The Effect of Network Degree on Bargaining: Experimental Evidence from the Field*

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Abstract

We conduct an artefactual field experiment in real-existing trade networks to analyze how individual network degree affects bargaining demands and outcomes. We combine data from a bilateral bargaining experiment with data of trade networks in 24 villages in Uganda. To identify the effect of individual degree in the village trade network we experimentally vary the disclosure of participants' identities in a bargaining pair. We state hypotheses on how degree will affect behavior and find partial support for them. Specifically, we observe that individual degree affects bargaining demands in the predicted direction when one of the bargainers is informed about the network positions but not when either no or both sides are informed. Moreover, network degree affects the likelihood of agreements and earnings, irrespective of the knowledge of the network positions of bargaining partners.

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1. Introduction

In recent decades, economists have paid growing attention to the influence of social networks on human behavior. This is also the case for bargaining behavior, on which an important theoretical literature has developed (for an overview, see Manea, 2016).[1] A main insight from this stream of research is that the number of connections an agent has in a network (i.e., an agent's degree in a network) increases bargaining power. Theoretically this can be because a higher degree provides a larger set of outside options (Kleinberg and Tardos, 2008; Easley and Kleinberg, 2010) or a higher likelihood of being chosen as a bargaining partner (Calvo-Armengol, 2001). However, empirical evidence on the influence of network connections on bargaining behavior and outcomes is scarce. Some studies have used lab experiments and exogenously created networks (see e.g., Charness et al., 2007; Choi et al., 2017) to test if network positions affect bargaining. Yet, up to date, no study has used real-existing social networks outside the lab to study their role in bargaining. We fill this gap by providing evidence from an artefactual field experiment where participants negotiate the division of a pie with someone in their actual trade network. Thus, we can test whether the theoretical insights and empirical results obtained in the lab carry over to the more natural but also more noisy environment of a real-existing network. Thereby we contribute to the external validity of both theory and lab experiments.

To study the effect of individual network degree, i.e., the number of direct connections an individual has in a network, on bilateral bargaining, we use an experiment in which randomly paired participants bargain in a Nash demand game (NDG) (Nash, 1953). In the NDG, bargainers make simultaneous demands over a given resource and receive their demands when they are compatible, but only a (relatively small) disagreement payoff when they are not. This game combines simplicity with the possibility to observe bargaining behavior (i.e., the demands) as well as bargaining outcomes (i.e., agreements and earnings). To exploit the natural variation in individual degree in real networks, we implement our study in close-knit rural Ugandan villages. Before the bargaining experiment, we use a social tie survey to elicit the complete trade networks in these villages. Obviously, we cannot exogenously vary individuals' network degrees. Therefore, to identify the influence of network degree on bilateral bargaining behavior and outcomes, we experimentally vary the disclosure of the identities of participants in a bargaining pair. The close-knit nature of the investigated communities allows us to use the revelation of identities as a proxy for the revelation of participants' network degrees. Naturally, with the disclosure of identities a number of other characteristics next to degree become known. Therefore, in our analysis we control for a large number of individual characteristics and use fixed effects models.

Our study adds knowledge about the external validity of network effects. Specifically, rural villages in developing countries tend to be long-grown social units, where people rely on local

[1] This topic has also received attention among sociologists. For an overview of this literature, see Cook et al. (2013).

social networks. In other words, social networks are important for how people behave in their local setting. Importantly, such social units are not rare special cases, and are very important in rural areas where one fifth of the global population lives. In low-income countries, rural areas make up a much larger share of the population than the global average. In particular, in Sub-Saharan Africa about one third of the population lives in rural areas (United Nations Department of Economic and Social Affairs, 2025). The use of real networks also provides an important methodological advantage as we do not need to actively tell participants their position in the network before the bargaining experiment, which eliminates the risk of potential experimenter demand effects.

We implement three identity disclosure treatments. First, in AN, both bargainers in a pair do not know each other's identities. Second, in SD the informed bargainer in a bargaining pair (SD-i) knows the other's identity, whereas the uninformed bargainer (SD-u) does not know the other's identity. Third, in FD, both bargainers in a pair do know each other's identity. Informed by theoretical studies (Calvo-Armengol, 2001; Kleinberg and Tardos, 2008; Easley and Kleinberg, 2010; Acemoglu et al., 2010; Galeotti et al., 2013), stating that an individual's bargaining power is affected by its own network degree as well as the network degree of the bargaining opponent, we develop hypotheses for the effect of network degree on demands and bargaining outcomes. We do this for AN and for effects in SD and FD, in comparison to AN.

We find partial support for the hypotheses. Specifically, we observe that if only one side of the bargaining table knows the other's identity, demands made by the informed bargainer are increasing in their own degree and decreasing in other's degree, as expected. In all other cases observed effects are mostly in the predicted direction but fail to reach significance. Regarding bargaining outcomes we find that when there is no information about bargainers' identities, the likelihood of agreement as well as the overall earnings are negatively affected by bargainers' degree, as hypothesized. Otherwise, no effects of degree are observed, but some of these null results are predicted. The most surprising unpredicted null result is that we do not find an effect of degree when both bargainers identities are known. In Section 4, we discuss possible reasons for this, related to the fact that our experiment is embedded in the everyday life of the investigated villages and that participants take into account future interactions when bargaining.

Our study contributes to two strands of literature. First, it provides new experimental evidence on the importance of networks for bargaining. To date controlled empirical evidence on how network position affects bargaining behavior is limited.[2] We are aware of only two studies that use experiments to study bargaining on networks (Charness et al., 2007; Choi et al., 2017). In contrast

[2]There is a large sociological literature on networked exchange. This literature has developed a laboratory-based experimental protocol aimed at analyzing the endogenous choice of bargaining partners on a fixed network structure. For a survey of this approach see Easley and Kleinberg (2010). Our work shares with this literature the general motivation to understand how power may emerge in a network, but otherwise our study is quite different. In particular, our experimental design focuses on the causal identification of network effects based on treatment variations and exogenously assigned trading pairs. Moreover, the scope of our study differs as we move our experiment away from a laboratory-based setting into the field using actual trade networks.

to these studies, we exploit the naturally occurring variation of network position in real networks in the field. In addition, we create experimental variation in information about the counterpart to identify causal effects. Through this, we generate empirical evidence on network degree as a source of bargaining power in real trade networks. It is noteworthy that we find effects of degree on bargaining without ever mentioning networks or network degree, which differentiates our approach from those in the laboratory. A potential downside of moving to the field is that there is more noise and the observed effect may only be a lower bound of the actual effect of degree on bargaining. We discuss this issue at length in a section where we present robustness tests.

Second, our paper contributes to the literature that studies social networks in the field, and its importance for a wide range of economically relevant behaviors, such as risk sharing and transfers (Fafchamps and Lund, 2003; Karlan et al., 2009; Jackson et al., 2012; D'Exelle and Verschoor, 2015), social learning (Bandiera and Rasul, 2006; Conley and Udry, 2010; D'Exelle and Verschoor, 2023), peer influence (Calvo-Armengol et al., 2009; D'Exelle et al., 2023b), job search (Ioannides and Datcher Loury, 2004), and women's involvement in intra-household decisions (D'Exelle and Ignowski, 2023). Evidence on how real-existing social networks influence bargaining is missing, which we contribute to this literature.

The remainder of the paper is structured as follows. Section 2 introduces the design of the study, including descriptions of the bargaining game, the treatment variations and hypotheses, the experimental procedures, the network elicitation, and the socioeconomic survey. Section 3 presents results on the networks, bargaining demands, and individual earnings, and discusses potential confounds and robustness tests. Section 4 reflects on the results and section 5 concludes.

2. Design

Following a survey that collected data on individual social networks, participants interacted in a bilateral bargaining game. In this section we first describe the bargaining experiment. Thereafter, we introduce the experimental treatments and present our hypotheses. The section closes with describing the implementation of the experiment and the survey.[3]

2.1. The Bargaining Game

In the experiment we implement the Nash demand game (NDG) (Nash, 1953). In the game, two players i and j simultaneously and independently make demands x_i and x_j regarding a given re-

[3]This paper is part of a larger project, which involves many different elements, including different games, and analyses. A related published article uses the same sample and bargaining experiment but focuses on very different research questions leading to different contributions to the literature. Specifically, the former paper asks if and how gender and gender pairings affect bargaining behavior of men and women, irrespective of the social network (D'Exelle et al., 2023a). In contrast, the current paper uses the experimental treatments to combine them with variation in real-existing social networks, which allows us to investigate how variation in actually existing social networks influences bargaining behavior in a controlled setting, while controlling for gender and other socio-demographic characteristics.

source R. If the sum of the demands made by the two players does not exceed the amount of the available resource, that is, $x_i + x_j \leq R$, they reach an agreement and the players receive their respective demands. Otherwise, each player gets ex ante defined and known disagreement earnings d.[4]

Let $u_i, u_j : [0,R] \cup \{d\} \rightarrow \mathbb{R}$ be players' von Neumann-Morgenstern utility functions which map from the space of possible demands into the payoff space. The set of possible bargaining agreements S is given by those (x_i, x_j) that fulfill $u_i(x_i) \geq u_i(d), u_j(x_j) \geq u_j(d)$ and $x_i + x_j \leq R$. It is easy to see that any pair of demands $(x_i, x_j) \in S$ that satisfies $x_i + x_j = R$ constitutes a Nash equilibrium.

Nash (1950) proposes a solution for this game that appeals to a number of reasonable conditions. He shows that, under such conditions, the unique solution defining the value of the bargaining game is given by the product of the players' utilities, which is known as the Nash bargaining solution (NBS).[5] Later, Harsanyi and Selten (1972) and Kalai (1977) have shown that the NBS can be extended to incorporate differences in bargaining power between the players. This asymmetric NBS takes the following form:

$$\arg \max_{(x_i, x_j) \in S} (u_i(x_i) - u_i(d))^{\alpha_i} (u_j(x_j) - u_j(d))^{\alpha_j}, \tag{1}$$

where the weights α_i and α_j describe the negotiators' relative bargaining power, with $\alpha_i, \alpha_j > 0$. A larger α implies higher bargaining power and, hence, a higher bargaining share.

Bargaining power and network degree. We are interested in testing if the negotiators' network degrees affect bargaining. There are theoretical accounts that suggest that this is the case. More precisely, the theoretical literature on bargaining and networks has shown that bargaining outcomes

[4]Other bargaining environments than the NDG would have been feasible. An alternative, popular in experimental research, would have been the ultimatum game (UG) (Güth et al., 1982). We did not use this alternative for the following reasons. A practical downside of the use of the UG relative to the NDG is that it only provides half the number of observations for demands (and acceptance thresholds) which would have decreased the statistical power substantially. A way around this would have been to let each participant play both roles, proposer and responder. However, this has the disadvantage that motives like generalized and anticipated reciprocity potentially enter participants' behavior in an uncontrolled way (see, e.g., Iriberri and Rey-Biel, 2011). Other reasons for why we opted for the NDG are that (i) it is relatively simple and easy to explain as each bargainer has the same role and makes the same kind of decision, (ii) arguably resembles more closely a free-form nature of bargaining (for arguments in favor of free-form bargaining, see Karagözoğlu, 2019), and (iii) it allows us to derive our hypotheses with reference to the Nash bargaining solution (Nash, 1950). In addition, a feature of the symmetric NDG is the focalness of the 50-50 split. We see this as a strength of our design, because it means that we likely err on the conservative side, in the sense that network effects need to be rather strong to make participants move away from the equal split.

[5]These conditions include invariance to affine transformations, Pareto optimality, independence of irrelevant alternatives, and symmetry. Originally, Nash's solution was derived under the restriction that $u_i(x) = u_j(x) = u(x)$ and $u_i(d) = u_j(d) = u(d)$ where $u(.)$ is a linear function. Later work analyzes the role of risk aversion in bargaining and shows that the NBS can be extended to cases where $u_i(x) \neq u_j(x)$ and $u_i(d) \neq u_j(d)$ with $u_i(.)$ and $u_j(.)$ being non-linear functions with differing curvatures (see, e.g., Kannai, 1977; Roth, 1979; Kihlstrom et al., 1981; Sobel, 1981).

in a network can be approximated via an allocation rule that coincides with the asymmetric NBS and that the weights α_i and α_j can be interpreted as reflecting the (relative) degree of the bargaining counterparts. This literature provides some arguments for why network degree may influence bargaining power. Calvo-Armengol (2001) argues that a well connected agent is more likely to be randomly chosen as the bargaining partner of another agent. Based on this argument, he shows that higher degree leads to higher bargaining power. Work by Kleinberg and Tardos (2008) and Easley and Kleinberg (2010) shows that, when bargaining partners are chosen endogenously, there exists an extension of the NBS in which the outside option for each agent arises directly from the network structure. By defining a set of self-consistent values where each individual transaction follows the asymmetric NBS, they derive a positive relation between degree and bargaining power.

Hence, the mechanism that explains why bargaining power increases with network degree differs depending on the specific approach taken, but the importance of degree as such does not: higher degree leads to higher bargaining power. Below we will exploit this theoretical insight in the motivation of our empirical hypotheses regarding the demands bargainers make and the earnings they receive.

2.2. Treatments

To test if bargainers' degrees influence demands and earnings, the first best solution would be to exogenously vary these degrees. As we are using a real existing network this approach is not feasible. However, we can approximate exogenous variations in degrees by varying in a controlled way the information negotiators in a pair have of each other. Specifically, we experimentally vary the disclosure of the identities of the participants in a pair, and consequently information about the participants' degree. We can then use treatment comparisons to examine if participants' degrees affect bargaining behavior. We use the following three information revealing treatments.

In the anonymity treatment (AN), no one in a bargaining pair is informed about the other's identity. In the semi-disclosure treatment (SD), one participant in a pair is informed about the other's identity whereas the other is not. In the full-disclosure treatment (FD), both participants in a pair know the other's identity. In each treatment, both bargainers are informed about the prevailing information condition. This experimental variation, together with extensive socio-economic controls, allows us to causally identify how bargaining behavior and outcomes depend on (the knowledge of) the bargainers' degrees, and whether this effect depends on the disclosure of one bargainer's identity relative to the other bargainer's identity.

Our identification strategy relies on the following assumptions. First, we assume that the disclosure of the opponent's identity results in access to information about the opponent's position in the network. This assumption likely holds given the close-knit nature of villages selected for this study. Implicitly, we also assume that bargainers know each others' degrees when their identity is disclosed. We are aware that this might be considered a strong assumption as errors in the percep-

tion of others' degree are possible. However, as such errors add noise and decrease the likelihood to detect an effect of degree on bargaining, we are likely erring on the conservative side. Second, the identity disclosure in SD and FD provides participants not only with the information necessary to identify the network position of their opponent, it also gives them information about other socio-economic characteristics. The success of our identification therefore relies on minimizing a potential omitted variable bias by controlling for those socio-economic characteristics that might correlate with degree and influence bargaining. We provide more details on how we do this in Section 3 where we present our empirical results and also discuss a number of robustness tests in Section 3.5.

In the following, we label the person whose perspective we take 'ego', while the counterpart is labeled 'alter'. In SD, if ego knows alter's identity, ego is called 'informed' (SD-i), whereas if ego does not have this information, ego is called 'uninformed' (SD-u).

2.3. Hypotheses

We now formulate hypotheses about the effect of network degree on bargaining demands and earnings in the different treatments. Ideally, we could base our hypotheses on a full fledged theoretical model that relates network degree to bargaining power with symmetric and asymmetric information about bargainers' degrees. However, the complexity of modeling such an environment makes this endeavor worth a theoretical study on its own. As our focus is on the contribution to the empirical analysis of how bargaining is affected by the network position of the bargainers we leave this to future research. Yet, although our hypotheses are not formally derived from a theoretical model of our environment, we do tie them to the arguments and results provided by the theoretical papers discussed above (Calvo-Armengol, 2001; Kleinberg and Tardos, 2008; Easley and Kleinberg, 2010). Specifically, when formulating our hypotheses we rely on these papers which suggest that ceteris paribus higher own degree increases ego's bargaining power, while higher degree of alter decreases ego's bargaining power. Utilizing the generalized Nash Bargaining solution where we assume that bargaining power is positively affected by network degree we formulate our expectations how our different information conditions influence knowledge about degree in the bargaining pair and thus bargaining power.[6]

In the following, we first formulate the hypothesis for demands followed by the hypothesis for the likelihood of achieving an agreement and for earnings. Consistent with our empirical

[6]We use the generalized Nash Bargaining solution as a proxy for how degree enters bargaining power. This framework assumes complete information about the bargaining environment. In treatments AN and SD, network positions are (partially) unknown, introducing incomplete and asymmetric information about alter's network degree. Below, when developing our hypotheses, we argue that in these cases, it is sufficient that players assume that own higher degree leads to higher bargaining power relative to alter. The idea is that whatever the expected degree of alter is, a player with own higher degree should assume to have higher bargaining power than a player with own lower degree.

identification strategy we first describe the expected effect of degree in AN in absolute terms, and formulate the hypothesized effect of degree in the other treatments relative to AN.

2.3.1. Demands

In AN, both bargainers only know that they are randomly matched to another villager and, thus, do not know the degree of their bargaining partners. For the following theoretical arguments it is insubstantial what expectations they form about the other's degree. The only assumption we make is that they believe that higher degree is correlated with larger bargaining power as shown in the above cited papers. That is, we assume that ego knows her own degree and that the likelihood to have a higher degree than alter increases with higher own degree. In AN, therefore, if higher degree correlates with higher bargaining power the demand of ego should increase with her degree but be independent of the actual degree of alter. This expectation is formulated in Hypotheses 1.a below.

