Online Appendix A

A Experiment Instructions

This is an economic experiment about decision making under uncertainty. Listening carefully to these instructions will help you to earn a significant amount of money, which you will receive in cash privately at the end of the experiment. Your earnings in this experiment will depend on your performance in the individual rounds. Your final payout will be determined by three random draws done by the computer at the conclusion of the experiment. The three draws will correspond to three rounds during the experimental session. The total earnings over these three randomly selected rounds will be taken to calculate your final payout. All earnings in this experiment will be presented to you in tokens and converted to US dollars at the conclusion of the experiment. The conversion rate is: **20 tokens per 1 US dollar**. The conversion rate is identical for everyone.

You are welcome to ask questions at any time by raising your hand. Please wait for an experimenter to come to your seat before asking your question. While the experiment is in progress, please do not speak or in any other way communicate with other participants. This is important to the validity of the study.

Specific Guidelines:

You will participate in 46 rounds in a group with four other participants. **Participants are re-matched randomly at the beginning of each round to a new group of five participants**. You will not know who is in your group. In each round you will receive an endowment of 50 tokens. The endowment is identical for everyone. You and every member in your group have to individually decide how much of this endowment to allocate to a group account. This allocation must be a whole number, between 0 and 50 tokens. All decisions are made simultaneously and without communication. No other group member will ever know how much you choose to allocate to the group account.

Your earnings in each round are determined by combining what is left of your endowment after the allocation, plus the consumption of a product. The earnings equation is presented below.

Your earnings = endowment - your allocation + product quality value

The value from the product depends on the total group allocation. If the group allocation is between 0 and 49, the quality of the product is Poor and the product quality value for you is 0 tokens. If the group allocation is between 50 and 99, the quality of the product is Medium and your product quality value is 18.5. If the group allocation is between 100 and 149, the quality of the product is Good and your product quality value is 45.5. If the group allocation is between 150 and 199, the quality of the product is Very Good and your product quality value is 81. Lastly, if the group allocation is greater than 200, the quality of the product is Excellent and your product quality value is 125. These are summarized in the table below.

Examples:

1. If your combined group account for a round is 70 tokens, the quality of the product delivered to your group in that round is Medium. This will result in 18.5 tokens added as your Product Quality Value.
2. If your total payout for the three randomly chosen rounds is 232 tokens, you will earn $11.60. In this case **the experimenter will pay you a total of $11.75 in cash** at the conclusion of the experiment.

Are there any questions?

If your Total Group Allocation is:	Then your Product Quality is:	And your Product Quality Value is:
0 - 49	Poor	0
50 - 99	Medium	18.5
100 - 149	Good	45.5
150 - 199	Very Good	81
200 +	Excellent	125

Online Appendix B

B Supplemental Instructions

Subjects receive the following supplemental instructions if their session begins with an information condition. These instructions will also be used after a restart if the subject's session began with a no feedback information treatment.

IMPORTANT:

Some participants in each group might receive information at the beginning of each round. If you receive information, you will see the average number of tokens the participants in your current group allocated to their prior group accounts in the previous round. The average number of tokens is presented as if you were in the same group last round.

Examples:

1. If every participant in your current group chose to allocate 10 tokens to the group account last round, the average allocation presented to you in the current round is 10 tokens.

2. If two participants in your current group chose to allocate 10 tokens to the group account last round, and three participants chose to allocate 20 tokens to the group account last round, the average token allocation presented to you in the current round is 16 [= (10 + 10 + 20 + 20 + 20) / 5] tokens.

Online Appendix C

C Supplemental Analyses

Table 15: Random Effects GLS Regression on Contributions in Rounds 2-16: Baseline is *Target Below*

DV:	**Model I: Contributions**	**Model II: Quality**
No Info	-8.40*** (3.06)	-0.88*** (0.07)
Random Info	-8.18*** (2.68)	-0.83*** (0.08)
Target Above	2.49 (2.38)	0.31*** (0.08)
Age	0.37 (0.47)	0.01 (0.01)
Gender	-1.13 (1.99)	0.00 (0.06)
Constant	25.30** (10.04)	3.48*** (0.32)
Observations	1725	1725
Subjects	115	115
R^2	0.10	0.30
Wald X^2	26.78***	317.00***

Regressions include subject-specific random effects.
Robust standard errors in parentheses.
*** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$

Table 16: Comparison of Early and Late Round Behavior using Random Effects GLS Regression on Contributions and Beliefs: Baseline is *No Info*

	Rounds 2–6		**Rounds 12-16**	
DV:	**Model I: Contributions**	**Model II: Beliefs**	**Model III: Contributions**	**Model IV: Beliefs**
Random Info	3.85 (3.37)	-0.96 (2.68)	-2.66 (4.40)	-4.52* (2.61)
Age	0.46 (0.51)	0.13 (0.34)	-0.24 (1.06)	-0.38 (0.85)
Gender	0.84 (3.50)	-2.36 (2.72)	-1.78 (4.73)	2.83 (2.84)
Constant	14.89 (11.24)	26.73*** (7.93)	30.55 (22.99)	36.81** (18.58)
Observations	225	225	225	225
Subjects	45	45	45	45
R^2	0.02	0.01	0.01	0.07
Wald X^2	2.45	1.17	0.42	4.06

Regressions include subject-specific random effects.
Robust standard errors in parentheses.
*** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$

Table 17: Within-Subjects Comparison of Contributions using Random Effects GLS Regression (only significant comparisons are shown)

		Random Info		**Target Below**	
	Block 1 vs. 2	**Block 1 vs. 3**	**Block 2 vs. 3**	**Block 1 vs. 3**	**Block 2 vs. 3**
Block 2	-5.57*** (1.56)				
Block 3		-13.18*** (1.80)	-7.61*** (1.56)	-2.49** (1.16)	-1.61* (0.89)
Age	-0.25 (0.84)	-0.21 (0.71)	0.04 (0.90)	0.55 (0.55)	0.57 (0.55)
Gender	-0.82 (4.61)	-0.48 (4.12)	0.59 (4.46)	-2.19 (3.18)	-2.20 (3.39)
Constant	30.19* (18.10)	29.48* (15.33)	18.63 (19.08)	21.23* (11.79)	19.91 (11.92)
Observations	750	750	750	1200	1200
Subjects	25	25	25	40	40
R^2	0.03	0.17	0.06	0.02	0.02
Wald X^2	12.83***	54.92***	24.07***	5.90	4.50

Regressions include subject-specific random effects.

Robust standard errors in parentheses.

*** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$