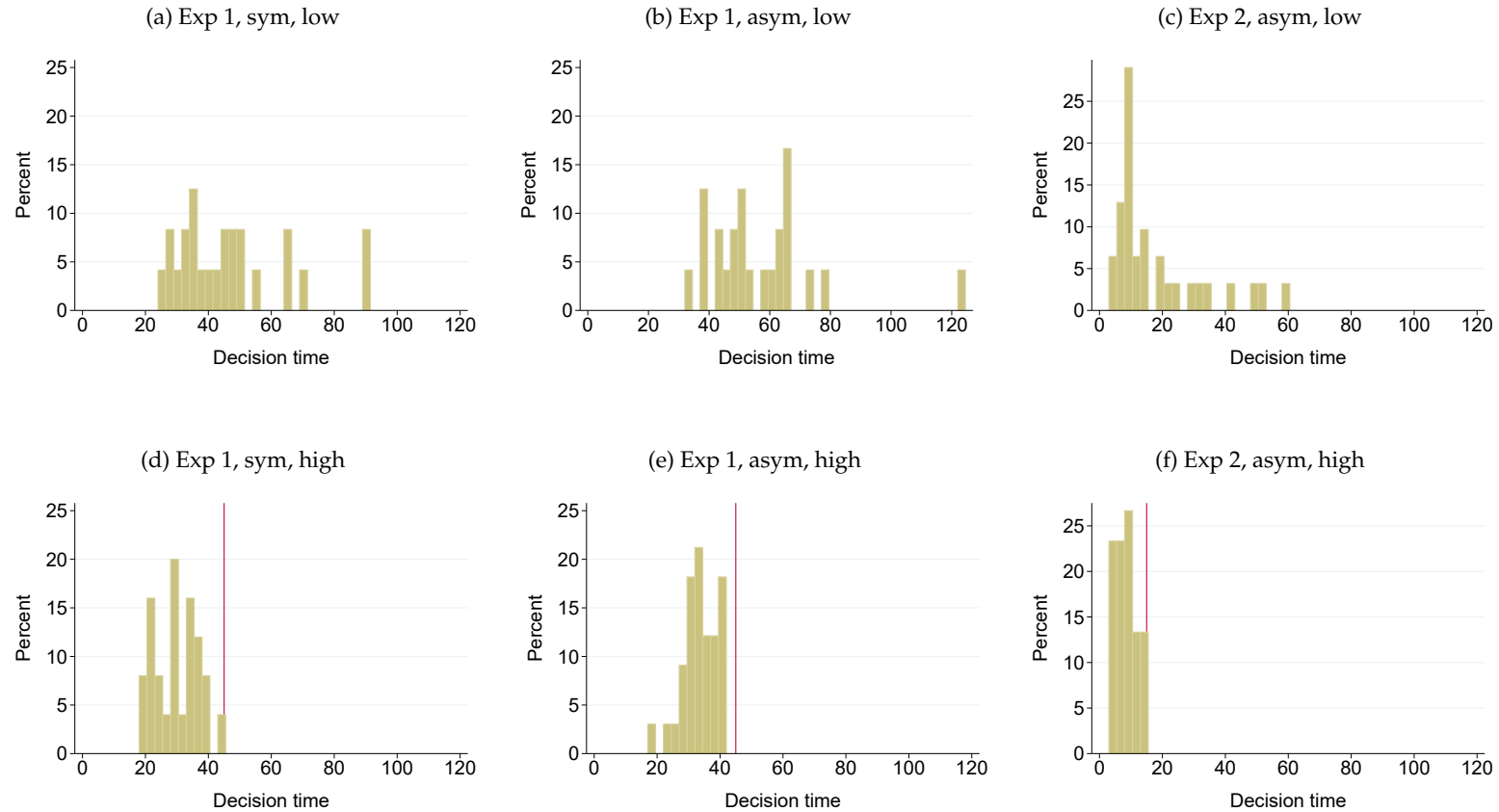