In SD, the predicted effect of degree on demands of ego depends on the assigned role. In SD-i, where ego is informed, she can condition her demand on both her own degree and the degree of alter. She also knows that the uninformed alter can only use aggregate information and thus that her (ego's) own actual degree cannot affect alter's behavior. Therefore, if higher degree correlates with higher bargaining power, higher own degree should increase ego's demand and higher alter degree should decrease ego's demand. Note, that relative to AN, in SD-i ego has more accurate information about the own degree relative to the other's degree and we expect that ego's own degree has a stronger effect in SD-i than in AN. In SD-u, where ego is uninformed about the other's identity, she can only use information about her own degree and aggregate village information to formulate her demand. Thus, in SD-u, it is expected that ego's demand increases with own degree but is independent of alter's degree. Therefore, behavior should be similar to AN. We summarize these predictions in Hypotheses 1.b below.

Finally, in FD, both bargainers know that each one knows each other's identity and, thus, that estimates of each other's bargaining power should be based on actual degrees and demands should be affected accordingly. From the above reasoning it follows that, in FD, ego's demands should increase with her own degree whereas they should decrease with the degree of alter. Moreover, as in SD-i, relative to AN, ego's own degree should have a stronger effect. This is formulated in Hypotheses 1.c.[7]

[7]We note that the following hypothesis is based on direct effects of degrees on bargaining and ignore potential indirect (or equilibrium) effects taking into account the potential response of the other bargainer to degree effects. We argue that such effects do not alter the direction of predicted effects. First, consider SD, where the informed (SD-i) bargainer's demand is predicted to increase with own degree and decrease with alter's degree, and the uninformed (SD-u) bargainer's demand is predicted to increase the demand with own degree. If the informed bargainer takes into account the uninformed bargainer's response, then she knows that an uninformed bargainer with a higher degree will tend to have higher demands, which may lead her to decrease her own demand in order to avoid a disagreement.

Hypothesis 1. EFFECT OF DEGREE ON DEMANDS.

a. In AN, ego's demand increases with ego's own degree and is independent of alter's degree.

b. Compared to AN, in SD-i, ego's demand increases with ego's own degree and decreases with alter's degree, and in SD-u, ego's demand is not affected by ego's own degree or alter's degree.

c. Compared to AN, in FD, ego's demand increases with ego's own degree and decreases with alter's degree.

2.3.2. Earnings

The efficiency assumption underlying the asymmetric NBS implies that earnings and demands are identical. Therefore, theoretically, bargaining power translates directly into bargaining shares, that is, earnings. However, there is substantial evidence that bargaining is not always efficient, particularly when information is incomplete. Specifically, it is likely that disagreements happen (e.g., Roth and Murnighan, 1982; Kahn and Murnighan, 1993; Gächter and Riedl, 2005; Karagözoğlu and Riedl, 2015; Karagözoğlu and Kocher, 2019). In our set-up there is not only incomplete information about bargainers' degree by design, as in AN and SD, but even if there is complete information, as in FD, there is some uncertainty about the actual degree of bargainers and how degree translates to bargaining power. Thus, we expect bargaining frictions and we expect them to be related to bargainers' degree. To arrive at a testable hypothesis taking this into account we use Hypothesis 1 to reason about how degree may affect (i) the likelihood to end up in disagreement, (ii) the earnings conditional on reaching an agreement, which together determines the effect on (iii) overall earnings.

According to Hypothesis 1a., in AN ego's demand increases with ego's own degree and is independent of alter's degree. This applies to both sides in a bargaining pair and thus translates, *ceteris paribus*, into an increased likelihood of disagreement with higher ego or alter degree. For agreements conditional on having reached an agreement, which we call *agreement earnings*, the hypothesized effects of degree on demands imply that for ego these earnings increase with ego degree and decrease with alter degree. Together this implies for the *overall earnings* (including disagreements) of ego, an indeterminacy of the effect of ego's degree and a negative effect of alter's degree. We formulate this reasoning in Hypothesis 2.a.(i)-(iii).

If the uninformed bargainer takes this into account she does not have a reason not to condition her behavior on her own degree. Thus, even if both bargainers take into account the other side's potential response it will still be the case that ego's demand decreases with ego's degree and alter's demand increases with alter's degree, as stated in the hypothesis. Second, for AN and FD the predictions are unchanged because in the former neither side can take into account any asymmetric information and in the latter case both are perfectly informed about each other's degree and thus bargaining power.

In SD we expect for ego's on either side (i.e., SD-i and SD-u) that their own degree increases demands, whereas alter's degree decreases demands for the informed bargainer and has no effect for the uninformed bargainer. Taken together this implies that, *ceteris paribus*, the likelihood of disagreement in a bargaining pair increases with ego's degree because both sides tend to have higher demands with higher degrees, but the effect of alter's degree is ambiguous as the informed player decreases demands with higher alter degree but the (uninformed) alter has higher demands with higher own degree. So far this implies that, in comparison to AN, in SD the effect of an increase in ego's degree on the likelihood to reach an agreement is similar but the negative effect of an increase in alter's degree is weaker. However, in SD the informed bargainer has better information about the other's degree than in AN and can thus better calibrate the demand to avoid disagreement. Therefore, we expect that the negative effect of ego's degree also should be weaker than in AN. Thus, relative to AN, the negative effect of both ego's degree and alter's degree should be weaker than in AN (Hypothesis 2a.(i)). For ego's earnings conditional on agreement the higher demands with a higher ego's degree and the lower demands for a higher alter's degree translate into higher agreement earnings for higher ego's degree and lower agreement earnings for higher alter's degree. Thus, the expected effect of ego's and alter's degree on agreement earnings are similar in SD and AN (Hypothesis 2a.(ii)). The expected effect on overall earnings of ego's and alter's degree in SD compared to AN follows from the effects on agreements and agreement earnings. The likelihood to reach an agreement increases with both ego's and alter's degree, whereas their is no effect on agreement earnings. Together this implies that we expect a positive effect on overall earnings of both ego's and alter's degree (Hypothesis 2.b.(iii).

Finally, in FD ego's own degree increases demands and this holds for both sides of the bargaining table, implying that disagreements are more likely with higher ego's degree. Again, as for SD, the effect of alter's degree on agreements is ambiguous as on the one hand ego decreases demands with higher alter degree, but at the same time alter increases demands with higher degree. Also, as in SD, compared to AN, in FD the bargainers have better information about each other's degree and can thus better calibrate the demands to avoid disagreement and the negative degree effect should be weaker than in AN. Therefore, compared to AN, the expected effect of ego's and alter's degree on agreements is the same as in SD (Hypothesis 2.c.(i)). For ego's agreed earnings the predictions of the effect of ego's and alter's degree follow those for demands. That is, ego's agreement earnings increase with ego's degree and decrease with alter's degree. This implies that the expected effect of ego's and alter's degree on agreement earnings is similar to the one in AN (Hypothesis 2.c.(ii)). The effect of degree on ego's overall earnings again follow from the effects on agreements and agreement earnings. Compared to AN, the effect of ego's and alter's degree on the likelihood to achieve an agreement is positive but there is no effect on agreement earnings. Together this implies that, in FD compared to AN, we expect that ego's overall earnings increase with ego's and alter's degree (Hypothesis 2.c.(iii)). We state the following hypothesis.

Hypothesis 2. EFFECT OF DEGREE ON AGREEMENTS AND EARNINGS.

a. In AN, (i) the likelihood to reach an agreement decreases with both ego's and alter's degree, (ii) ego's agreement earnings increase with ego's degree and decrease with alter's degree, and (iii) ego's overall earnings decrease with alter's degree.

b. Compared to AN, in SD, (i) the likelihood to reach an agreement increases with ego's and alter's degree, (ii) ego's agreement earnings do not change with ego's or alter's degree, and (iii) ego's overall earnings increase with ego's and alter's degree.

c. Compared to AN, in FD, (i) the likelihood to reach an agreement increases with ego's and alter's degree, (ii) ego's agreement earnings do not change with ego's or alter's degree, and (iii) ego's overall earnings increase with ego's and alter's degree.

2.4. Experimental Procedures

The experiment was organized in sessions in which participants from at most two villages were gathered in one common place. Individual decision cards were used to record participants' demands and beliefs about the demand of their counterpart. On the card, the participant's own name and picture was displayed if her identity was disclosed to the opponent (in FD and SD-u). To disclose the identity of alter (in FD and SD-i), the picture and name of the opponent was shown on the decision card. In FD, both counterparts' names and pictures were displayed, to show that both participants had information about each other. In SD-i, only alter's name and picture was displayed, and in SD-u, only ego's name and picture was displayed. In AN, no information about either of the counterparts' identities was given. Each participant took one decision in AN, and two decisions in either FD or SD. To understand whether bargaining behavior depends on the opponent being from the same village, we further included anonymous pairs from different villages in the experiment (different village condition – DV).

For each decision, participants were matched into a new pair. Having two decisions from each participant in either SD or FD gives us within-subject variation in behavior of one participant towards different opponents of possibly differing degree in SD and FD. We randomized the order of treatments at session level. To minimize spillover effects, we gave no feedback between decisions. Random matching of pairs was determined before the experiment started, as was the preparation of the decision cards.

Demands and beliefs were elicited through two simple questions on the decision cards that asked participants for the amount that they demanded for themselves and for the amount that they expected the other to demand, respectively. The resource available was 16000 Ugandan Shilling (UGX), which was roughly equal to two daily wages for the average participant.[8] Demands and

[8] 8000 UGX were approximately 3 USD in 2014. With 1 PPP USD = 1073.75 UGX in local purchasing power

beliefs could be stated as integers between 0 and 16000. The disagreement payoff was 2000 UGX. Demands were incentivized by informing participants that, at the end of the experiment, one of their decisions would be selected at random to be paid out. This protocol of randomly selecting one single decision for payment was followed to avoid hedging between different decisions (for theoretical arguments and empirical evidence in favor of this procedure, see Azrieli et al., 2018, 2020). Belief elicitation was not incentivized to avoid hedging between demands and beliefs.[9]

Instructions were read out loud and comprehension questions on how to calculate own and others' earnings were asked in private (for details see Appendix D). If participants were unable to answer the comprehension questions further clarifications were given in private. If they were still unable to answer the questions, a note was made so that we could exclude their decisions from the analysis. About 8% of the participants had problems understanding the instructions and were excluded from the analysis.

Participants were seated at desks with sufficient distance from each other, so that they were unable to read their neighbors' decision cards. They were instructed not to talk to their neighbors and to keep their decisions confidential. Participation was voluntary, and participants were told that they were free to leave the experiment at any point. Nobody made use of this option. At the end of the experiment, payments were paid out in private. Payments and decisions made by the participants were treated confidentially, and this was explained at the beginning of the experiment.[10]

2.5. Survey

To elicit social networks and individual socio-economic characteristics, a few weeks before the experiment all participants were interviewed individually and in private. Answers were recorded electronically with tablets.

2.5.1. Network elicitation

The survey had two sections. With the first section, we elicited the individual trade network of each participant in their village. Enumerators used a stack of cards to show a photograph and name of each of the other respondents in a village. With each card shown, they asked the respondent

terms (World Bank International Comparison Program, 2019), 8000 Ugandan Shillings had a purchasing-power equivalent of about 7.50 USD. Hence, the overall resource available to a pair was about 15 USD in PPP terms.

[9] We chose not to incentivize beliefs because there is evidence that incentivized belief elicitation entails the risk that participants hedge between action and beliefs, especially when they have a financial stake in the predicted action, which is the case in our set-up (Rutström and Wilcox, 2009; Blanco et al., 2010; Armantier and Treich, 2013).

[10] As the experiment was run with pen and paper, all decisions cards were prepared in advance. We did not have the time or capacity to remove decision cards that involved a participant who did not show up at the experimental session. If a decision card was selected for payment that involved a no-show, we used a no-harm approach, by paying out the bargaining claim made by the participant who was present.

whether they knew the other person. If they answered affirmative, they asked whether they had bought anything from that person or sold anything to that person in the last 18 months. If the answer was again affirmative this counted as a (unilateral) link in the village trade network. To facilitate the elicitation of these networks, we provided some examples that they could think of including food items, firewood, medicines, farm inputs, household necessities, construction materials, local brew, etc. These examples were identified a few months before the household survey through interviews with local key informants, including local experts and village leaders.[11] To avoid order effects, the stack of cards was reshuffled before each interview.

This method is a time and resource intensive way of eliciting a community's network, but helps reduce reporting bias. By showing individual pictures, all participants get the same cues to remember all of their connections. Without such cues, more connected people might be more likely to forget a link (Brewer, 2000). This could create non-random errors in the elicitation of the networks which, in turn, could bias the estimated effect of network connections on individual behavior.

2.5.2. Socioeconomic characteristics

The second section of the survey collected socio-economic characteristics, such as wealth, age, education, gender, ethnicity, occupation, trust, agreeableness and risk aversion. To elicit household wealth we asked a variety of questions on the characteristics of the home a family lived in (number of rooms, type of flooring, etc.), their access to electricity, and how much livestock they owned. Based on the answers to these questions we constructed a wealth index using a principal component analysis.

We further asked questions on three relevant psychological traits: trust, agreeableness, and risk aversion. To measure trust we used a principal component analysis of the answers to three questions: whether respondents thought that most people can be trusted, whether most people would try to take advantage if they had the chance, and whether most of the time people tried to be helpful. These questions are based on the World Value Survey. To measure agreeableness we used a principle component analysis of the answers to the following questions from the Big Five questionnaire (Costa and McCrae, 1992): whether one tries to forgive and forget when insulted, whether one is ready to fight back if somebody else starts a fight, and whether one hesitates to express anger even if it is justified. Risk aversion was measured with a self-reported score that indicates whether respondents 'Take risk a lot', 'Take risk but not a lot', 'Avoid risk but not a lot', or 'Avoid risk a lot'. This approach follows Dohmen et al. (2005), who demonstrate that their self-reported risk measures correlate well with risk preferences elicited through lottery-based experimental methods.

[11] Besides trade networks, other network dimensions such as friendship, borrowing, and advise networks were elicited. We will not use these dimensions in this paper. We report on the relation between trade and friendship networks in Appendix B.2.

Moreover, Verschoor et al. (2016) apply a similar methodology in our study area and show that the measure exhibits strong comprehension and external validity. In particular, they find significant associations between their self-reported risk measure and agricultural investment behaviors, including fertilizer use, adoption of recommended inputs for cash crops, and the share of production marketed.

3. Results

We begin by describing the sample, including elicited degrees in the trade networks, as well as demands and beliefs in the different treatments. Thereafter, we use regression analysis to test our hypotheses on the influence of individual degree on demands, agreements and earnings. We close this section with a number of robustness tests.

3.1. Sample

We conducted our study in the Sironko district of eastern Uganda. As is typical for rural sub-Saharan Africa, the villages in this area are small-scale, close-knit communities with an active exchange of goods and services between inhabitants. Below we provide evidence for the close-knit nature of the villages we used in our study.

A large proportion of the population depends on farming for income. Usually, households farm both cash crops and subsistence crops. When harvest is due, members of a community help each other out by working on each others' farms. Beyond this, casual labor is common with a large share of the population being active on informal labor markets. Similarly, goods are exchanged through official or unofficial market places. This induces active trading networks within communities. Traded goods include, but are not limited to, food items, firewood, medicines, farm inputs, household necessities, construction materials, and local brew.

The small-scale, close-knit nature of the studied communities implies high observability. In particular, others' economic activities are easy to observe, including possible involvement in trade of goods and services. Hence, when the identity of a person from the same village is known, bargainers have enough information to form an expectation about the other's position in the village trade network.

To select participants, we used a multi-stage cluster sampling approach. In the first step, we selected a random set of 24 villages. In each of the selected villages, we aimed to include all households, and from each of the participating households one adult was chosen at random to take part in the study.[12] Overall, we conducted 14 experimental sessions with 225 participants who took a total of 675 decisions. Each session took about two hours and included between 13 and 26

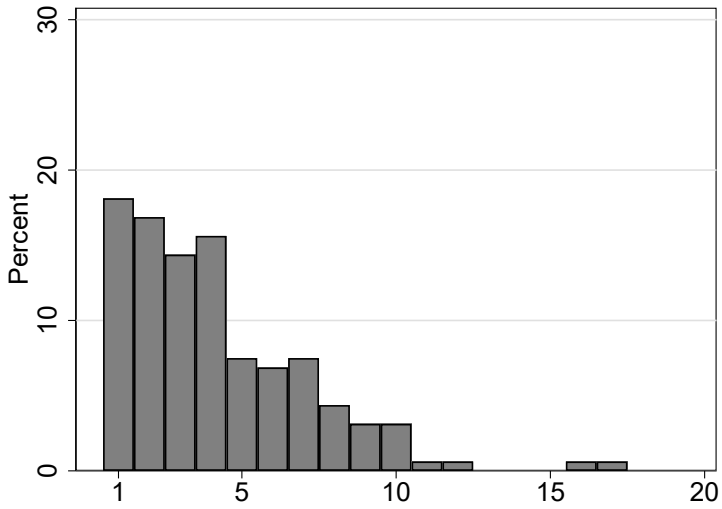
[12]We were able to cover between 70% and 100% of households per village, with an average coverage of 90.9%. See Appendix B for further details.

participants who earned an average of 4148.33 UGX. As we are interested in the effect of network positions, for the current study, we only consider those participants who have at least one link in their village's trade network. This amounts to 160 participants who took a total of 480 decisions. Those participants earned an average of 5056.25 UGX.

