

Supplemental Information for:

**On the Merits of Separate Spaces: Why Institutions Isolate Cooperation and Division  
Tasks**

FOR ONLINE PUBLICATION ONLY

This version: May 24, 2023

Table A1: Experiment 1 sample size by condition

	Same Person			Duplicate Person		
	Net 0	Net 10	Net 20	Net 0	Net 10	Net 20
Get 0	63	63	50	61	54	40
Get 10	50	48	54	53	56	60
Get 20	45	59	56	55	56	64

Table A2: Experiment 1. Effect of Division Game outcome and pairing condition by policy condition.

	(1)	(2)
	Net Policy Payoff 0	Net Policy Payoff 10 or 20
DV: Propose to adopt policy in Policy Game (1 = yes)		
Division Game Got 0	-0.06 [0.09]	-0.02 [0.04]
Division Game Got 10	-0.15 [0.10]	0.01 [0.04]
Partner is Same Person	0.00 [0.10]	0.03 [0.04]
Division Game Got 0 x Same Person	-0.29** [0.13]	-0.03 [0.06]
Division Game Got 10 x Same Person	-0.14 [0.14]	-0.10* [0.06]
Policy Game Nets 20		0.06*** [0.02]
Constant	0.62*** [0.07]	0.87*** [0.03]
$R^2$	0.07	0.02
$N$	327	660

\*\*\*  $p < .01$ , \*\*  $p < .05$ , \*  $p < .10$ . The table reports unstandardized OLS coefficients with robust standard errors in brackets. Got 20 tokens in the Division Game and the Policy Game Net 10 (only column 2) are the excluded categories.

Table A3: Experiment 1. Effect of Division Game outcome and pairing condition by own Division Game proposal.

	(1)	(2)
	Proposed Equal Division	Proposed 40/0 Division
DV: Propose to adopt policy in Policy Game (1 = yes)		
Division Game Got 0	-0.03 [0.05]	-0.05 [0.08]
Division Game Got 10	-0.06 [0.05]	-0.06 [0.07]
Policy Game Nets 10	0.36*** [0.04]	0.42*** [0.07]
Policy Game Nets 20	0.46*** [0.04]	0.44*** [0.06]
Partner is Same Person	-0.00 [0.05]	0.08 [0.08]
Division Game Got 0 x Same Person	-0.15* [0.08]	-0.12 [0.12]
Division Game Got 10 x Same Person	-0.08 [0.07]	-0.13 [0.12]
Constant	0.54*** [0.05]	0.53*** [0.07]
$R^2$	0.22	0.27
$N$	620	230

\*\*\*  $p < .01$ , \*\*  $p < .05$ , \*  $p < .10$ . The table reports unstandardized OLS coefficients with robust standard errors in brackets. Got 20 tokens in the Division Game and the Policy Game Net 0 are the excluded categories.

Table A4: Experiment 2 sample size by condition

	Same Person			Same Group			Duplicate Person		
	Net 0	Net 10	Net 20	Net 0	Net 10	Net 20	Net 0	Net 10	Net 20
Get 0	100	97	74	125	129	73	115	110	70
Get 20	125	135	54	106	112	56	120	118	57

Table A5: Experiment 2. Effect of Division Game outcome and pairing condition by own Division Game proposal.

	(1)	(2)
	Proposed Equal Division	Proposed 40/0 Division
DV: Propose to adopt policy in Policy Game (1 = yes)		
Division Game Got 0	-0.07*	-0.03
	[0.04]	[0.05]
Policy Game Nets 10	0.32***	0.34***
	[0.03]	[0.04]
Policy Game Nets 20	0.40***	0.35***
	[0.03]	[0.04]
Partner is Same Person	0.10***	-0.00
	[0.04]	[0.05]
Partner is Same Group	0.07*	-0.02
	[0.04]	[0.05]
Division Game Got 0 x Same Person	-0.15***	-0.06
	[0.05]	[0.07]
Division Game Got 0 x Same Group	-0.08	0.01
	[0.06]	[0.07]
Constant	0.59***	0.62***
	[0.03]	[0.04]
$R^2$	0.21	0.18
$N$	1,153	623

\*\*\*  $p < .01$ , \*\*  $p < .05$ , \*  $p < .10$ . The table reports unstandardized OLS coefficients with robust standard errors in brackets. Got 20 tokens in the Division Game, Policy Game Net 0, and Duplicate Person are the excluded categories.