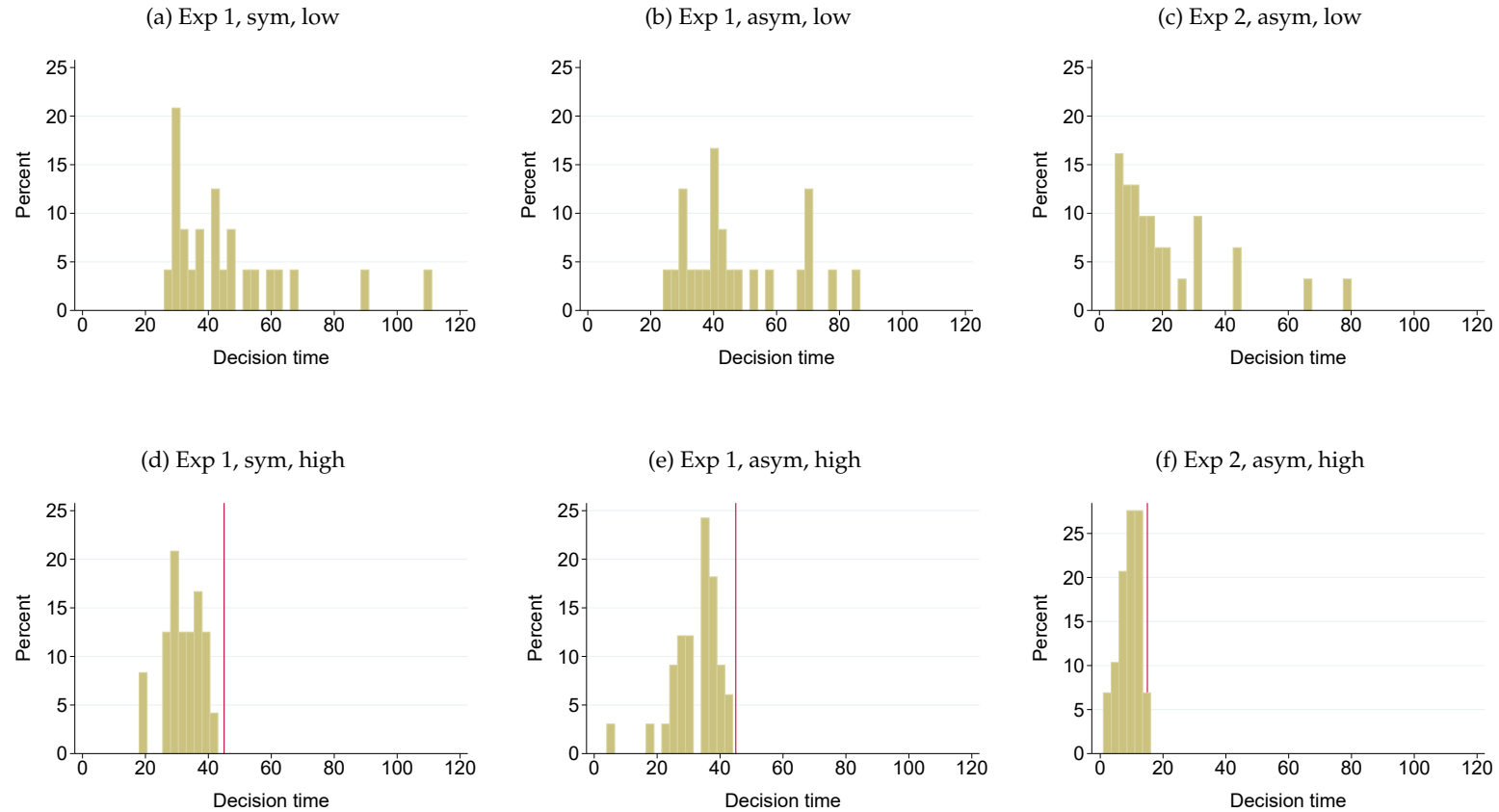