3.2. Descriptives

3.2.1. Networks

As part of the network survey, participants were asked for each of the other participants from their village whether they had bought something from this person and whether they had sold something to this person. Participants' answers to these two questions were labeled as *out*-ties. Any time a participant was mentioned by someone else, this was counted as an *in*-tie. A trade tie is created by combining *in*-ties and *out*-ties. Specifically, a trade tie exists if i said that she bought from j, and j confirmed having sold to i; *or* if i said that she sold to j, and j confirmed having bought from i. This definition serves two distinct purposes. First, it combines the two separate dimensions of a trade network—buying and selling— and second, it ensures that ties were only counted if they were mentioned by both sides.



Notes: N = 160. The x-axis denotes degree. The y-axis shows percentages.

Figure 1: Distribution of Individual Degrees in Trade Networks

Figure 1 shows the distribution of participants' network degree in the villages' trade networks, i.e., their number of trading partners. The degree distribution is skewed to the left, with about half of the 160 participants having not more than 3 trading partners in their village. The distribution levels off to percentages close to 0 at around 11 trading partners, with none of the participants having more than 17 trading partners.

Our analysis focuses on individuals who form part of the trade network, i.e., we do not consider individuals with a degree of zero (called 'isolates'). We have two reasons for this. First, isolates might vary considerably from those participants who form part of the trade network. Second, isolates might find it more difficult to estimate others' degree. Appendix Table B.1 indicates that, on average, 61% of survey participants are included in their village's trade network.

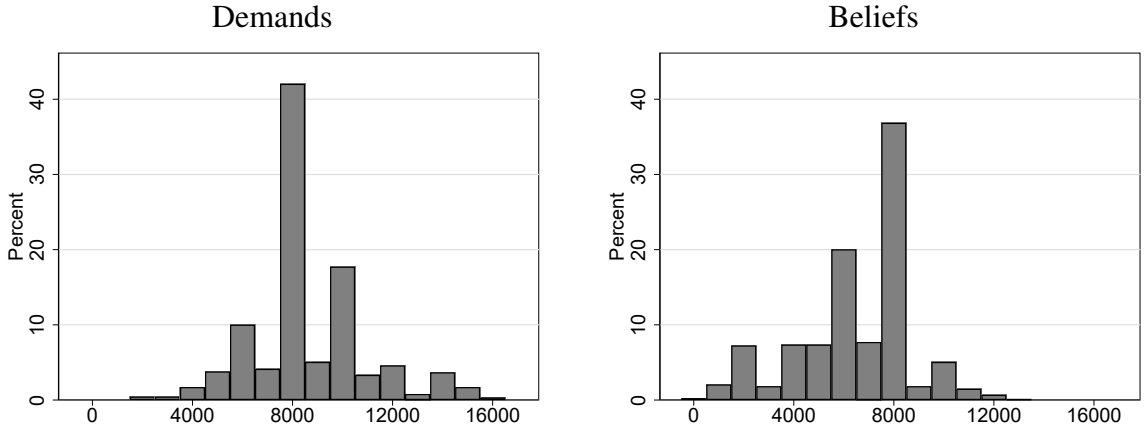
Table B.1 also provides details on heterogeneity between villages with regard to network density and average degree. In the village with the least inclusive trade network, the average household only has one trading partner. In the village with the most inclusive trading network, on the other hand, households have on average eight trading partners. This translates into an average density of 0.11 across villages, indicating that 11% of possible trading links exist, with a minimum of 4% and a maximum of 35%.

Appendix B.2 further displays graphs of the trade networks for each village. The graphs support the observation that substantial variation in network density exists across villages. Nevertheless, all individuals (except for isolates) are connected to the same trade network. That is, trade networks form one component in (almost) all villages. Everybody who is part of the network is connected to everybody else who is part of the network, either directly or indirectly via others.

To substantiate our claim that communities are close-knit, we further consider the friendship dimension of the village networks. On average, 82% of households form part of the friendship networks of the sampled villages. Average density in the friendship network is 0.44 across villages, indicating that 44% of possible friendship links exist, with a minimum of 30% and a maximum of 65%. This shows that density of the village networks is high, especially along the friendship dimension. This indicates that participants can reasonably be expected to be able to estimate others' position in the network. Even if there is no direct link in the trade network, links in the friendship network will still ensure that information about network position is readily available.

3.2.2. Demands and beliefs

Figure 2 plots the distribution of individual demands and beliefs. Although the mode of both distributions is located at 8000, the equal split of the total resource, there is substantial variation in both demands and beliefs. Interestingly, the demand distribution is skewed to the right, while the distribution of beliefs is skewed to the left. This is confirmed by the descriptive statistics of demands and beliefs, presented in Table 1. This table further shows that, on the aggregate, beliefs and demands do not vary significantly across treatments ($p \geq 0.254$; for details see table note). It is noteworthy that, for all information conditions, the mean demand is larger than 8000 while the mean belief is smaller than 8000. On average, demands are 2096.67 higher than beliefs. Individual demands and beliefs, on average, sum to 15112.5, meaning that 887.5 are left on the table in ex-



Notes: N = 480. The x-axis denotes demands and beliefs, respectively. The y-axis shows percentages.

Figure 2: Distributions of Demands and Beliefs

pectations. This indicates a substantial underestimation of others' demands, which persists across all information conditions.[13, 14]

Table 1: Demands and Beliefs by Treatment

		Demands			Beliefs		
	N	mean	median	st.dev.	mean	median	st.dev.
AN	160	8606.25	8000	2350.16	6293.75	6500	2236.34
SD-u	86	8581.40	8000	2318.54	6755.81	7000	2147.15
SD-i	86	8577.91	8000	2271.48	6317.44	7000	2368.48
FD	148	8631.76	8000	1949.5	6706.08	7000	1932.47
Total	480	8604.58	8000	2206.74	6507.92	7000	2159.8

Notes: Demands and beliefs for each information condition (AN, SD, FD) and role assignment in SD-u and SD-i. SD versus FD: p = 0.254 for demands and 0.888 for beliefs; Mann-Whitney U, two-sided. FD versus AN: p = 0.488 for demands and 0.197 for beliefs; Wilcoxon signed-rank, two-sided. SD-i versus AN: p = 0.781 for demands and 0.396 for beliefs; Wilcoxon signed-rank, two-sided. SD-u versus AN: p = 0.858 for demands and 0.355 for beliefs; Wilcoxon signed-rank, two-sided.

3.3. The effect of degree on demands

To test our hypotheses, we analyze how individual demands vary with individual network degree and the information conditions (i.e., treatments). We begin with an analysis of the AN treatment,

[13]This pattern of demands and beliefs is consistent with overconfidence, as low beliefs allow for higher demands without the danger of disagreement (see, e.g., Moore and Healy, 2008) as well as with self-serving bias in bargaining (see, e.g., Babcock and Loewenstein, 1997; Gächter and Riedl, 2005; Karagözoğlu and Riedl, 2015).

[14]Recall that each participant took also one decision with respect to a participant from a different village (DV), additionally to the same-village anonymous condition AN. Appendix Table A.6 shows that demands do not differ between AN and DV. For the remainder of the analysis, we do not use data from the DV condition.

and then pool the data of all treatments to analyze the effect of degree in SD and FD, relative to AN.

To test the effect of ego's and alter's degree on demands in AN (Hypothesis 1.a) we employ the following OLS regression:

$$y_{ij} = \beta_0 + \beta_1 D_i + \beta_2 D_j + \beta_3 B_{ij} + \beta_4 X_i + \beta_5 X_j + \varepsilon_{ij}, \quad (2)$$

where y_{ij} is ego i's demand when matched with alter j in AN (same-village anonymous), D_i and D_j are ego's and alter's degree in the trade network, B_{ij} is i's belief regarding j's demand, X_i and X_j are vectors of control variables for ego's and alter's socioeconomic characteristics including age, education, gender, risk aversion, wealth, agreeableness, and trust as collected with the survey (for an overview and description of all variables, see Table A.27 in the appendix). ε_{ij} is the error term. To measure wealth, trust, and agreeableness we created indices with a principal component analysis (see Appendix C for details on the construction of these indices). To adjust for potential dependencies within experimental sessions, we estimated standard errors with bootstrapping.[15]

Table 2: *Effect of Degree on Ego's Demand in AN*

	(1)	(2)
D_i	61.319	90.624*
	(57.532)	(51.580)
D_j	-30.984	12.528
	(40.108)	(40.306)
Belief	-0.558***	-0.591***
	(0.098)	(0.102)
Constant	11960.006***	13515.329***
	(811.934)	(1629.384)
R^2	0.285	0.417
Observations	160	159
Controls	No	Yes

Notes: OLS regressions, dependent variable is ego's demand in AN. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of ego and alter. AND-ties of the trade network used. See Appendix Table A.5 for the coefficients of the controls.

Table 2 presents the results, where Model (1) is without control variables but Model (2) includes them. The coefficient of 'Belief' is negative and highly significant, showing that demands and beliefs are correlated as expected. In Model (1), the coefficient of D_i has the expected sign but is not statistically different from zero. In Model (2), the coefficient of D_i is positive but significant

[15] We follow Cameron et al. (2008) who show that bootstrapping gives more accurate standard errors than cluster-robust standard errors if the number of clusters is relatively low, as in our case.

only at the 10 percent level. Thus, at best we observe weak evidence in favor of that ego's degree positively affects ego's demands as hypothesized. As expected alter's degree has no effect on ego's demands.

To test the relative effect of SD and FD (Hypothesis 1.b and c), we pool the decisions made in all treatments, and use AN as the reference category, employing the following regression specification:

$$y_{ij} = \beta_0 + \beta_1 \text{ SD} + \beta_2 \text{ FD} + \beta_3 \text{ SD} \times D_i + \beta_4 \text{ FD} \times D_i + \beta_5 \text{ SD} \times D_j + \beta_6 \text{ FD} \times D_j + \beta_7 B_{ij} + \beta_8 X_j + \mu_i + \varepsilon_{ij}, \quad (3)$$

where y_{ij} is ego i's demand when matched with alter j, SD is equal to 1 if identities of only one participant in a pair are disclosed, 0 otherwise, FD is equal to 1 if identities of both participants in a pair are disclosed, 0 otherwise. As each ego is paired with one alter in AN and two alters in either SD or FD, comparisons between AN and SD, and between AN and FD are within-subject comparisons. This allows us to use individual fixed effects at the level of ego, denoted by μ_i. The other variables are the same as in equation (2). Note that we do not control for the characteristics of ego and we omit D_i, as they are captured by the individual fixed effects. We also omit D_j, as we set its coefficient equal to zero, in line with the non-significant effect of alter's degree in AN reported above. As mentioned previously, our analysis focuses on those observations where the decision maker, i.e. ego, forms part of the network. However, alter could still be an isolate. Any remaining idiosyncratic error is captured by ε_{ij}. Standard errors are again estimated with bootstrapping.

Recall that in SD, ego can be in two different roles: being informed in SD-i or being uninformed in SD-u and Hypothesis 1.b makes different predictions for the two roles. As two decisions are taken by each participant in SD and role assignment is randomized for each decision, it could be that the same participant is in the SD-i role for one decision and in the SD-u role for the other. To get a clean separation of between-subjects comparisons (FD vs SD) and within-subject comparisons (FD vs AN, and SD vs AN) we run separate regressions for SD-i and SD-u.

Before we report the results of regression specification 3, we note that we observe some average treatment effects for demands. Specifically, we see that demands are higher in FD compared to AN, but that they are not higher in SD relative to AN (for details, see Table A.9 in the Appendix).

Table 3 estimates the effects of the FD and SD treatments interacted with network degree. Models (1) and (2) show the regressions for SD-i and models (3) and (4) for SD-u, with and without control variables, respectively. In Model (1), the coefficient of SD$\times D_i$ is positive whereas the coefficient of SD$\times D_j$ is negative, and both are statistically significant. These results are robust to the use of controls for alter's characteristics as shown in Model (2). The coefficient of SD$\times D_i$ shows that in SD-i having one more trading partner increases ego's demand by 149 UGX more than in AN. The coefficient of SD$\times D_j$ shows that in SD-i one more trading partner of alter decreases ego's demand by 101 UGX more than in AN. Regarding SD-u, in Models (3) and (4), neither

Table 3: *Effect of Degree on Ego's Demand in SD and FD Relative to AN (treatments pooled)*

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
SD	-297.739	-209.073	434.872*	454.044*
	(281.713)	(283.906)	(240.791)	(269.436)
SD×D_i	173.277**	149.201**	-85.562	-79.830
	(70.601)	(70.410)	(106.263)	(110.153)
SD×D_j	-89.092**	-101.068**	33.534	34.947
	(40.294)	(49.196)	(61.289)	(68.329)
FD	373.275	331.387	382.531	365.849
	(537.684)	(489.997)	(514.323)	(503.736)
FD×D_i	-69.459	-74.022	-69.959	-78.605
	(122.130)	(103.748)	(111.116)	(106.458)
FD×D_j	45.752	53.123*	45.498	55.215*
	(31.028)	(27.161)	(27.847)	(30.496)
Belief	-0.618***	-0.617***	-0.637***	-0.647***
	(0.068)	(0.070)	(0.068)	(0.066)
Constant	12495.014***	12545.322***	12651.290***	13136.826***
	(536.830)	(791.747)	(465.991)	(632.524)
R^2	0.467	0.488	0.432	0.444
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used. See Appendix Table A.8 for the coefficients of the controls.

the coefficient of SD×D_i nor of SD×D_j is statistically significant. In none of the models, the coefficients of FD×D_i and FD×D_j are statistically significant.

We summarize these observations related to Hypothesis 1 in the following result.

Result 1. EFFECT OF DEGREE ON DEMANDS.

a. In AN, neither ego's degree nor alter's degree influences ego's demands.

b. In SD-i, ego's demand increases with own degree and decreases with alter's degree, relative to AN. In SD-u, ego's demands depend neither on ego's nor on alter's degree, relative to AN.

c. In FD, ego's demands depend neither on ego's nor on alter's degree, relative to AN.

The reported result is only partially in line with Hypothesis 1. Hypothesis 1.a predicts a positive effect of own degree and no effect of other's degree on demands. Our analysis supports only the second part of this statement, which should be taken with a pinch of salt as we cannot prove that this is a true null effect. Results for SD-i are fully in line with Hypothesis 1.b which predicts the observed positive effect of ego's degree and negative effect of alter's degree. For SD-u, Hypotheses 1.b predicts no effect of either bargainer's degree which is what we find. Finally, Hypothesis 1.c, which predicts a positive effect of ego's degree and a negative effect of alter's degree

is not supported. We discuss the deviations from the predictions and possible reasons in Section 4 below.

We do not have a hypothesis for the difference of degree effects between SD and FD but report the related results here for completeness. When comparing the effects of ego's and alter's degree between SD-i and FD, the effects of D_i differ at $p = 0.078$ (Wald test: FD$\times D_i$ = SD-i$\times D_i$) and the effects of D_j are highly significant (Wald test: FD$\times D_j$ = SD-i$\times D_j$, p-value = 0.004). A comparison of SD-u and FD does not detect any significant effects of D_i or D_j (Wald tests: FD$\times D_i$ = SD-u$\times D_i$, p-value = 0.994; FD$\times D_i$ = SD-u$\times D_i$, p-value = 0.789). In summary, comparing SD-i and FD, ego's demand tends to increases more strongly with ego's degree and decreases more strongly with alter's degree in SD-i than in FD. There is no difference between the influence of degree on demands between SD-u and FD.

3.4. Agreements and earnings

Before testing how degree is related to agreement and earnings (Hypotheses 2) we provide some descriptive statistics. The asymmetric NBS stipulates that bargainers should agree on an efficient division of the resource. Unsurprisingly, this is not the case. In total, 45% of bargaining pairs in the experiment failed to reach an agreement. Participants in these pairs earn the disagreement payoff of 2000 UGX, whereas in the 55% of pairs where an agreement was reached earnings are identical to demands. Of those pairs, 59.9% leave some of the resource unclaimed (which amounts to 32.9% of all pairs).

Figure 3 shows the distribution of individual earnings. The figure includes disagreements and the mode at 2000 UGX indicates those 45% of bargaining pairs that failed to reach an agreement. The rest of the histogram displays earnings in case of agreement. There is a second mode at 8000 (30% of all pairs; 54.6% of those pairs that reached an agreement), which is the equal split of the resource.

Table 4 reports descriptive results of earnings including disagreements (Earnings), frequency of agreements (Agreements in %), and earnings conditional on agreement (Agreement Earnings) separate by treatment as well as total. Overall, participants earn on average 5056 UGX with some variation between treatments. There is a tendency that an uninformed ego in SD-u earns less whereas an informed ego in SD-i tends to earn more than participants in the other treatments, but none of the pair-wise comparisons is significant (Mann Whitney U and Wilcoxon signed rank tests, p-value ≥ 0.281, two-sided).

Also the frequency of agreements is similar in the different treatments, with the rate being lowest in SD-u (52.3) and highest in SD-i (58.1). Pair-wise comparisons do not detect any significant differences between treatments (Chi-square tests, p-value ≥ 0.544). Earnings conditional on agreement amount to 7557 UGX over all treatments and are thus slightly below the equal split. This also holds separately for each treatment and these earnings do not vary substantially across treatments. They are lowest in SD-u (7311) and highest in FD (7725) but there are no signifi-

cant differences between treatments (Mann Whitney U and Wilcoxon signed rank tests, p-value ≥ 0.508, two-sided; for detailed p-values of all pair-wise comparisons, see the note of Table 4.).