## Experiment 1 Instructions

*Authors' Note: Brackets [] denote places in the instructions where text differed across experimental manipulations*

### Introduction

In this study, you will earn tokens. These tokens are converted into cents at a rate of 1 token = 1 cent.

You will play the Division Game (DG) with one other player. The amount of tokens you earn depends on your decisions, the decisions of the other participant, and chance.

In the DG, you will receive a 10 token endowment that you will put into a common pot that you share with the other player. The money in the pot will be doubled.

You and the other player will each make a proposal to divide the pot.

[page break]

### Division Game

You start the Division Game with an endowment of 10 tokens. The player you are matched with will also receive an endowment of 10 tokens.

Click the button below to contribute your endowment to a common pot. The other player will do the same. The money in the pot will be doubled.

[page break]

The computer has doubled the money so there are 40 tokens in the pot.

Now, you will make a proposal to allocate the pot. You can propose to:

- a) Take all 40 tokens from the pot
- b) Take 30 tokens from the pot, or
- c) Take 20 tokens from the pot

After you and the other player each make a proposal, the computer will choose either you or the other player to be the Decider. If you are chosen to be the Decider, your proposal will be implemented. If the other player is chosen to be the Decider, their proposal is implemented.

Note that you learn about the other player's proposal only if they are chosen to be the Decider. Similarly, the other player learns about your proposal only if you are chosen to be the Decider.

Please answer the questions below. For each correct answer, you will receive 2 tokens. You will not receive any tokens for incorrect answers.

1. Your proposal will always be implemented.

- True
  - False
2. The other player knows your proposal:
- Always
  - Never
  - Only when you are chosen as the Decider

[page break]

As a reminder, there are 40 tokens in the pot. Make a proposal to allocate the pot.

- Take 40 tokens. (You get 40 tokens, they get 0 tokens)
- Take 30 tokens. (You get 30 tokens, they get 10 tokens)
- Take 20 tokens. (You get 20 tokens, they get 20 tokens)

[page break]

The computer is choosing the Decider...

[page break]

The computer chose the other player to be the Decider. Their proposal was implemented.

They chose to take [40 or 30 or 20] tokens. They will receive [40 or 30 or 20] tokens and you will receive [0 or 10 or 20] tokens.

As a result of their decision in the Division Game, [0 or 10 or 20] tokens have been added to your bonus payment.

[page break]

## Policy Game

Now, you are going to play one last game. Any tokens that you earn in this game will be added to your previous earnings. The amount of tokens you earn depends on your decisions, the decisions of another participant, and chance.

You start the Policy Game with 10 tokens. You will make a decision whether to adopt a policy and another player, your partner, will also make a decision whether to adopt the policy. After you and your partner make a decision, the computer will randomly choose one of your decisions to be implemented.

If the policy is adopted:

- (A) You and your partner will each pay 10 tokens.
- (B) Your partner will end up with 30 tokens.
- (C) You will end up with [10 or 20 or 30] tokens.



If the policy is not adopted:

- (A) Your partner will end up with 10 tokens.
- (B) You will end up with 10 tokens.

Before you make a decision on the policy, we will tell you about the Division Game behavior and earnings of your partner in this game.

1. Your partner in this game [was or was not] the other player in the Division Game.
2. They were the Decider in the Division Game.
3. In allocating the pot between themselves and [you or their partner] they took [40 or 30 or 20] from the 40 tokens in the common pot leaving [you or their partner] with [0 or 10 or 20] tokens.

As a reminder, in the Division Game, you were not the Decider and you received [0 or 10 or 20] tokens.

Please answer the questions below. For each correct answer, you will receive 2 tokens. You will not receive any tokens for incorrect answers.