Figure 45: Histograms of response times of **role 2 players only**, by treatment



2.2 Further control variables

Figure 46: Histograms of Raven scores, by treatment

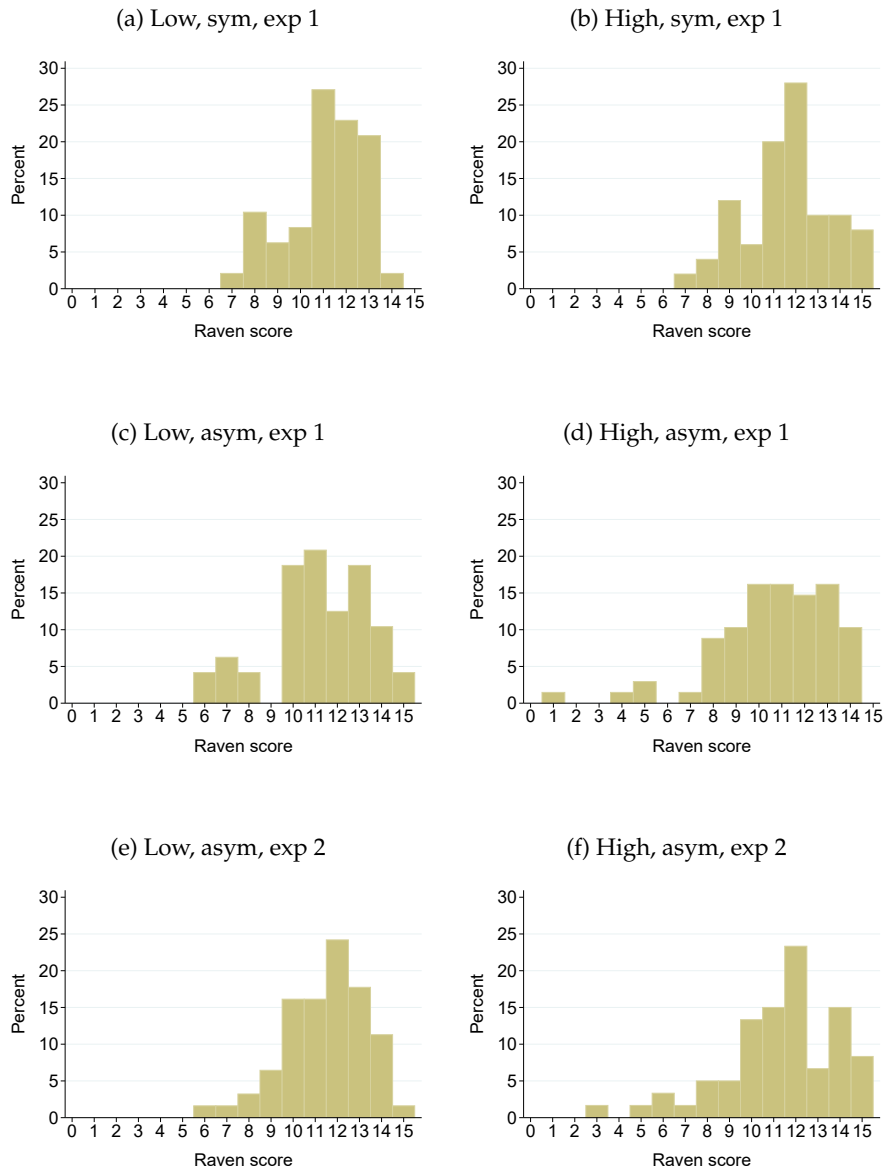