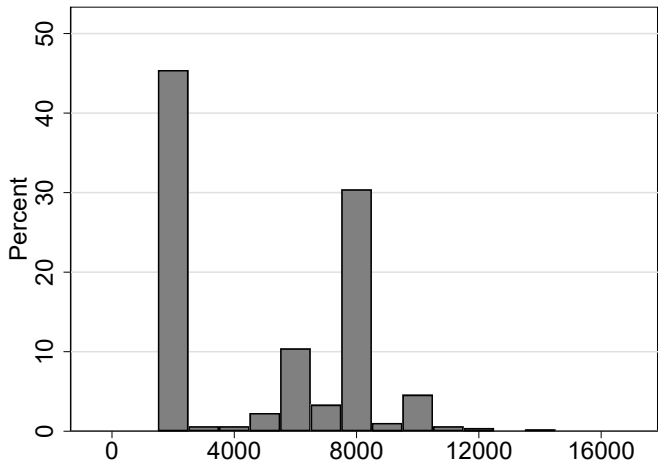
Table 4: Earnings, Frequency of Agreements, and Agreement Earnings

		Earnings			Agreements		Agreement Earnings		
		N	mean	st.dev.	N	percent	N	mean	st.dev.
AN		160	5075	2988	160	55.6	89	7528	1553
SD	-u	86	4779	2972	86	52.3	45	7311	1819
	-i	86	5233	2973	86	58.1	50	7560	1459
FD		148	5095	3069	148	54.1	80	7725	1507
Total		480	5056	3001	480	55.0	264	7557	1568

Notes: Pair-wise comparisons between treatments (AN, SD-i, SD-u, FD). Earnings: SD-i vs. FD: p = 0.668; SD-u vs. FD: p = 0.525; both Mann-Whitney U tests, two-sided. FD vs. AN: p = 0.281; SD-i vs. AN: p = 0.873; SD-u vs. AN: p = 0.372; all Wilcoxon signed-rank tests, two-sided. Agreement: SD-i vs. FD: p = 0.544; SD-u vs. FD: p = 0.798; FD vs. AN: p = 0.782; SD-i vs. AN: p = 0.704; SD-u vs. AN: p = 0.620; all Chi-square tests with one degree of freedom. Agreement Earnings: SD-i vs. FD: p = 0.760; SD-u vs. FD: p = 0.508; both Mann-Whitney U, two-sided. FD vs. AN: p = 0.736; SD-i vs. AN: p = 0.532; SD-u vs. AN: p = 0.898; all Wilcoxon signed-rank, two-sided.

We now test Hypothesis 2 and thus examine how ego's and alter's degree affect ego's earnings, agreements, and agreement earnings, respectively, in, first, AN and, second, SD and FD relative to AN. To analyze the effect of degree in AN, we estimate equation (2), substituting ego's demand as dependent variable with the respective variable of interest.

Table 5 reports the results, where Models (1), (3), (5), and Models (2), (4), (6) are run without and with control variables, respectively. The regression results show that in AN earnings decrease significantly with alter's degree (D_j in Models (1) and (2)) and that this decrease appears to be



Notes: N = 480. The x-axis denotes earnings. The y-axis shows percentages.

Figure 3: Earnings Distribution

driven by a significantly negative effect of alter's degree on the likelihood of reaching an agreement (D_j in Models (3) and (4)). The coefficients of ego's degree D_i is also negative for both earnings and agreement but do not reach significance. Finally, agreement earnings are significantly affected neither by ego's nor by alter's degree.

Table 5: *Effect of Degree on Earnings, Agreement, and Agreement Earnings in AN*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
D_i	-84.038	-89.873	-0.018	-0.020	26.804	36.231
	(66.315)	(93.219)	(0.011)	(0.015)	(45.777)	(94.782)
D_j	-123.654**	-140.716**	-0.024**	-0.028***	3.788	52.948
	(58.805)	(63.882)	(0.009)	(0.010)	(58.717)	(96.092)
Beliefs	1011.632***	960.313***	0.199***	0.203***	-119.486	-146.105
	(186.182)	(234.928)	(0.030)	(0.043)	(366.818)	(363.377)
Constant	2577.092***	3689.048	0.096	0.150	7579.658***	8613.966***
	(619.142)	(2451.469)	(0.134)	(0.438)	(1125.396)	(1757.164)
R^2	0.165	0.201	0.208	0.254	0.007	0.223
Observations	142	141	142	141	71	70
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings (Models (1) and (2)), agreement (Models (3) and (4)), and ego's agreement earnings (Models (5) and (6)). Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of ego and alter. AND-ties of the trade network used. See Appendix Table A.10 for the coefficients of the controls.

After having established the effect of degree on agreements and earnings in AN we next analyze how the effect of degree changes in SD and FD relative to AN when bargainers have more information. We take the same approach as for demands and employ regression equation (3) but use as dependent variable ego's earnings, agreements, and agreement earnings, respectively, instead of ego's demand.

Table 6 reports the results, where Models (1), (3), (5) and Models (2), (4), (6) are run without and with control variables, respectively. Note that for SD we have to distinguish between the informed and uninformed role and we therefore run separate regressions for SD-i and SD-u. Table 6 shows the results for SD-i but the results are qualitatively the same for SD-u (see Appendix Table A.12).[16] As can be seen from the table none of the degree coefficients is significant. Thus, the revelation of information and thus the network position of participants does not significantly affect earnings and agreements beyond the effect it has when there is no information about the bargainers identity. We summarize these observations in our next result.

[16] Appendix Tables A.13 and A.14 show that there are no average treatment effects.

Table 6: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-i)*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
SD	-1048.088	-1139.365	-0.195	-0.195	283.845	464.617
	(1221.138)	(1296.405)	(0.209)	(0.221)	(296.495)	(833.043)
SD$\times D_i$	80.459	103.555	0.022	0.023	36.977	-37.398
	(196.746)	(211.279)	(0.034)	(0.037)	(84.184)	(202.272)
SD$\times D_j$	146.628	194.967	0.025	0.031	-26.130	-22.694
	(161.158)	(166.449)	(0.027)	(0.028)	(90.187)	(117.212)
FD	-343.379	-296.135	-0.100	-0.096	236.274	403.164
	(793.812)	(914.291)	(0.115)	(0.135)	(482.893)	(529.638)
FD$\times D_i$	168.274	184.755	0.029	0.033	-34.618	-88.249
	(139.072)	(150.204)	(0.025)	(0.026)	(123.385)	(144.631)
FD$\times D_j$	-48.322	-69.008	-0.008	-0.012	-22.469	-20.070
	(141.291)	(132.584)	(0.024)	(0.022)	(127.088)	(165.469)
Beliefs	1041.912***	1058.603***	0.229***	0.229***	-692.025*	-538.759
	(252.873)	(279.484)	(0.051)	(0.055)	(416.149)	(346.614)
Constant	1585.119**	632.058	-0.171	-0.358	9697.748***	9366.890***
	(705.121)	(1340.227)	(0.154)	(0.239)	(1432.214)	(1105.589)
R^2	0.118	0.143	0.181	0.209	0.243	0.378
Observations	352	351	352	351	177	176
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used. See Appendix Table A.11 for the coefficients of the controls.

Result 2. EFFECT OF DEGREE ON AGREEMENTS AND EARNINGS

a. In AN alter's degree negatively affects agreements and earnings but not agreement earnings, and ego's degree has no significant effect on any variable.

b. In SD, neither own nor alter's degree influence ego's earnings, agreement, or agreement earnings, relative to AN.

c. In FD, neither own nor alter's degree influence ego's earnings, agreement, or agreement earnings, relative to AN.

This result is partially supporting Hypothesis 2. We hypothesized that in AN both ego's and alter's degree will have a negative effect on agreement but find it only for the latter. It is in line with Hypothesis 2.a that only alter's degree affects earnings. However, the predicted effects on agreement earnings and the effects of ego's degree are not supported by the data for any of the outcome variables.

The comparative predictions for SD and FD formulated in Hypothesis 2.b,c are only supported to the degree where they predict no difference with AN. Thus, the predictions pertaining to the

likelihood of reaching an agreement and to overall earnings are not supported by our data, whereas the results of our analysis are consistent with the predicted null effect on agreement earnings. An interesting aspect of he null result for SD is that the effect detected for demands apparently does not carry over to the analyzed bargaining outcomes. We note that, as for the consistent null results for demands, the null results reported here should be taken with a pinch of salt as it is difficult to say if they are true null results or due to noise.

3.5. Robustness checks

Our identification strategy, which exploits the experimental disclosure of the identity of the matched players to investigate the effect of individual network degree, comes with two potential challenges. First, when the identities of matched players within a pair are revealed, information beyond their network degree — such as other characteristics observable to the players — is also disclosed. If these characteristics are correlated with network degree and independently affect behavior in the bargaining game, the estimated effects may suffer from omitted variable bias. Second, our analysis assumes that players have sufficiently accurate information about the network degree of all village members with whom they are matched, an assumption motivated by the close-knit nature of Ugandan village networks. While we provide evidence supporting this characterization, it is plausible that individuals do not observe others' network degrees perfectly. Inaccurate perceptions of others' network degree can be interpreted as measurement error. If such an error is random, it would induce attenuation bias, weakening estimated coefficients and implying that our results represent conservative estimates. We note that such an attenuation bias concern can be particularly relevant in the FD treatment—where perception of both parties' degrees matters—potentially contributing to the null result in FD. On the other hand, if measurement error is systematic and correlated with characteristics that influence demands, the resulting bias could be either upward or downward, depending on the direction of the correlation.[17] In the following we discuss factors that could contribute to biased estimates.

Network Correlates To explore both issues, we regress individual network degree on a very large set of individual characteristics, to identify correlates of network degree. We find that a few of these characteristics indeed correlate with network degree. Moreover, the R^2 of 27.6% of this regression suggests that a nontrivial portion of degree variation is explained by observable characteristics (Table A.15 in the Appendix reports the results). To account for this, we repeat the regressions reported in the main text above, including those socio-economic characteristics that correlate statistically significantly (at the 10% level) with network degree. We find that the regression results are robust to the use of this new set of controls, as reported by Table A.16 (for

[17] One could elicit ego's beliefs about alter's network degree to address this issue. However, we did not adopt this approach, as it may introduce experimenter demand effects.

demands), and Table A.17 and Table A.18 (agreements, agreement earnings, overall earnings for FD and SD-i and for FD and SD-u, respectively).

Friendship Networks The individual degree in trade networks is strongly correlated with the degree of friendship networks (Pearson correlation of 0.288 and Spearman rank order correlation of 0.309; $p < 0.001$ for both). Given this correlation, we also run a regression that controls for alter's degree in the friendship network. The results are reported in Table A.20 (for demands), Table A.21 and Table A.22 (for agreements, agreement earnings, overall earnings), and show that the results are robust to the inclusion of this control.

Measures of relative degree Besides these factors that may bias the estimates of the effect of network degree on bargaining, we also consider how network degree is included in the analysis. So far, we have included network degree of ego and alter, measured as the number of trade ties each has in the village. There are two alternatives. First, we can measure the degree *relative to the village size*. To check whether this alternative measure affects the estimates, we run a new set of regressions reported in Table A.23 (for demands), as well as Tables A.24 and A.25 (for agreements, agreement earnings, overall earnings). We observe that the previously observed effects of individual network degrees do not extend to this kind of relative degree.

Second, network degree can also be measured *relative to the bargaining partner* one is matched with. We conduct some additional analyses with this alternative measure, defined as ego's degree divided by the sum of ego's and alter's degrees. We first note that, relative degree does not significantly differ across treatments (Table A.26). Figure A.3 in the Appendix shows that some pairs have very unequal degree (those close to 0 or 1), while others have rather equal degree (those close to 0.5). It is precisely this variation that we exploit in the experiment. Moreover, we present a graph with relative degree at the pair level for equal split pairs (both demand 8000), disagreement pairs (sum of demands larger 16000), and all other pairs in Figure A.4. Wilcoxon ranksum tests show that these categories do not differ from each other (merely marginally significant effect for disagreement pairs against rest, p-value of 0.056). Neither the equal split pairs nor the disagreement pairs differ in significant ways from the rest regarding their relative degree.

4. Discussion

We investigate how individuals' network degree in a real-world small-scale trade network affects bargaining in a two-person one-shot Nash demand game. Based on theoretical accounts we assume that degree is positively correlated with bargaining power and derive hypotheses for how degree affects bargaining demands as well as bargaining outcomes (earnings, agreements, agreement earnings). Importantly, we investigate bargaining behavior in real-existing networks and thus could not exogenously vary individual network degree. To identify effects of degree we vary in a

controlled way the information bargainers in a pair have about the identity of the other bargainer with complete anonymity (AN) as the benchmark case. In SD-i, one bargainer (ego) knows the identity of the other bargainer (alter) who does not know the identity of ego. In SD-u, we implement the opposite case where ego does not know the identity of alter but alter knows the identity of ego. In the full information disclosure case, FD, both bargainers know each others' identity.

For bargaining demands, our results partially support the hypothesized effects of bargainers' degrees. In AN, demands should increase with ego's degree which we find, but only at the 10 percent significance level. That the observed effect is weak is not so surprising as bargainers can base their behavior only on their own degree and some, likely imprecise, estimate of the average degree in their network which they can use as a proxy for the other bargainer's degree. When comparing the effect of degree in SD-i to AN we find that ego's degree has a positive and alter's degree a negative effect on demands, which is fully in line with the hypothesis. Thus, when bargainers' know the degree of the other side and know that the other side does not know their own degree (and identity) then the network position is a significant predictor of bargaining behavior. In SD-u, where ego does not know the degree of the other bargainer we do not see an effect of degree relative to AN, which is also as predicted. Finally, we do not observe any effect of bargainers' degrees in FD relative to AN in contrast to the prediction that they should have similar effects as in SD-i.[18]

That there is no effect of degree in FD compared to AN is interesting and perhaps surprising as one may expect the strongest effect when information is most complete. In contrast, our results show that the degree effect is strongest when information is asymmetric. A speculative interpretation of this observation is related to the small-knit nature of the networks we investigate and the fact that the experiment is embedded in the real-life of participants and may thus be viewed as one encounter in a larger system of repeated interactions. When information is asymmetric, as in SD-i, ego can use its degree induced bargaining power without any expectation of consequences after the experiment because her identity is not revealed to the other bargainer. In contrast, in FD both bargainers' identities are known which may restrain them from fully exploiting their bargaining power induced by the degree in the one-shot encounter of our experiment. There are several potential reasons for why that could be the case. For instance, claiming too much might be viewed as negative and exploitative behavior and may decrease future trading opportunities. More generally, when higher degree is associated with good reputation exploiting the bargaining power associated with degree may have negative consequences for the general standing in the village.

In our analysis, we use individual fixed effects to control for ego's characteristics. However, we note that concerns about post-experimental interactions are likely dyadic and may depend on the specific pair matched, not just on ego's own characteristics. Ideally we could use survey or

[18]Consistent with our results in a related earlier paper using the same sample and game (D'Exelle et al., 2023a), we found that women in same-gender pairs are less likely to disagree. Thus, one may ask if some of the effects of network degree that we found here are confounded by the gender composition of the bargaining pairs. We deem this to be unlikely, because in our analysis we controlled for the gender composition in bargaining pairs.

behavioral data to address participants' potential concerns about post-experimental interactions. We did not collect such data as directly addressing the future relationship may either induce an experimenter demand effect—when asked before the bargaining—or be biased by actual bargaining behavior—when asked after the bargaining. Thus, the importance and size of the effect of post-experimental interaction concerns on the interaction of network degree with bargaining behavior remains an important open question and should be addressed in future research.

One might wonder whether the null effect in FD is caused by other factors. First, revealing one's identity also discloses other characteristics that could confound the effect of network degree, as discussed in the robustness section. This cannot explain why we observe an effect in the SD treatment but not in the FD treatment. If confounding factors were suppressing the effect of network degree, we would expect no effect in SD either. Second, respondents may not fully know an individual's network degree. While we elaborated on this possibility in the robustness section, it again cannot account for the disappearance of effects in the FD treatment, as it would also influence the effects in the SD treatment. Third, differences in relative degree might be imbalanced between SD and FD, which might drive differences in the effect of network degree between both treatments. As shown in the robustness section, relative degree does not differ between treatments SD and FD, as demonstrated by Table A.26. This indicates that a mismatch between pairs in terms of degree cannot be the reason for the observed (null) results in FD.

The analysis of agreements and earnings revealed that in AN alter's degree has a negative effect on earnings and that this is induced by a decreased likelihood of agreement, which is in line with the hypothesis. The effect of ego's degree is in the expected direction but does not reach significance. Besides this we do not find any significant degree effects when comparing the other information conditions to AN. This is partly in line with hypothesized null effects and to be expected in FD where we also do not see an effect of degree on demands (as discussed above). However, it may be seen as surprising that also in SD where we find strong effects of degree on demands, agreements and earnings are not affected by degree. A possible reason could be that the positive effect of ego's degree and the negative effect of alter's degree on demands cancel each other out when both are taken into account for bargaining outcomes.

5. Conclusion

We conducted a bargaining experiment in the field to investigate if and how network degree in a real-existing trade network affects bargaining behavior and outcome. We combined experimental variation in identity disclosure in bargaining pairs with the naturally occurring variation of network positions in the investigated networks. We derived hypotheses about the effect of individuals' degrees on bargaining demands and outcomes. Our empirical analysis partially confirms the hypothesized effects of degree on bargaining. Most notably, we find a significant effect of network degree on demands when only one bargainer in a pair is informed about the network positions.

This effect vanishes when both sides are informed. Moreover, we observe that higher network degrees of bargainers tend to decrease the likelihood to reach an agreement.