1. How many tokens will you end up with if the policy is adopted?
  - 0 tokens
  - [10 or 20 or 30] tokens
  - 40 tokens
2. How many tokens will your partner end up with if the policy is adopted?
  - 10 tokens
  - 20 tokens
  - 30 tokens
3. How many tokens will you end up with if the policy is not adopted?
  - 10 tokens
  - 20 tokens
  - 30 tokens
4. How will the computer choose whether your policy choice is implemented?
  - The computer will randomly choose either your choice or your partner's choice to be implemented
  - The computer will always implement your choice
  - The computer will always implement your partner's choice
5. Your partner in this game [was or was not] your partner in the Division Game
  - True
  - False

[page break]

Please review the information below and then make your decision.

If the policy is adopted:

- (A) You and your partner will each pay 10 tokens.
- (B) Your partner will end up with 30 tokens.
- (C) You will end up with [10 or 20 or 30] tokens.

If the policy is not adopted:

- (A) Your partner will end up with 10 tokens.
- (B) You will end up with 10 tokens.

As a reminder:

1. Your partner in this game [was or was not] the other player in the Division Game.
2. They were the Decider in the Division Game.
3. In allocating the pot between themselves and [you or their partner] they took [40 or 30 or 20] from the 40 tokens in the common pot leaving [you or their partner] with [0 or 10 or 20] tokens.

In the Division Game, you were not the Decider and you received [0 or 10 or 20] tokens.

Do you want to adopt this policy?

- Yes
- No

[page break]

Your vote has been recorded. After your partner has made their decision, the computer will randomly choose either your decision or their decision to be implemented. The tokens you receive from the Policy Game will be added to the tokens you received in the Division Game. This amount will be paid to you as a bonus payment for the study.

## Instructions for Experiment 2

*Authors' Note: Brackets [] denote places in the instructions where text differed across experimental manipulations*

On the next page, you will have 5 seconds to click as many times as you can. The number of times you click will be used to decide which group you are in for the remainder of the study.

You will receive 1 token for each 4 times that you click. We will round down to the nearest cent. You can earn a maximum of 25 tokens (100 clicks in 5 seconds).

These tokens are converted into cash at a rate of 1 token = 1 cent.

[page break]

Click!

[page break]

Counting clicks and assigning groups...

[page break]

You clicked (number of clicks) times in 5 seconds. You will receive (number) tokens as a bonus payment.

Because of the number of times you clicked, you have been assigned to Group A. Participants in Group A had a similar clicking pattern to you.

Participants who did not have a similar clicking pattern to you have been assigned to Group B, Group C, or Group D, depending on the number of times they clicked.

[page break]

Each group has at least two people in it. The table below shows two people from each group. As a reminder, these groups were formed based on the number of times people clicked.

As a reminder, you are in Group A.

<b>Group A</b>	<b>Group B</b>	<b>Group C</b>	<b>Group D</b>
Person 1	Person 2	Person 3	Person 4
Person 5	Person 6	Person 7	Person 8

To make sure you understand these instructions so far, we have three questions. Please answer them to the best of your ability.

1. Are you, in Group A, more like person 1, who is also in Group A, or like person 2 who is in Group B?
  - Person 1
  - Person 2

2. Is person 2, who is in Group B, more like person 3, who is in Group C, or person 6, who is also in Group B?
  - Person 3
  - Person 6
3. Is person 3, who is in Group C, more like person 4, who is in Group D, or person 7, who is also in Group C?
  - Person 4
  - Person 7

[page break]

Now, you will play the Division Game (DG) with a member of Group B. As a reminder you are a member of Group A. The amount of tokens you earn depends on your decisions, the decisions of the other participant, and chance.

In the DG, you will receive a 10 token endowment that you will put into a common pot that you share with the other player. The money in the pot will be doubled.

You and the other player will each make a proposal to divide the pot.

[page break]

The computer has doubled the money so there are 40 tokens in the pot.

Now, you will make a proposal to allocate the pot. You can propose to:

- a) Take all 40 tokens from the pot, or
- b) Take 20 tokens from the pot

After you and the other player each make a proposal, the computer will choose either you or the other player to be the Decider. If you are chosen to be the Decider, your proposal will be implemented. If the other player is chosen to be the Decider, their proposal is implemented.

Note that you learn about the other player's proposal only if they are chosen to be the Decider. Similarly, the other player learns about your proposal only if you are chosen to be the Decider.