Figure 47: Histograms of times needed to complete the Raven test, by treatment

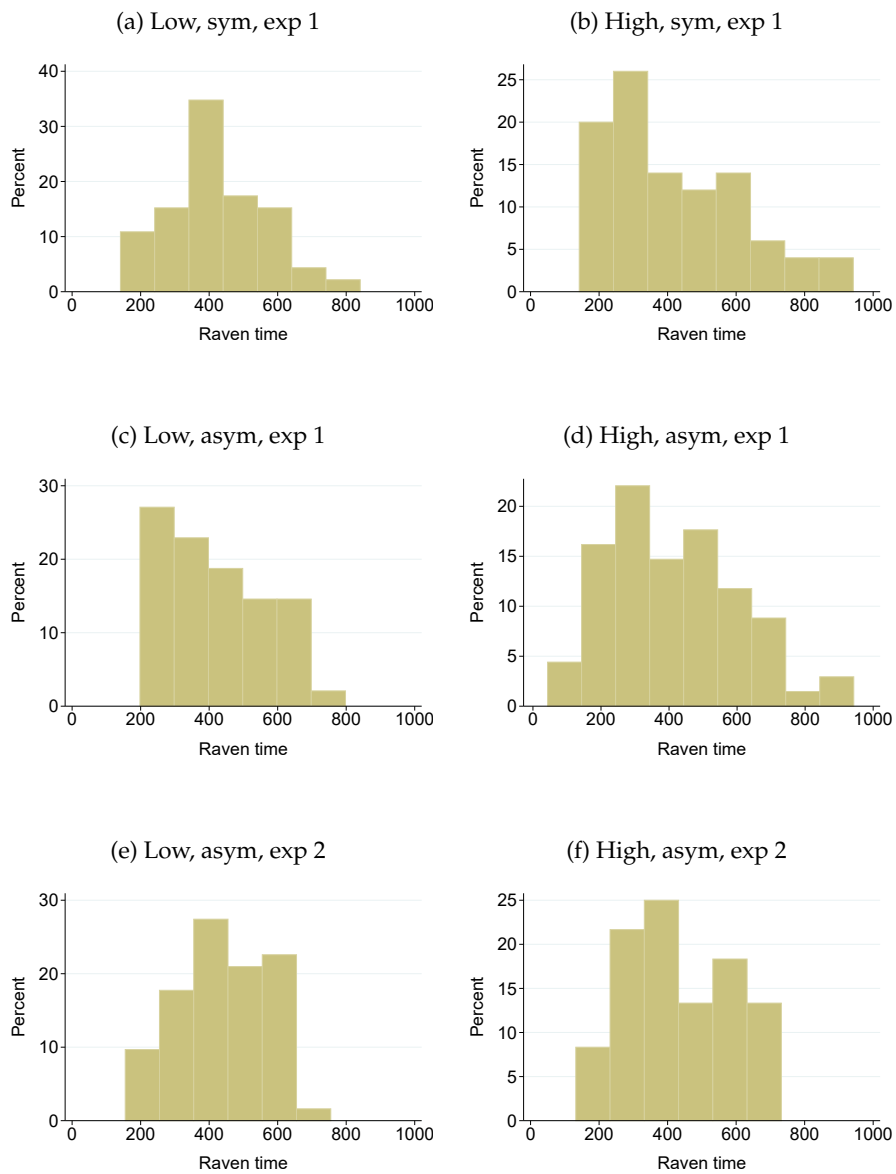


Figure 48: Histograms of times needed to complete demographics questions (“swiftness”), by treatment