Several open questions remain. First, we used a very simple one-shot Nash demand game to examine bargaining behavior. The use of this game has the advantage of simplicity and is easily explained which is important in a lab-in-the-field setting as the one we implemented. However, it would be interesting to investigate if our results carry over, or may even be strengthened, in more complex bargaining environments. Second, as mentioned in the discussion the role of reputation and anticipated post-experiment behavior requires further scrutiny. Bargaining (and other behaviors) on networks are embedded in a larger system of repeated interactions and a better understanding of the role of network positions in this larger setting appears to be an important open avenue of research. Third, by exploiting real social networks, our study makes an important step towards increased external validity compared to pure laboratory studies. Observing real, non-stylized trade interactions and the way bargaining power is obtained in such interactions could be an interesting next step.

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Online Appendix

A. Additional information

A.1. Socioeconomic Characteristics

This subsection provides details on the socioeconomic characteristics of the sample.

All study participants belong to the Bugisu tribe, which is the dominant ethnic group of the study area. Most of them report working on their own household farm as their main occupation. This is reflective of a strong subsistence culture, where a lot of value is placed on having own land and on being able to make a living from (consuming or trading) the goods produced by that land.

A.1.1. Full Sample

Table A.1 provides information on the participants' socioeconomic characteristics for the full set of survey participants.

Table A.1: Characteristics (full sample)

	N	mean	st. dev.
Education	535	5.55	3.57
Age	537	41.61	13.78
Wealth	537	-0.00	2.27
Gender	537	0.51	0.50
Risk aversion	537	2.06	0.93
Trust	537	-0.00	1.36
Agreeableness	537	-0.00	1.71

Notes. Education in years of schooling. Gender is fraction male. Wealth, trust, and agreeableness are indices. Risk aversion measured on 4 point scale, higher number means more risk averse. Two-sided p-value is based on a Mann-Whitney U test.

The survey participants have, on average, enjoyed 5.55 years of schooling, and they are, on average, 41.61 years old. Roughly equal fractions of men and women participated, with 49% of participants being female. Risk aversion is measured on a 4 point scale, with higher numbers indicating higher risk aversion. The average value of this variable is 2.06. Wealth, Trust and Agreeableness are calculated as indices based on the first component of a principal component analysis. Hence, the mean is not informative but the spread is. All three variables display considerable individual variation.

A.1.2. Experiment Sample

Table A.2 provides information on the participants' socioeconomic characteristics for the set of survey participants that participated in the experiment. The experiment participants have, on average, enjoyed 6.06 years of schooling, and they are, on average, 41.37 years old. Roughly equal fractions of men and women

participated, with 51% of participants being female. 68 of our participants report taking a lot of risk, 105 take risk but not a lot, 37 avoid risk but not a lot, and 15 avoid risk a lot, leading to an average of 2.00. These values are very similar to those for the full sample, indicating that the experiment sample does not differ from the full set of people living in the surveyed villages in any extraordinary way. Further, Wealth, Trust, and Agreeableness indeces displayed here are calculated based on the full population of 537 participants. The mean close to 0 in Table A.2 hence indicates that our participants in the experiment do not differ from the general population average with regard to these characteristics either.

Table A.2: Characteristics (experiment sample)

	N	mean	st. dev.	min	max
Education	224	6.06	3.57	0.00	14.00
Age	225	41.37	14.16	18.00	74.00
Wealth	225	-0.14	2.00	-3.00	10.37
Gender	225	0.49	0.50	0.00	1.00
Risk aversion	225	2.00	0.86	1.00	4.00
Trust	225	-0.04	1.30	-3.36	2.67
Agreeableness	225	0.02	1.69	-8.30	3.64

Notes. Education in years of schooling. Gender is fraction male. Wealth, trust, and agreeableness are indices. Risk aversion measured on 4 point scale, higher number means more risk averse. Two-sided p-value is based on a Mann-Whitney U test.

Table A.3 displays characteristics for the set of experiment participants who are included in the trade network relative to those that are excluded. No major differences show, indicating that network inclusion does not depend on other socioeconomic characteristics.

Table A.3: Participants' Characteristics by Inclusion

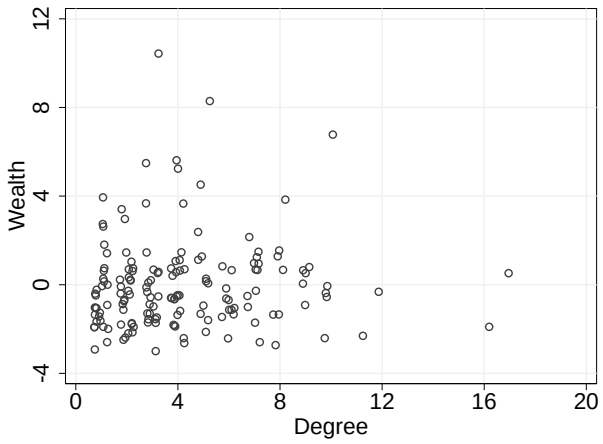
	Excluded			Included			
	N	mean	st. dev.	N	mean	st. dev.	p-value
Education	64	5.84	3.39	160	6.15	3.65	0.655
Age	65	44.37	15.77	160	40.16	13.31	0.089
Wealth	65	-0.43	1.85	160	-0.02	2.05	0.135
Gender	65	0.51	0.50	160	0.48	0.50	0.720
Risk aversion	65	2.17	0.99	160	1.93	0.79	0.134
Trust	65	-0.09	1.38	160	-0.02	1.27	0.647
Agreeableness	65	-0.26	1.88	160	0.13	1.60	0.141

Notes. Education in years of schooling. Gender is fraction male. Wealth, trust, and agreeableness are indices. Risk aversion measured on 4 point scale, higher number means more risk averse. Two-sided p-value is based on a Mann-Whitney U test.

A.1.3. Degree and Wealth

We further want to know if high degree coincides with being wealthy. Indeed, one might assume that people who are very central in the trade network also belong to the wealthier part of the population. To get a better

understanding of this relation, we take a closer look at the link between wealth and degree. Spearman's rho is 0.138 (p-value = 0.039), indicating that the correlation between the two variables is significant but not overly large. Figure A.1 paints a similar picture. Potentially most interestingly, the nodes with a degree of at least 11 which we excluded for the above part of the analysis are actually not the richest ones. Vice versa, the nodes with the highest wealth index are actually not particularly central. They form part of the trade network, but they do not appear to trade with exceptionally many people.



N=160. Correlation of wealth index and degree.

Figure A.1: Wealth and Degree

If we exclude the most central nodes, that is, nodes with degree of at least 11, Spearman's rho increases to 0.153 (p-value = 0.023). On the contrary, if we exclude the most wealthy nodes, that is, nodes with a wealth index above 5.5, Spearman's rho decreases to 0.119 (p-value = 0.077). This indicates that the relation between these variables is influenced by the outliers on either dimension, though not to an overly large extent.

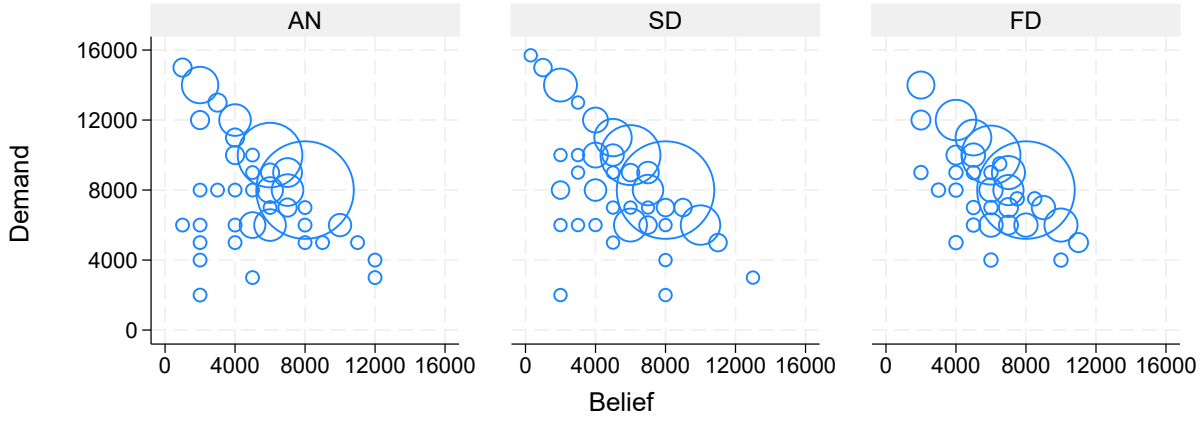
A.1.4. Between Treatments

Table A.4: Socioeconomic Characteristics by Between Treatment

	SD			FD			
	N	mean	st. dev.	N	mean	st. dev.	p-value
Education	97	6.58	3.69	97	5.75	3.58	0.158
Age	98	42.29	14.72	97	41.78	13.28	0.964
Wealth	98	-0.03	1.96	97	-0.27	2.02	0.265
Gender	98	0.46	0.50	97	0.53	0.50	0.354
Risk aversion	98	1.99	0.91	97	1.98	0.79	0.857
Trust	98	-0.15	1.41	97	-0.07	1.14	0.434
Agreeableness	98	-0.23	1.82	97	0.24	1.61	0.074

Notes. Education in years of schooling. Gender is fraction male. Wealth, trust, and agreeableness are indices. Risk aversion measured on 4 point scale, higher number means more risk averse. Two-sided p-value is based on a Mann-Whitney U test.

A.2. Demands and Beliefs



Notes: Demands plotted against beliefs for each information condition. Size of the bubbles indicates the frequency of each belief-demand pair. N=480. Pearson correlation: -0.528 in AN, -0.660 in SD, and -0.750 in FD (p-value$<$0.001 in all treatments). Spearman correlation: -0.470 in AN, -0.636 in SD, and -0.712 in FD (p-value$<$0.001 in all treatments). Average difference between demand and belief: 2312.50 in AN (st.dev. 4009.72), 2043.02 in SD (st.dev.4147.32), and 1925.68 in FD (st.dev. 3631.10). AN against SD: two-sided p-value of a Wilcoxon ranksum test is 0.402. AN against FD: two-sided p-value of a Wilcoxon ranksum test is 0.997.

Figure A.2: Demands and Beliefs

A.3. Additional Tables

A.3.1. Demands

Table A.5: *Effect of Degree on Ego's Demand in AN*

	(1)	(2)
D_i	61.319	90.624*
	(57.532)	(51.580)
D_j	-30.984	12.528
	(40.108)	(40.306)
Belief	-0.558***	-0.591***
	(0.098)	(0.102)
Education ego		52.432
		(64.089)
Age ego		-32.794
		(20.785)
Wealth ego		40.904
		(78.864)
Gender ego		333.892
		(418.820)
Risk ego		-440.221**
		(223.371)
Trust ego		-79.921
		(128.222)
Agreeableness ego		282.468**
		(139.074)
Education alter		-5.385
		(46.542)
Age alter		13.900
		(13.035)
Wealth alter		10.093
		(59.902)
Gender alter		370.885
		(300.266)
Risk alter		-345.281
		(236.903)
Trust alter		69.614
		(170.619)
Agreeableness alter		-141.885***
		(54.299)
Constant	11960.006***	13515.329***
	(811.934)	(1629.384)
R^2	0.285	0.417
Observations	160	159
Controls	No	Yes

Notes: OLS regressions, dependent variable is ego's demand in AN. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of ego and alter. AND-ties of the trade network used.

Table A.6: *Ego's Demand in AN versus DV*

	(1)	(2)
AN	-173.866	-186.989
	(145.272)	(151.754)
Belief	-0.658***	-0.641***
	(0.070)	(0.065)
Education alter		-37.272
		(28.365)
Age alter		-7.899
		(6.344)
Wealth alter		-38.545
		(67.556)
Gender alter		187.559
		(126.298)
Risk alter		-121.452
		(110.620)
Trust alter		82.808
		(82.113)
Agreeableness alter		4.193
		(47.262)
Constant	12922.448***	13526.779***
	(488.413)	(659.039)
R^2	0.490	0.509
Observations	320	318
Controls	No	Yes

Notes: OLS regressions with ego fixed effects, dependent variable is ego's demand. Same village relative to different village. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter.

Table A.7: *Influence of Degree on Ego's Demand in SD and FD*

	SD-u		SD-i		FD	
	(1)	(2)	(3)	(4)	(5)	(6)
D_i	-69.475	-48.132	165.148***	139.105	24.235	25.746
	(114.505)	(92.262)	(49.120)	(105.114)	(25.892)	(25.509)
D_j	-33.506	-5.677	-152.448***	-153.833***	4.714	4.456
	(37.420)	(66.935)	(47.791)	(53.905)	(16.717)	(34.391)
Belief	-0.751***	-0.700***	-0.628***	-0.567***	-0.755***	-0.816***
	(0.144)	(0.126)	(0.050)	(0.104)	(0.070)	(0.074)
Education ego		-140.400*		13.113		-12.938
		(74.827)		(86.943)		(44.055)
Age ego		-51.667		-36.583*		-10.099
		(36.829)		(22.136)		(6.912)
Wealth ego		170.660		-12.425		16.354
		(158.275)		(144.744)		(84.747)
Gender ego		-81.519		-283.279		590.322
		(387.155)		(518.941)		(426.767)
Risk ego		526.830**		-578.994*		70.868
		(256.154)		(317.168)		(158.985)
Trust ego		-215.992		-157.237		-36.751
		(144.296)		(116.078)		(215.187)
Agreeableness ego		-34.274		220.310		-7.199
		(156.532)		(192.768)		(99.448)
Education alter		21.450		81.629		51.310*
		(73.689)		(80.923)		(30.995)
Age alter		-3.503		-25.041*		1.913
		(19.707)		(13.824)		(6.332)
Wealth alter		-64.498		-0.898		50.220
		(108.147)		(104.412)		(48.662)
Gender alter		-116.442		533.819		197.152
		(567.077)		(468.948)		(166.864)
Risk alter		-86.826		55.581		102.386
		(236.855)		(218.401)		(147.409)
Trust alter		-9.590		86.802		20.708
		(167.626)		(164.539)		(96.070)
Agreeableness alter		-239.386		-111.665		-153.283***
		(189.537)		(121.936)		(50.554)
Constant	13997.157***	15499.153***	12348.448***	14873.798***	13556.184***	13377.697***
	(873.182)	(2244.645)	(499.857)	(1919.148)	(655.374)	(798.665)
R^2	0.502	0.605	0.446	0.643	0.565	0.622
Observations	86	85	86	86	148	148
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regressions, dependent variable is ego's demand in SD-u/SD-i/FD. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of ego and alter. AND-ties of the trade network used.

Table A.8: *Effect of Degree on Ego's Demand in SD and FD Relative to AN (treatments pooled)*

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
FD	373.275	331.387	382.531	365.849
	(537.684)	(489.997)	(514.323)	(503.736)
FD×D_i	-69.459	-74.022	-69.959	-78.605
	(122.130)	(103.748)	(111.116)	(106.458)
FD×D_j	45.752	53.123*	45.498	55.215*
	(31.028)	(27.161)	(27.847)	(30.496)
SD	-297.739	-209.073		
	(281.713)	(283.906)		
SD×D_i	173.277**	149.201**		
	(70.601)	(70.410)		
SD×D_j	-89.092**	-101.068**		
	(40.294)	(49.196)		
SD			434.872*	454.044*
			(240.791)	(269.436)
SD×D_i			-85.562	-79.830
			(106.263)	(110.153)
SD×D_j			33.534	34.947
			(61.289)	(68.329)
Belief	-0.618***	-0.617***	-0.637***	-0.647***
	(0.068)	(0.070)	(0.068)	(0.066)
Education alter		20.279		2.217
		(30.188)		(22.820)
Age alter		-2.642		-7.615
		(5.307)		(6.627)
Wealth alter		-6.274		-32.126
		(28.125)		(40.324)
Gender alter		263.090*		85.969
		(156.336)		(252.830)
Risk alter		-88.152		-81.269
		(110.767)		(123.456)
Trust alter		-18.226		27.612
		(62.680)		(85.842)
Agreeableness alter		-56.215		-46.832
		(45.907)		(51.306)
Constant	12495.014***	12545.322***	12651.290***	13136.826***
	(536.830)	(791.747)	(465.991)	(632.524)
R^2	0.467	0.488	0.432	0.444
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.9: *Average Treatment Effect on Ego's Demand in SD and FD Relative to AN (treatments pooled)*

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
FD	220.156**	188.705*	227.324**	210.514**
	(105.136)	(97.809)	(106.262)	(102.905)
SD	78.484	50.080		
	(236.425)	(221.265)		
SD			218.754	268.865
			(289.221)	(297.106)
Belief	-0.609***	-0.606***	-0.632***	-0.641***
	(0.068)	(0.070)	(0.068)	(0.065)
Education alter		18.539		-1.437
		(28.173)		(19.558)
Age alter		-1.803		-7.764
		(4.554)		(6.960)
Wealth alter		10.183		-24.144
		(26.859)		(40.658)
Gender alter		276.049*		91.230
		(167.525)		(248.484)
Risk alter		-76.201		-70.911
		(116.675)		(128.149)
Trust alter		-6.254		33.950
		(60.905)		(80.092)
Agreeableness alter		-68.160		-38.699
		(42.982)		(49.597)
Constant	12437.661***	12429.487***	12619.480***	13103.127***
	(524.341)	(766.854)	(466.872)	(677.227)
R^2	0.447	0.470	0.424	0.435
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

A.3.2. Efficiency

Table A.10: *Effect of Degree on Earnings, Agreement, and Agreement Earnings in AN*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
D_i	-84.038	-89.873	-0.018	-0.020	26.804	36.231
	(66.315)	(93.219)	(0.011)	(0.015)	(45.777)	(94.782)
D_j	-123.654**	-140.716**	-0.024**	-0.028***	3.788	52.948
	(58.805)	(63.882)	(0.009)	(0.010)	(58.717)	(96.092)
Beliefs	1011.632***	960.313***	0.199***	0.203***	-119.486	-146.105
	(186.182)	(234.928)	(0.030)	(0.043)	(366.818)	(363.377)
Education ego		-103.279		-0.017		-31.251
		(82.594)		(0.016)		(92.849)
Age ego		-0.597		0.000		-7.125
		(15.948)		(0.003)		(20.330)
Wealth ego		76.942		0.002		139.930
		(135.370)		(0.023)		(115.693)
Gender ego		158.922		-0.015		300.239
		(403.508)		(0.071)		(429.876)
Risk ego		227.085		0.055		-101.120
		(290.910)		(0.054)		(336.813)
Trust ego		-163.297		-0.012		-138.271
		(141.877)		(0.027)		(160.008)
Agreeableness ego		48.678		0.006		38.013
		(85.751)		(0.015)		(131.955)
Education alter		-70.694		-0.016		49.180
		(99.240)		(0.015)		(86.073)
Age alter		-14.124		-0.001		-18.756
		(12.418)		(0.002)		(18.141)
Wealth alter		158.634		0.025		19.098
		(157.837)		(0.026)		(117.537)
Gender alter		-128.430		-0.021		-25.352
		(377.178)		(0.081)		(532.483)
Risk alter		151.812		0.048		-33.883
		(320.413)		(0.051)		(257.020)
Trust alter		97.971		-0.016		389.892**
		(247.255)		(0.042)		(193.569)
Agreeableness alter		24.090		0.020		-240.719**
		(133.564)		(0.022)		(104.210)
Constant	2577.092***	3689.048	0.096	0.150	7579.658***	8613.966***
	(619.142)	(2451.469)	(0.134)	(0.438)	(1125.396)	(1757.164)
R^2	0.165	0.201	0.208	0.254	0.007	0.223
Observations	142	141	142	141	71	70
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings (Models (1) and (2)), agreement (Models (3) and (4)), and ego's agreement earnings (Models (5) and (6)). Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of ego and alter. AND-ties of the trade network used.