To make sure that you understand these instructions, please answer the questions below. For each correct answer, you will receive 2 tokens. You will not receive any tokens for incorrect answers.

1. Your proposal will always be implemented.
  - True
  - False
2. The other player knows your proposal:
  - Always
  - Never
  - Only when you are chosen as the Decider

[page break]

As a reminder, there are 40 tokens in the pot. Make a proposal to allocate the pot.

- Take 40 tokens. (You get 40 tokens, they get 0 tokens)
- Take 20 tokens. (You get 20 tokens, they get 20 tokens)

[page break]

The computer chose the other player who is a member of Group B to be the Decider. Their proposal was implemented.

They chose to take [40 or 20] tokens. They will receive [40 or 20] tokens and you will receive [0 or 20] tokens.

As a result of their decision in the Division Game, [0 or 20] tokens have been added to your bonus payment.

[page break]

### **Policy Game**

Now, you are going to play one last game. Any tokens that you earn in this game will be added to your previous earnings. The amount of tokens you earn depends on your decisions, the decisions of another participant, and chance.

You start the Policy Game with 10 tokens. You will make a decision whether to adopt a policy and another player, your partner, will also make a decision whether to adopt the policy. After you and your partner make a decision, the computer will randomly choose one of your decisions to be implemented.

If the policy is adopted:

- (A) You and your partner will each pay 10 tokens.
- (B) Your partner will end up with 30 tokens.
- (C) You will end up with [10 or 20 or 30] tokens.

If the policy is not adopted:

- (A) Your partner will end up with 10 tokens.
- (B) You will end up with 10 tokens.

Before you make a decision on the policy, we will tell you about the Division Game behavior and earnings of your partner in this game.

1. Your partner in this game [was or was not] the other player in the Division Game.
2. Your partner in this game is a member of Group [B or C].

3. They were the Decider in the Division Game. [blank or Their partner in the Division Game was a member of Group D].

4. In allocating the pot between themselves and [you or their partner], they took [40 or 20] from the 40 tokens in the common pot leaving [you or their partner] with [0 or 20] tokens.

As a reminder, in the Division Game, you were not the Decider and you received [0 or 20] tokens.

Please answer the questions below. For each correct answer, you will receive 2 tokens. You will not receive any tokens for incorrect answers.

1. How many tokens will you end up with if the policy is adopted?
  - 0 tokens
  - [10 or 20 or 30] tokens
  - 40 tokens
2. How many tokens will your partner end up with if the policy is adopted?
  - 10 tokens
  - 20 tokens
  - 30 tokens
3. How many tokens will you end up with if the policy is not adopted?
  - 10 tokens
  - 20 tokens
  - 30 tokens
4. How will the computer choose whether your policy choice is implemented?
  - The computer will randomly choose either your choice or your partner's choice to be implemented.
  - The computer will always implement your choice.
  - The computer will always implement your partner's choice.
5. Your partner in this game [was or was not] your partner in the Division Game.
  - True
  - False
6. Your partner in this game is a member of Group [B or C].
  - True
  - False

[page break]

Please review the information below and then make your decision.

If the policy is adopted:

(A) You and your partner will each pay 10 tokens.

(B) Your partner will end up with 30 tokens.

(C) You will end up with [10 or 20 or 30] tokens.

If the policy is not adopted:

(A) Your partner will end up with 10 tokens.

(B) You will end up with 10 tokens.

As a reminder,

1. Your partner in this game [was or was not] the other player in the Division Game.
2. Your partner in this game is a member of Group [B or C].
3. They were the Decider in the Division Game. [blank or Their partner in the Division Game was a member of Group D].
4. In allocating the pot between themselves and [you or their partner], they took [40 or 20] from the 40 tokens in the common pot leaving [you or their partner] with [0 or 20] tokens.

In the Division Game, you were not the Decider and you received [0 or 20] tokens.

Do you want to adopt this policy?

- Yes
- No

[page break]

Your vote has been recorded. After your partner has made their decision, the computer will randomly choose either your decision or their decision to be implemented. The tokens you receive from the Policy Game will be added to the tokens you received in the Division Game and the clicking task. This amount will be paid to you as a bonus payment for the study.