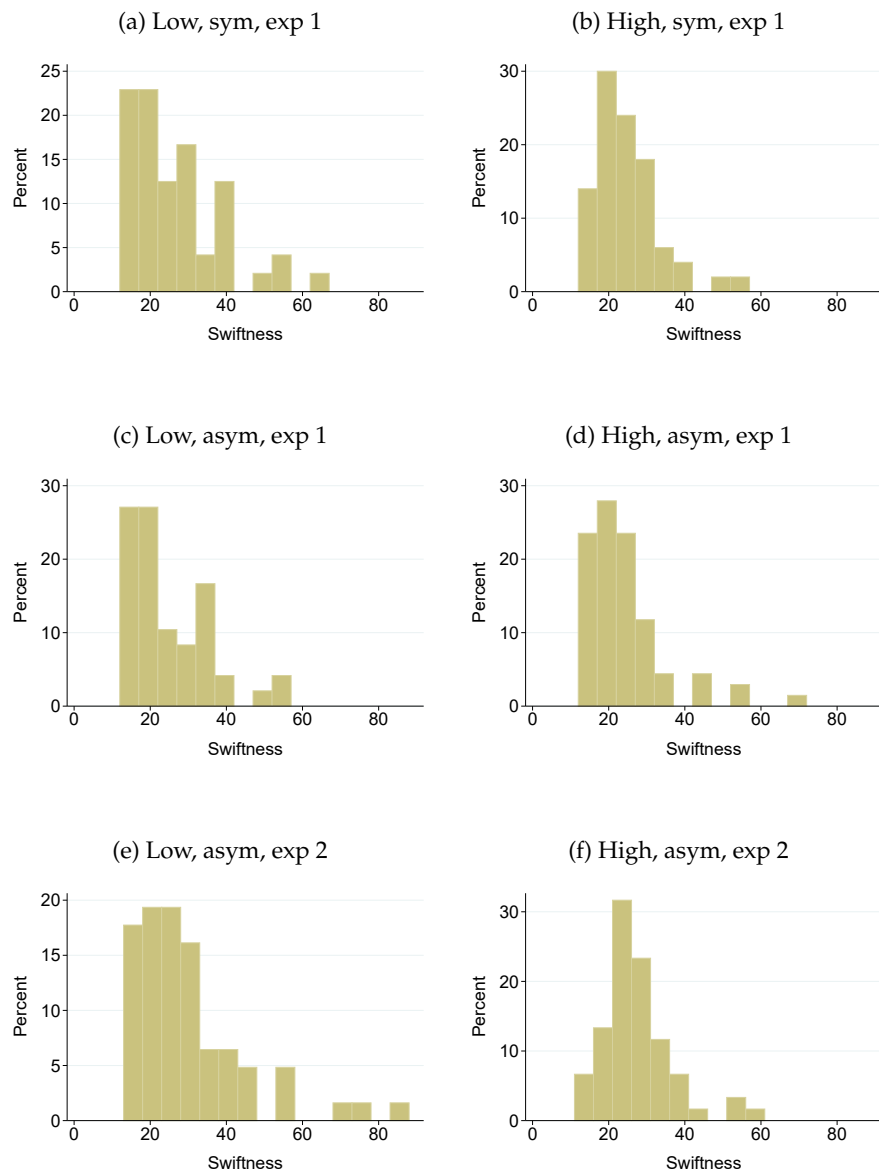


Figure 49: Histograms CRT scores (exp 2 only), by treatment

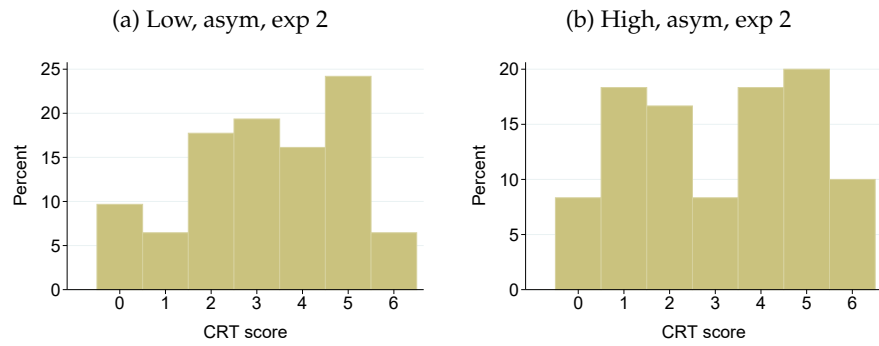
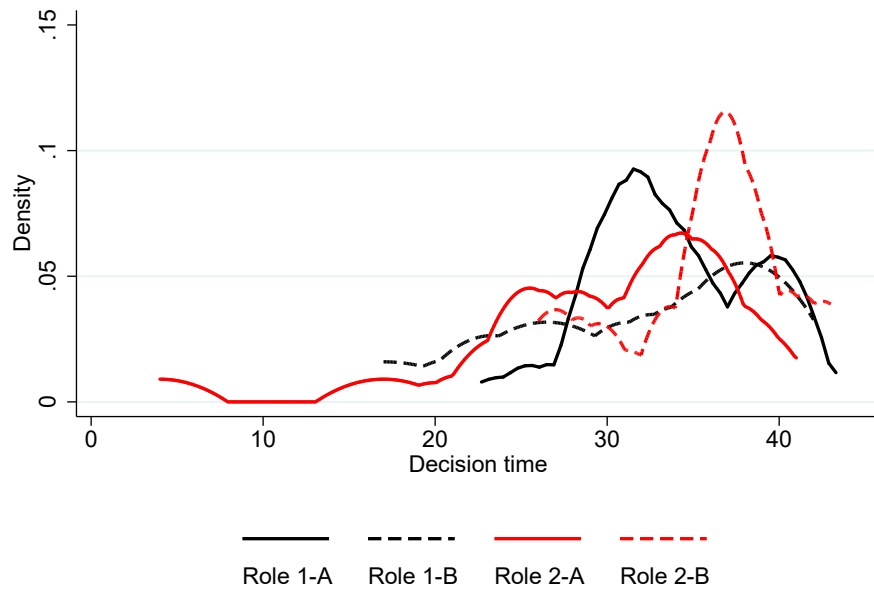


Figure 50: Decision time of asymmetric games under high time pressure - by role and choice

(a) Experiment 1



(b) Experiment 2