Table A.11: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-i)*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
SD	-1048.088	-1139.365	-0.195	-0.195	283.845	464.617
	(1221.138)	(1296.405)	(0.209)	(0.221)	(296.495)	(833.043)
SD$\times D_i$	80.459	103.555	0.022	0.023	36.977	-37.398
	(196.746)	(211.279)	(0.034)	(0.037)	(84.184)	(202.272)
SD$\times D_j$	146.628	194.967	0.025	0.031	-26.130	-22.694
	(161.158)	(166.449)	(0.027)	(0.028)	(90.187)	(117.212)
FD	-343.379	-296.135	-0.100	-0.096	236.274	403.164
	(793.812)	(914.291)	(0.115)	(0.135)	(482.893)	(529.638)
FD$\times D_i$	168.274	184.755	0.029	0.033	-34.618	-88.249
	(139.072)	(150.204)	(0.025)	(0.026)	(123.385)	(144.631)
FD$\times D_j$	-48.322	-69.008	-0.008	-0.012	-22.469	-20.070
	(141.291)	(132.584)	(0.024)	(0.022)	(127.088)	(165.469)
Beliefs	1041.912***	1058.603***	0.229***	0.229***	-692.025*	-538.759
	(252.873)	(279.484)	(0.051)	(0.055)	(416.149)	(346.614)
Education alter		10.442		-0.004		51.140
		(50.770)		(0.008)		(44.715)
Age alter		15.810		0.004		-6.712
		(13.843)		(0.002)		(9.647)
Wealth alter		-11.086		-0.004		10.086
		(80.290)		(0.014)		(51.356)
Gender alter		-374.248		-0.023		-33.392
		(361.921)		(0.059)		(359.498)
Risk alter		157.251		0.026		-53.059
		(212.742)		(0.033)		(111.630)
Trust alter		199.343		0.011		129.865
		(175.595)		(0.025)		(120.927)
Agreeableness alter		-10.561		-0.001		-139.756*
		(95.317)		(0.016)		(79.076)
Constant	1585.119**	632.058	-0.171	-0.358	9697.748***	9366.890***
	(705.121)	(1340.227)	(0.154)	(0.239)	(1432.214)	(1105.589)
R^2	0.118	0.143	0.181	0.209	0.243	0.378
Observations	352	351	352	351	177	176
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.12: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-u)*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	-344.173	-320.819	-0.101	-0.101	193.008	386.997
	(791.655)	(934.025)	(0.115)	(0.138)	(442.341)	(591.796)
FD$\times D_i$	167.998	179.206	0.029	0.033	-25.884	-39.662
	(138.695)	(146.258)	(0.025)	(0.025)	(117.817)	(153.914)
FD$\times D_j$	-48.322	-61.124	-0.008	-0.011	-22.146	-58.898
	(141.709)	(139.573)	(0.025)	(0.024)	(111.884)	(144.619)
SD	-433.916	-875.777	-0.102	-0.176	468.687	806.597
	(1365.158)	(1404.523)	(0.202)	(0.210)	(1581.970)	(2302.554)
SD$\times D_i$	40.609	111.806	0.025	0.033	-147.690	-277.641
	(293.173)	(284.827)	(0.048)	(0.046)	(383.118)	(537.862)
SD$\times D_j$	-114.140	-56.759	-0.034	-0.025	224.720	189.643
	(208.711)	(205.953)	(0.036)	(0.038)	(405.680)	(432.403)
Belief	0.489***	0.505***	0.000***	0.000***	-0.353**	-0.292*
	(0.117)	(0.121)	(0.000)	(0.000)	(0.159)	(0.169)
Education alter		68.910		0.006		33.504
		(47.664)		(0.007)		(56.507)
Age alter		13.293		0.004		-7.812
		(14.963)		(0.003)		(18.622)
Wealth alter		-49.210		-0.005		61.051
		(80.827)		(0.013)		(148.448)
Gender alter		-866.055***		-0.092*		-635.014
		(295.125)		(0.052)		(495.215)
Risk alter		203.160		0.041		-34.603
		(233.821)		(0.039)		(201.053)
Trust alter		95.489		-0.010		214.655
		(173.267)		(0.027)		(135.303)
Agreeableness alter		51.171		0.011		-180.799
		(125.714)		(0.021)		(138.055)
Constant	1450.092**	337.300	-0.202	-0.482**	9899.872***	10021.897***
	(714.241)	(1361.537)	(0.139)	(0.220)	(1223.642)	(1491.370)
R^2	0.102	0.141	0.159	0.200	0.263	0.425
Observations	353	351	353	351	173	171
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.13: *Average Treatment Effect on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-i)*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	284.016	324.181	0.008	0.020	4.173	-61.368
	(315.540)	(365.104)	(0.053)	(0.061)	(153.545)	(175.618)
SD	-370.476	-257.161	-0.049	-0.028	354.986**	294.833*
	(565.204)	(558.217)	(0.090)	(0.087)	(158.166)	(175.441)
Beliefs	1048.899***	1067.043***	0.231***	0.231***	-717.054*	-613.596*
	(247.318)	(275.459)	(0.048)	(0.052)	(410.462)	(339.232)
Education alter		-2.537		-0.006		55.249
		(53.101)		(0.008)		(36.310)
Age alter		12.996		0.003		-4.717
		(13.698)		(0.002)		(8.163)
Wealth alter		-1.535		-0.002		3.243
		(82.844)		(0.014)		(35.062)
Gender alter		-328.517		-0.015		-68.717
		(367.209)		(0.061)		(286.154)
Risk alter		97.637		0.015		-40.297
		(210.263)		(0.032)		(88.980)
Trust alter		178.936		0.008		114.932
		(178.961)		(0.027)		(94.098)
Agreeableness alter		-4.753		-0.000		-126.976*
		(95.460)		(0.015)		(68.072)
Constant	1552.172**	888.083	-0.179	-0.315	9776.263***	9484.101***
	(704.582)	(1329.316)	(0.147)	(0.234)	(1410.068)	(1073.382)
R^2	0.105	0.125	0.166	0.189	0.237	0.359
Observations	352	351	352	351	177	176
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.14: *Average Treatment Effect on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-u)*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	285.729	307.685	0.008	0.018	0.546	-13.457
	(317.861)	(363.900)	(0.054)	(0.060)	(156.667)	(191.149)
SD	-613.312	-636.148	-0.107	-0.130	580.409	344.570
	(415.861)	(419.222)	(0.088)	(0.089)	(433.880)	(583.918)
Beliefs	1034.103***	1077.543***	0.227***	0.237***	-800.625**	-705.512**
	(273.436)	(289.251)	(0.048)	(0.048)	(335.301)	(302.694)
Education alter		72.730		0.007		52.896
		(44.235)		(0.006)		(47.695)
Age alter		12.452		0.004		-4.690
		(15.434)		(0.003)		(17.856)
Wealth alter		-58.279		-0.007		31.649
		(88.001)		(0.014)		(110.520)
Gender alter		-864.198***		-0.092*		-611.963
		(280.317)		(0.050)		(455.603)
Risk alter		188.373		0.039		-24.926
		(229.763)		(0.040)		(201.363)
Trust alter		94.687		-0.011		185.581*
		(162.497)		(0.026)		(108.568)
Agreeableness alter		54.657		0.010		-159.302**
		(125.959)		(0.022)		(75.020)
Constant	1521.468*	420.974	-0.175	-0.462**	10012.966***	9992.620***
	(791.311)	(1421.942)	(0.145)	(0.227)	(1215.563)	(1364.086)
R^2	0.092	0.130	0.141	0.182	0.216	0.366
Observations	353	351	353	351	173	171
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

A.4. Robustness Tables

A.4.1. Network Correlates

Table A.15: *Network Correlates - Degree*

	(1)	(2)	(3)	(4)
Education	-0.104	-0.113***	-0.154**	-0.041
	(0.075)	(0.039)	(0.051)	(0.056)
Age	0.024	0.026**	0.013	0.009
	(0.024)	(0.013)	(0.017)	(0.022)
Wealth	0.037	0.083	0.133	
	(0.207)	(0.100)	(0.123)	
Gender	0.618	0.602	0.908	
	(0.482)	(0.484)	(0.520)	
Risk	-0.176	-0.029	0.036	
	(0.225)	(0.277)	(0.268)	
Agreeableness	-0.036	0.135	0.072	
	(0.187)	(0.139)	(0.159)	
Trust	0.422	-0.003		
	(0.500)	(0.364)		
Exp fairness	-0.487	0.223		
	(0.465)	(0.438)		
Exp generosity	-0.958*	-0.698*		-0.785*
	(0.445)	(0.416)		(0.410)
Urban visits	0.256	0.246		
	(0.195)	(0.202)		
Born in community	0.167	-0.363		
	(0.634)	(0.578)		
Years in village	-0.009	0.025**		0.007
	(0.022)	(0.011)		(0.015)
Married	0.590	0.061		
	(0.504)	(0.547)		
Illness	-0.302	-0.515		
	(0.474)	(0.478)		
Polygamous	-0.491	-0.153		
	(0.933)	(0.840)		
HH size	-0.039	0.105		
	(0.192)	(0.067)		
Children	0.085	0.152		
	(0.282)	(0.150)		
Seniors	-0.492	-0.386		
	(0.665)	(0.393)		
Rooms	0.269*	0.238**		0.222**
	(0.128)	(0.111)		(0.099)
Invest	-0.076	0.107		
	(0.096)	(0.104)		
Mobile phone	-2.840***	-2.806***		-2.757**
	(0.912)	(0.954)		(0.923)
Transport	0.182	-0.467		
	(0.427)	(0.646)		
Trust pca			0.075	
			(0.205)	
Constant	8.026**		4.091***	6.641***
	(3.486)		(1.151)	(1.185)
R^2	0.276		0.060	0.229
Observations	160	160	160	160

Notes: OLS regression with ego's degree in the trade network as dependent variable. Model (1) displays coefficients of the full regression including all possible network correlates. Model (2) displays coefficients of the bivariate regressions of ego's degree on each of the possible network correlates. Model (3) includes the set of controls used in the main analysis. Model (4) includes all network covariates that are significant in Model (2). Observations are all participants who are included in the trade network of their respective village (identical to observations in main analysis). Standard errors in parentheses, clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. AND-ties of the trade network used.

Table A.16: *Effect of Degree on Ego's Demand in SD and FD Relative to AN (treatments pooled) - with network correlates*

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
FD	373.275	347.191	382.531	431.560
	(537.684)	(555.337)	(552.728)	(605.755)
FD × D_i	-69.459	-73.762	-69.959	-85.876
	(122.130)	(122.537)	(122.789)	(126.692)
FD × D_j	45.752	50.815*	45.498	52.200
	(31.028)	(29.934)	(31.630)	(34.911)
SD	-297.739	-319.301		
	(281.713)	(263.123)		
SD × D_i	173.277**	173.014**		
	(70.601)	(70.168)		
SD × D_j	-89.092**	-85.706**		
	(40.294)	(42.777)		
SD			434.872*	411.697*
			(223.628)	(231.591)
SD × D_i			-85.562	-56.192
			(103.036)	(79.563)
SD × D_j			33.534	31.637
			(58.569)	(51.479)
Belief	-0.618***	-0.617***	-0.637***	-0.648***
	(0.068)	(0.069)	(0.069)	(0.065)
Education alter		29.651		-2.500
		(28.830)		(18.890)
Age alter		-5.035		-5.208
		(6.066)		(7.029)
Yrs in vill alter		0.033		-5.412
		(4.870)		(7.531)
Rooms alter		7.700		-52.657
		(55.596)		(76.543)
Exp generosity alter		28.140		-125.126
		(88.947)		(116.466)
Mobile phone alter				-448.883
				(382.857)
Constant	12495.014***	12449.676***	12651.290***	13850.866***
	(536.830)	(666.712)	(485.130)	(688.763)
R^2	0.467	0.476	0.432	0.444
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, years in village, rooms, and mobile phone of alter. AND-ties of the trade network used.

Table A.17: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-i) - with network correlates*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	-343.379	-213.644	-0.100	-0.083	236.274	350.348
	(793.812)	(876.343)	(0.115)	(0.130)	(482.893)	(584.794)
FD × D_i	168.274	166.571	0.029	0.031	-34.618	-59.559
	(139.072)	(149.587)	(0.025)	(0.026)	(123.385)	(118.985)
FD × D_j	-48.322	-59.253	-0.008	-0.010	-22.469	-39.151
	(141.291)	(127.964)	(0.024)	(0.021)	(127.088)	(131.829)
SD	-1048.088	-1045.798	-0.195	-0.184	283.845	390.044
	(1221.138)	(1260.050)	(0.209)	(0.217)	(296.495)	(976.186)
SD × D_i	80.459	95.224	0.022	0.022	36.977	24.855
	(196.746)	(191.585)	(0.034)	(0.034)	(84.184)	(239.045)
SD × D_j	146.628	173.263	0.025	0.031	-26.130	-54.699
	(161.158)	(172.035)	(0.027)	(0.029)	(90.187)	(126.340)
Beliefs	1041.912***	1045.767***	0.229***	0.228***	-692.025*	-594.763
	(252.873)	(259.311)	(0.051)	(0.052)	(416.149)	(380.792)
Education alter		-18.960		-0.007		33.751
		(58.388)		(0.009)		(29.691)
Age alter		26.375*		0.005*		-14.555
		(14.222)		(0.002)		(10.912)
Yrs in village alter		-6.322		-0.000		5.713
		(7.934)		(0.001)		(11.536)
Rooms alter		-116.793		-0.024*		9.982
		(93.689)		(0.014)		(74.127)
Exp generosity alter		-53.683		0.023		-82.121
		(223.561)		(0.032)		(188.095)
Constant	1585.119**	1222.565	-0.171	-0.288	9697.748***	9794.495***
	(705.121)	(1122.090)	(0.154)	(0.187)	(1432.214)	(1508.656)
R^2	0.118	0.136	0.181	0.211	0.243	0.324
Observations	352	351	352	351	177	176
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.18: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-u) - with network correlates*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	-344.173	-253.404	-0.101	-0.102	193.008	299.141
	(791.655)	(918.289)	(0.115)	(0.136)	(442.341)	(598.871)
FD × D_i	167.998	168.127	0.029	0.033	-25.884	-64.366
	(138.695)	(156.375)	(0.025)	(0.026)	(117.817)	(149.095)
FD × D_j	-48.322	-57.021	-0.008	-0.010	-22.146	-9.044
	(141.709)	(134.374)	(0.025)	(0.022)	(111.884)	(125.222)
SD	-433.916	-875.519	-0.102	-0.172	468.687	-59.567
	(1365.158)	(1356.750)	(0.202)	(0.195)	(1581.970)	(1939.513)
SD × D_i	40.609	96.219	0.025	0.027	-147.690	-74.344
	(293.173)	(277.729)	(0.048)	(0.043)	(383.118)	(461.167)
SD × D_j	-114.140	-60.516	-0.034	-0.024	224.720	210.259
	(208.711)	(212.134)	(0.036)	(0.037)	(405.680)	(424.837)
Beliefs	1060.443***	1088.349***	0.236***	0.243***	-766.248**	-651.699*
	(254.553)	(251.416)	(0.047)	(0.045)	(343.986)	(348.857)
Education alter		32.673		0.003		39.169
		(56.136)		(0.008)		(62.500)
Age alter		41.383**		0.006**		-1.635
		(17.828)		(0.003)		(20.844)
Yrs in village alter		-25.119*		-0.002		-15.990
		(13.388)		(0.002)		(16.912)
Rooms alter		-107.137		-0.014		-26.745
		(96.053)		(0.014)		(145.069)
Exp generosity alter		145.686		0.072*		-443.103
		(253.070)		(0.037)		(288.072)
Constant	1450.092**	188.373	-0.202	-0.559***	9899.872***	10880.584***
	(714.241)	(1372.551)	(0.139)	(0.203)	(1223.642)	(1818.057)
R^2	0.102	0.130	0.159	0.196	0.263	0.391
Observations	353	351	353	351	173	171
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

A.4.2. Binary demand

Table A.19: *Effect of Degree on Ego's Demand in SD and FD Relative to AN (treatments pooled) - demand binary above/below 8000*

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
FD	0.101	0.098	0.101	0.097
	(0.108)	(0.106)	(0.108)	(0.106)
FD×D_i	-0.012	-0.012	-0.012	-0.011
	(0.021)	(0.021)	(0.021)	(0.021)
FD×D_j	0.003	0.004	0.003	0.003
	(0.006)	(0.006)	(0.006)	(0.007)
SD	-0.064	-0.037		
	(0.070)	(0.079)		
SD×D_i	0.024	0.018		
	(0.018)	(0.018)		
SD×D_j	-0.004	-0.009		
	(0.015)	(0.017)		
SD			0.079	0.091
			(0.102)	(0.113)
SD×D_i			-0.005	-0.007
			(0.029)	(0.027)
SD×D_j			0.009	0.007
			(0.022)	(0.020)
Belief	-0.000***	-0.000***	-0.000***	-0.000***
	(0.000)	(0.000)	(0.000)	(0.000)
Education alter		-0.003		-0.009*
		(0.007)		(0.005)
Age alter		-0.000		-0.000
		(0.002)		(0.002)
Wealth alter		-0.006		-0.011
		(0.008)		(0.008)
Gender alter		0.079		0.119***
		(0.056)		(0.046)
Risk alter		-0.033		-0.016
		(0.023)		(0.026)
Trust alter		0.004		0.016
		(0.020)		(0.018)
Agreeableness alter		-0.006		-0.005
		(0.011)		(0.013)
Constant	1.129***	1.179***	1.149***	1.199***
	(0.114)	(0.197)	(0.087)	(0.139)
R^2	0.346	0.367	0.319	0.359
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

A.4.3. Friendship

Table A.20: *Effect of Degree on Ego's Demand in SD and FD Relative to AN (treatments pooled) - with friendship*

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
FD	375.670	328.758	360.965	339.605
	(503.716)	(486.239)	(486.131)	(462.133)
FD×D_i	-69.868	-73.544	-65.906	-73.210
	(109.994)	(103.071)	(110.815)	(104.279)
FD×D_j	45.829*	52.998*	44.620	53.715
	(27.463)	(27.593)	(33.800)	(36.958)
SD	-295.246	-208.711		
	(286.436)	(288.426)		
SD×D_i	172.876**	148.766**		
	(73.791)	(70.372)		
SD×D_j	-89.623**	-100.528**		
	(43.136)	(49.655)		
SD			334.624	349.162
			(228.922)	(267.210)
SD×D_i			-72.228	-75.054
			(103.482)	(110.417)
SD×D_j			50.958	58.099
			(60.363)	(64.791)
Belief	-0.619***	-0.616***	-0.639***	-0.645***
	(0.068)	(0.071)	(0.068)	(0.067)
D_j Friendship	4.175	-4.727	-43.090	-50.728*
	(22.811)	(20.729)	(29.588)	(30.143)
Education alter		20.729		5.824
		(29.635)		(23.519)
Age alter		-2.373		-4.011
		(4.952)		(5.712)
Wealth alter		-5.726		-25.294
		(29.064)		(40.636)
Gender alter		264.565		87.393
		(161.324)		(231.184)
Risk alter		-92.334		-128.781
		(102.182)		(128.374)
Trust alter		-17.138		26.182
		(64.206)		(87.946)
Agreeableness alter		-58.503		-72.805
		(42.641)		(48.889)
Constant	12443.896***	12596.594***	13223.877***	13707.955***
	(469.182)	(744.756)	(472.519)	(712.618)
R^2	0.467	0.489	0.441	0.455
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.21: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-i) - with friendship*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
SD	-1031.182	-1139.559	-0.192	-0.195	263.747	459.593
	(1241.767)	(1316.556)	(0.213)	(0.224)	(370.883)	(835.961)
SD×D_i	80.861	106.524	0.022	0.024	43.195	-35.897
	(199.021)	(211.759)	(0.034)	(0.037)	(129.944)	(215.496)
SD×D_j	141.226	191.596	0.024	0.031	-34.797	-23.170
	(159.495)	(164.201)	(0.026)	(0.028)	(101.771)	(127.509)
FD	-326.627	-282.015	-0.097	-0.093	230.489	400.263
	(797.612)	(915.156)	(0.116)	(0.136)	(544.210)	(574.117)
FD×D_i	163.677	180.281	0.028	0.033	-44.783	-88.738
	(142.856)	(151.913)	(0.025)	(0.026)	(125.108)	(144.975)
FD×D_j	-46.514	-66.881	-0.008	-0.011	-4.888	-18.182
	(143.477)	(136.045)	(0.025)	(0.023)	(124.185)	(149.712)
D_j Friendship	24.197	21.294	0.005	0.004	24.418	3.544
	(32.745)	(32.005)	(0.005)	(0.005)	(21.386)	(26.986)
Beliefs	1037.165***	1055.349***	0.228***	0.228***	-699.332*	-541.137
	(255.650)	(280.847)	(0.051)	(0.055)	(409.653)	(356.699)
Education alter		9.635		-0.004		50.320
		(52.661)		(0.008)		(49.270)
Age alter		14.613		0.003		-6.924
		(13.783)		(0.002)		(10.623)
Wealth alter		-11.660		-0.004		9.999
		(81.804)		(0.014)		(51.857)
Gender alter		-369.342		-0.022		-31.732
		(353.449)		(0.058)		(381.857)
Risk alter		180.074		0.030		-47.183
		(215.251)		(0.033)		(142.586)
Trust alter		199.299		0.011		129.908
		(178.222)		(0.025)		(129.564)
Agreeableness alter		-2.317		0.000		-137.871*
		(95.029)		(0.015)		(82.659)
Constant	1286.594**	373.136	-0.231	-0.407*	9397.657***	9327.977***
	(651.954)	(1264.390)	(0.157)	(0.234)	(1327.555)	(1037.495)
R^2	0.119	0.144	0.183	0.210	0.255	0.378
Observations	352	351	352	351	177	176
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.22: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-u) - with friendship*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
SD	-324.231	-767.725	-0.077	-0.151	411.381	724.282
	(1365.429)	(1430.481)	(0.203)	(0.216)	(1825.013)	(2547.427)
SD×D_i	31.422	112.850	0.023	0.033	-134.153	-262.876
	(289.826)	(285.373)	(0.048)	(0.046)	(476.257)	(620.432)
SD×D_j	-139.138	-84.042	-0.040	-0.032	233.916	205.223
	(207.725)	(206.207)	(0.036)	(0.037)	(441.005)	(454.703)
FD	-302.077	-276.289	-0.091	-0.091	190.695	395.376
	(792.855)	(921.909)	(0.115)	(0.137)	(509.115)	(720.436)
FD×D_i	156.113	163.736	0.026	0.030	-19.112	-33.364
	(144.306)	(147.725)	(0.026)	(0.025)	(147.178)	(180.789)
FD×D_j	-43.719	-52.998	-0.007	-0.009	-31.887	-72.447
	(148.117)	(152.729)	(0.026)	(0.026)	(130.646)	(183.529)
D_j Friendship	61.580**	66.411*	0.014**	0.015**	-13.586	-25.909
	(29.998)	(34.897)	(0.006)	(0.007)	(82.376)	(81.093)
Beliefs	1060.908***	1081.942***	0.237***	0.242***	-771.674**	-631.751*
	(259.924)	(269.743)	(0.046)	(0.048)	(357.634)	(372.532)
Education alter		63.734		0.005		37.951
		(49.960)		(0.007)		(70.762)
Age alter		8.021		0.003		-5.898
		(15.478)		(0.003)		(19.280)
Wealth alter		-56.744		-0.006		61.564
		(85.846)		(0.013)		(176.882)
Gender alter		-819.856***		-0.081*		-630.118
		(289.178)		(0.045)		(514.961)
Risk alter		277.303		0.058		-75.238
		(255.548)		(0.043)		(267.404)
Trust alter		97.878		-0.009		207.297
		(178.171)		(0.028)		(163.194)
Agreeableness alter		81.431		0.018		-188.244
		(136.671)		(0.023)		(139.589)
Constant	651.915	-406.974	-0.390***	-0.653***	10097.870***	10339.995***
	(767.416)	(1362.484)	(0.148)	(0.230)	(1658.163)	(2352.261)
R^2	0.109	0.147	0.171	0.211	0.264	0.429
Observations	353	351	353	351	173	171
Controls	No	Yes	No	Yes	No	Yes

Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

A.4.4. Village size

Table A.23: *Effect of Degree on Ego's Demand in SD and FD Relative to AN (treatments pooled)* - relative to village size

	SD = SD-i		SD = SD-u	
	(1)	(2)	(3)	(4)
FD	399.128	342.199	409.829	389.128
	(567.450)	(555.323)	(583.416)	(604.487)
FD × D_i/vil_size	-2106.073	-2162.348	-2128.262	-2334.691
	(3574.804)	(3425.270)	(3606.657)	(3700.832)
FD × D_j/vil_size	1327.635*	1543.701**	1318.871*	1572.142
	(768.109)	(778.252)	(775.236)	(1030.857)
SD	-274.211	-207.284		
	(332.536)	(303.482)		
SD × D_i/vil_size	4797.792**	4237.231**		
	(2295.630)	(2124.757)		
SD × D_j/vil_size	-2636.653**	-2881.480**		
	(1033.389)	(1232.531)		
SD			418.793*	453.438*
			(245.227)	(264.629)
SD × D_i/vil_size			-2270.176	-2181.675
			(2755.449)	(2795.731)
SD × D_j/vil_size			964.800	947.873
			(1558.808)	(1644.311)
Belief	-0.620***	-0.618***	-0.638***	-0.647***
	(0.067)	(0.070)	(0.068)	(0.065)
Education alter		21.076		2.948
		(30.195)		(23.308)
Age alter		-2.786		-7.810
		(5.112)		(6.649)
Wealth alter		-7.865		-33.193
		(26.250)		(40.672)
Gender alter		259.770*		81.433
		(157.913)		(231.677)
Risk alter		-85.808		-80.145
		(111.412)		(124.701)
Trust alter		-19.548		26.900
		(55.626)		(75.012)
Agreeableness alter		-55.526		-44.249
		(43.022)		(54.969)
Constant	12508.049***	12554.955***	12655.801***	13145.583***
	(530.659)	(781.232)	(480.119)	(610.060)
R^2	0.468	0.489	0.433	0.445
Observations	394	393	394	392
Controls	No	Yes	No	Yes

Notes: OLS regression with ego's demand as dependent variable. Decisions in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.24: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-i) - relative to village size*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	-225.616	-167.950	-0.083	-0.077	421.262	571.847
	(792.466)	(906.326)	(0.116)	(0.134)	(506.796)	(584.989)
FD × D_i/vil_size	4758.752	5226.351	0.814	0.945	-1968.492	-3549.107
	(4386.775)	(4703.340)	(0.793)	(0.826)	(3397.081)	(4175.337)
FD × D_j/vil_size	-2271.418	-2908.047	-0.362	-0.473	-888.375	-636.818
	(4073.807)	(3810.881)	(0.702)	(0.641)	(3503.116)	(5020.933)
SD	-1349.001	-1398.488	-0.239	-0.235	181.417	400.616
	(1062.547)	(1115.230)	(0.183)	(0.191)	(332.466)	(864.660)
SD × D_i/vil_size	4556.400	5019.415	0.961	0.990	1570.767	-935.492
	(5442.324)	(5799.388)	(0.923)	(1.005)	(2714.018)	(6462.734)
SD × D_j/vil_size	3982.108	5081.529	0.670	0.809	-283.305	-291.760
	(4169.273)	(4215.979)	(0.678)	(0.705)	(2687.135)	(3550.514)
Beliefs	1034.925***	1052.480***	0.227***	0.228***	-678.462	-515.395
	(253.062)	(280.156)	(0.051)	(0.055)	(415.763)	(354.640)
Education alter		7.699		-0.004		51.553
		(47.583)		(0.008)		(42.246)
Age alter		15.839		0.004		-6.530
		(13.787)		(0.002)		(9.281)
Wealth alter		-12.347		-0.004		9.489
		(83.248)		(0.014)		(51.891)
Gender alter		-373.192		-0.022		-27.424
		(361.891)		(0.060)		(354.467)
Risk alter		157.581		0.026		-58.471
		(202.613)		(0.031)		(105.930)
Trust alter		202.039		0.012		132.638
		(170.799)		(0.024)		(122.147)
Agreeableness alter		-5.389		-0.000		-142.629*
		(96.596)		(0.016)		(82.310)
Constant	1606.555**	663.916	-0.167	-0.352	9657.207***	9300.382***
	(708.601)	(1325.014)	(0.155)	(0.234)	(1429.323)	(1112.310)
R^2	0.122	0.148	0.185	0.213	0.255	0.392
Observations	352	351	352	351	177	176
Controls	No	Yes	No	Yes	No	Yes

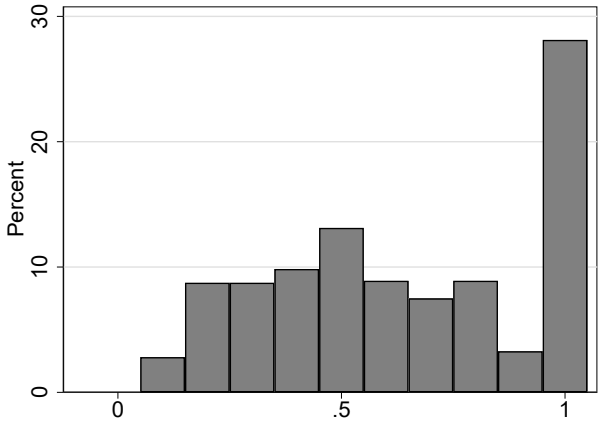
Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

Table A.25: *Effect of Degree on Ego's Earnings, Agreement, and Agreement Earnings Relative to AN (treatments pooled, SD=SD-u) - relative to village size*

	Earnings		Agreement		Agreement Earnings	
	(1)	(2)	(3)	(4)	(5)	(6)
FD	-229.925	-183.235	-0.084	-0.082	373.261	551.444
	(788.216)	(912.667)	(0.115)	(0.135)	(451.528)	(613.819)
FD × D_i/vil_size	4759.018	4957.266	0.814	0.929	-1684.405	-1733.268
	(4356.197)	(4428.725)	(0.785)	(0.766)	(3296.029)	(4346.578)
FD × D_j/vil_size	-2271.192	-2639.419	-0.362	-0.447	-886.463	-2142.644
	(4087.977)	(3930.897)	(0.705)	(0.668)	(3011.269)	(3860.809)
SD	-604.508	-1027.791	-0.133	-0.204	352.759	1109.184
	(1324.431)	(1348.961)	(0.195)	(0.203)	(1825.246)	(2444.307)
SD × D_i/vil_size	2449.941	4329.759	0.916	1.123	-3642.750	-1.02e+04
	(7522.695)	(7207.892)	(1.200)	(1.125)	(12537.768)	(16570.211)
SD × D_j/vil_size	-3259.302	-1726.926	-0.937	-0.708	6763.555	4936.669
	(5665.180)	(5625.082)	(0.973)	(1.016)	(11453.265)	(12044.124)
Beliefs	1071.452***	1109.528***	0.238***	0.247***	-760.337**	-594.772
	(252.322)	(258.527)	(0.046)	(0.047)	(335.511)	(378.546)
Education alter		66.417		0.006		27.145
		(45.821)		(0.007)		(52.511)
Age alter		13.550		0.004		-7.898
		(14.789)		(0.003)		(20.509)
Wealth alter		-44.401		-0.004		77.228
		(80.817)		(0.013)		(139.420)
Gender alter		-876.497***		-0.093*		-670.522
		(294.773)		(0.051)		(532.810)
Risk alter		202.165		0.041		-38.079
		(227.904)		(0.039)		(207.629)
Trust alter		101.570		-0.009		227.263
		(172.102)		(0.027)		(139.162)
Agreeableness alter		49.813		0.010		-198.881
		(126.681)		(0.022)		(155.959)
Constant	1415.482**	300.748	-0.207	-0.490**	9887.325***	9965.343***
	(712.284)	(1356.209)	(0.139)	(0.217)	(1199.236)	(1626.820)
R^2	0.104	0.143	0.162	0.203	0.266	0.435
Observations	353	351	353	351	173	171
Controls	No	Yes	No	Yes	No	Yes

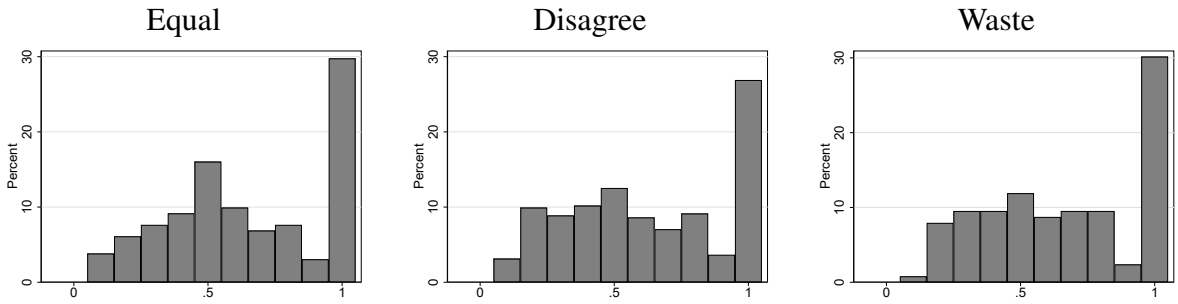
Notes: OLS regression with as dependent variable, ego's earnings in Models (1) and (2), agreement in Models (3) and (4), and ego's agreement earnings in Models (5) and (6). Observations in all information treatments pooled, with fixed effects for ego. Standard errors in parentheses, estimated with bootstrapping (with 2000 repetitions) clustered at session level: ***, **, * indicate two-sided significance levels at 1, 5, and 10%, respectively. Controls include education, age, wealth, gender, risk aversion, agreeableness and trust of alter. AND-ties of the trade network used.

A.4.5. Pair



Notes. Relative degree in a pair across all observations (N=480). Calculated as D_i/(D_i + D_j).

Figure A.3: Relative Degree in a Pair



Notes. Relative degree in a pair by outcome. Calculated as D_i/(D_i + D_j). Left side shows pairs that end with the equal split (Equal, N=106, mean=0.664, st.dev.=0.289; Wilcoxon ranksum test of this category against the rest: two-sided p-value = 0.314). Middle shows pairs that end in disagreement (Disagree, N=269, mean=0.617, st.dev.=0.283; Wilcoxon ranksum test of this category against the rest: two-sided p-value = 0.056). Right side shows pairs for which the sum of demands is less than the available resource (Waste, N=105, mean=0.671, st.dev.=0.275; Wilcoxon ranksum test of this category against the rest: two-sided p-value = 0.120).

Figure A.4: Relative Degree in a Pair by Outcome

Table A.26: Relative Degree by Treatment

Treatment	N	Mean	St.dev.	p-values*		
				AN	SD	FD
AN	160	0.668	0.297			
SD	172	0.634	0.285	0.281		
FD	148	0.613	0.264	0.085	0.507	

Notes. Relative degree is calculated as D_i/(D_i + D_j). *two-sided p-values of a Wilcoxon ranksum test for pairwise testing between treatments.

A.5. Variable Overview

Table A.27: Variable Overview

Variable	Explanation
Dependent Variables	
Demand	Continuous variable (0 to 16000)
Belief	Continuous variable (0 to 16000)
Binary Demand	Is =1 if Demand $>$ 8000, 0 otherwise
Difference Demand - Belief	Continuous variable (-16000 to 16000)
Earnings	Continuous variable (2000 to 16000)
Agreement	Is =1 if Sum of Demands $<$ 16000, 0 otherwise
Agreement Earnings	Earnings in case Agreement = 1 (2000 to 16000)
Degree Variables	
D_i	Ego's degree in the trade network
D_j	Alter's degree in the trade network
D_i / (D_i + D_j)	Relative Degree in a pair (normalized to range 0 to 1)
D_i / vil_size	Ego's degree relative to the village size
D_j / vil_size	Alter's degree relative to the village size
D_j Friendship	Alter's degree in the friendship network
Initial Controls	
Education	Years of schooling (0 to 12)
Age	Respondent's age (numeric)
Wealth	Index (details see Appendix C)
Gender	Respondent's gender (0 if female, 1 if male)
Risk	Four-point scale (1 = low risk aversion, 4 = high risk aversion)
Trust (pca)	Index (details see Appendix C)
Agreeableness (pca)	Index (details see Appendix C)
Network Correlates	
Education	Years of schooling (0 to 12)
Age	Respondent's age (numeric)
Years in village	Years the respondent has lived in the village
Rooms	Number of rooms in the respondent's house
Exp generosity	Three-point scale (reversed; 1 is high and 3 is low)
Mobile phone	Is =1 if respondent owns a mobile phone, 0 otherwise

B. Networks

This part provides further detail on the trade networks that were elicited for this study. The tables and figures presented here are intended to complement the information outlined in the main text to provide a thorough picture of the villages in our sample.

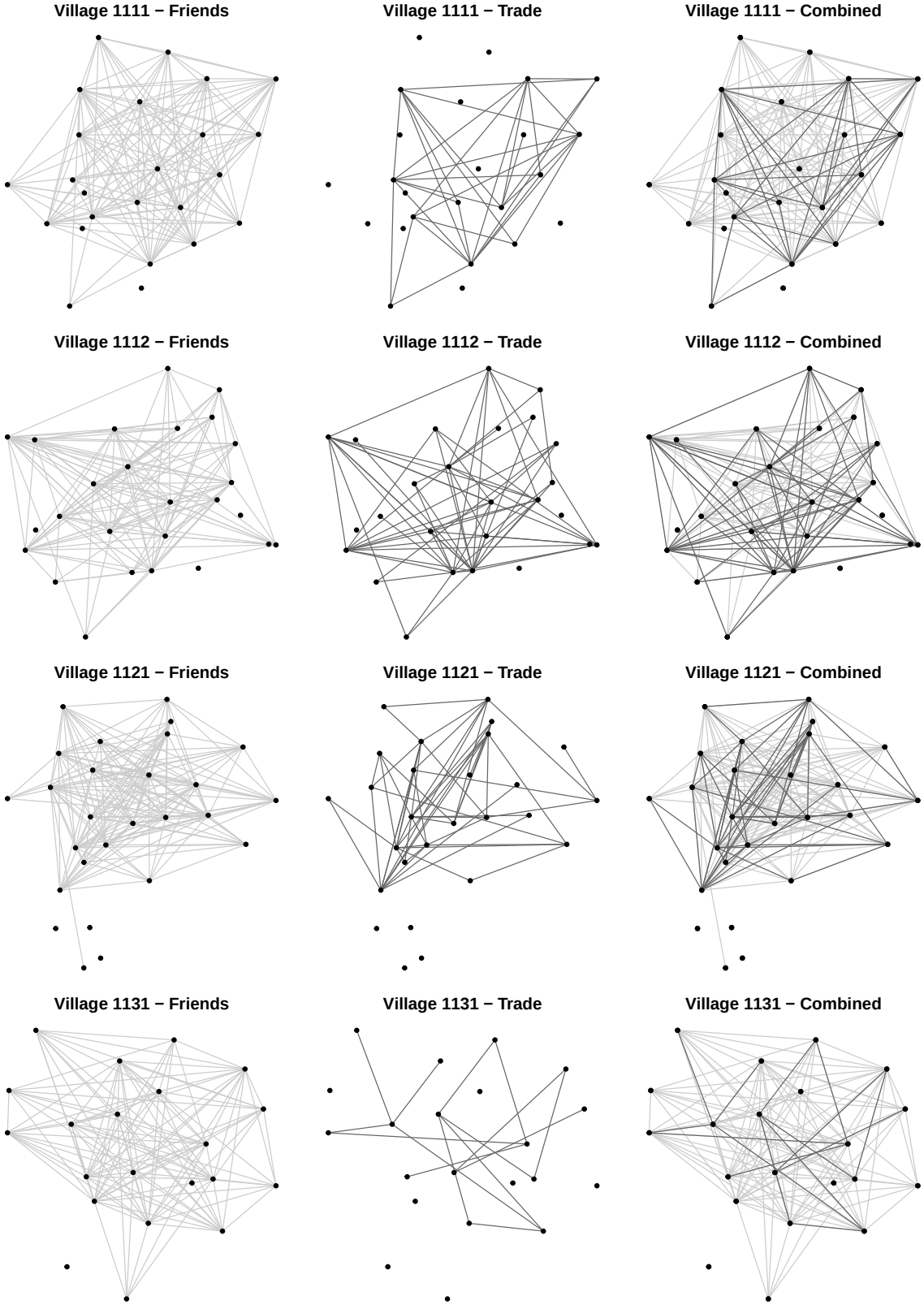
Table B.1: Village Networks

		Trade			Friendship		
Village	N	Inclusion	Density	Degree	Inclusion	Density	Degree
1111	24	0.54	0.11	2.75	0.88	0.51	12.17
1112	26	0.85	0.19	5.00	0.85	0.40	10.38
1121	27	0.85	0.15	4.15	0.89	0.45	12.22
1131	21	0.67	0.07	1.43	0.90	0.54	11.24
1141	16	0.62	0.24	3.88	0.75	0.43	6.88
1142	24	0.50	0.06	1.50	0.75	0.31	7.42
1151	14	0.50	0.08	1.14	0.71	0.30	4.14
1152	27	0.67	0.16	4.22	0.81	0.44	11.93
1161	14	0.79	0.27	3.71	0.93	0.55	7.71
1412	34	0.62	0.05	1.65	0.94	0.47	15.94
1432	27	0.59	0.12	3.11	0.74	0.40	10.67
1511	18	0.61	0.10	1.78	0.83	0.48	8.67
1521	26	0.62	0.09	2.46	0.77	0.38	9.92
1522	24	0.92	0.35	8.33	0.92	0.65	15.58
1531	20	0.55	0.08	1.50	0.80	0.49	9.90
1542	26	0.50	0.08	2.15	0.65	0.30	7.92
1561	24	0.67	0.11	2.58	0.88	0.51	12.17
1562	23	0.74	0.12	2.87	1.00	0.65	15.04
1563	23	0.35	0.04	0.96	0.70	0.31	7.04
1621	32	0.62	0.09	2.88	0.84	0.46	14.69
1622	20	0.55	0.08	1.50	0.70	0.34	6.70
1623	10	0.80	0.18	1.80	1.00	0.64	6.40
1624	25	0.44	0.05	1.20	0.84	0.46	11.60
1631	28	0.39	0.04	1.14	0.71	0.29	8.00
1642	15	0.60	0.20	3.07	0.80	0.54	8.13
1721	29	0.52	0.07	2.00	0.69	0.34	9.72
1742	29	0.59	0.08	2.28	0.86	0.46	13.38
1751	29	0.55	0.06	1.79	0.83	0.44	12.83
Total	655	0.61	0.11	2.62	0.82	0.44	10.80

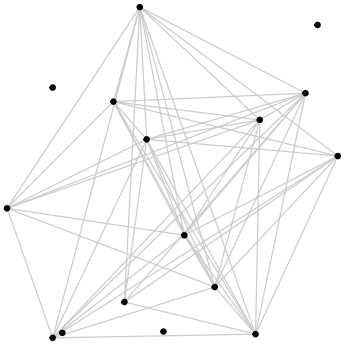
Notes. Trade and Friendship networks per village. Inclusion is the fraction of people in a village that form part of the network. For instance, if inclusion is 0.54 it means that 54% of inhabitants are part of the network, or put differently, that 46% are isolates. Density is defined as the number of existing links in a village divided by the possible amount of links. A density of 1 would mean that everybody is connected to everybody. Degree denotes the average degree per village.

B.1. Descriptive analysis

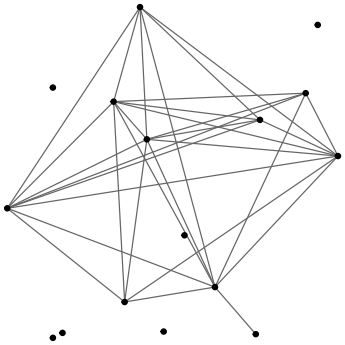
B.2. Network graphs



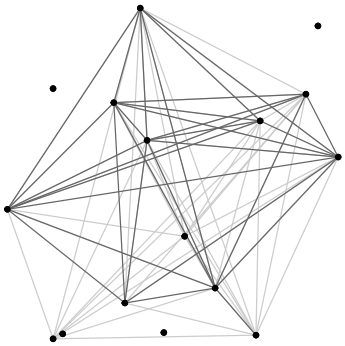
Village 1141 − Friends



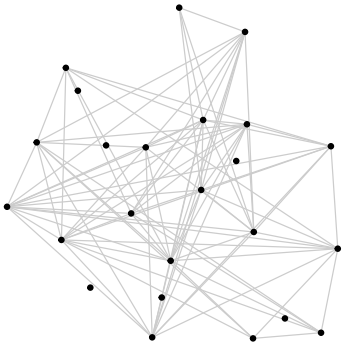
Village 1141 − Trade



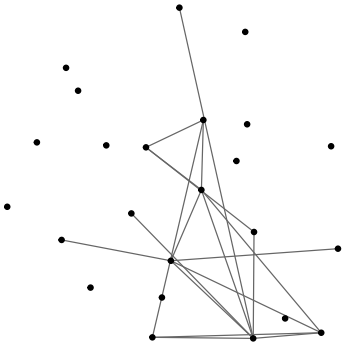
Village 1141 − Combined



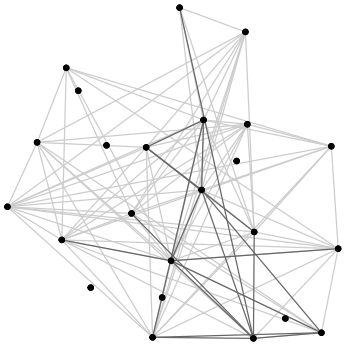
Village 1142 − Friends



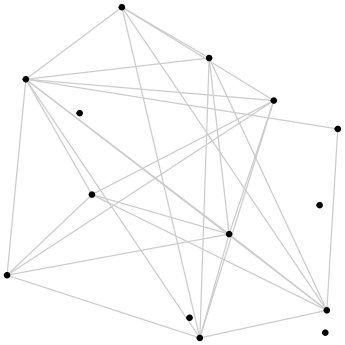
Village 1142 − Trade



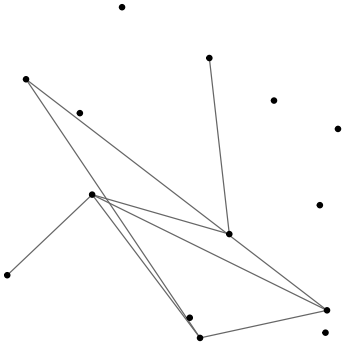
Village 1142 − Combined



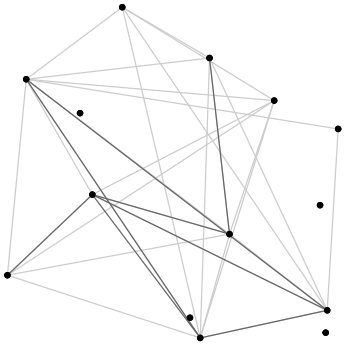
Village 1151 − Friends



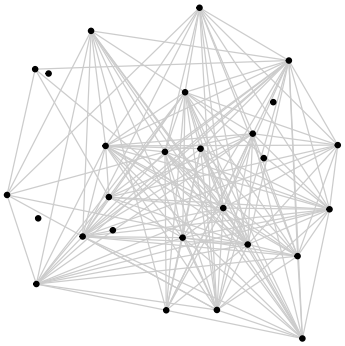
Village 1151 − Trade



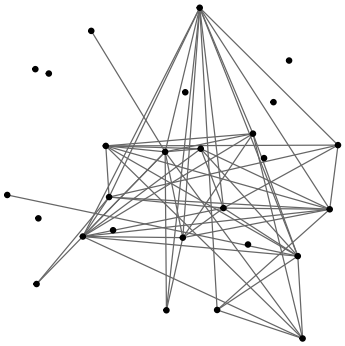
Village 1151 − Combined



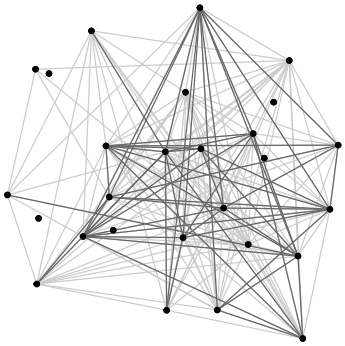
Village 1152 − Friends



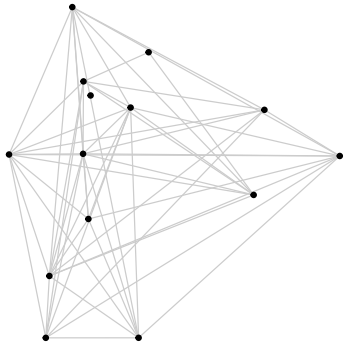
Village 1152 − Trade



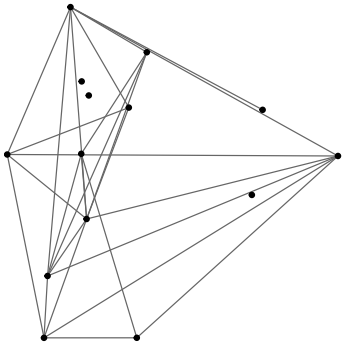
Village 1152 − Combined



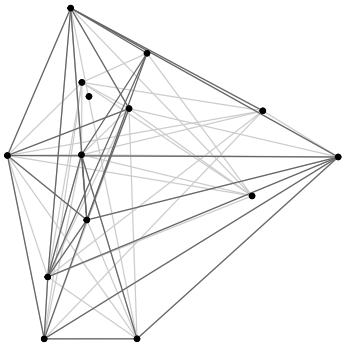
Village 1161 − Friends



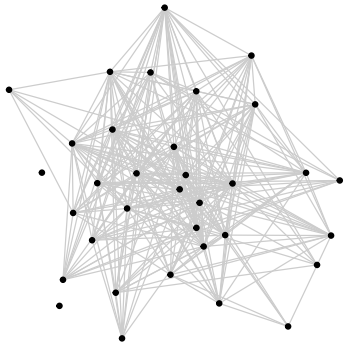
Village 1161 − Trade



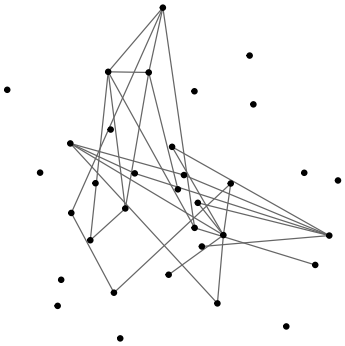
Village 1161 − Combined



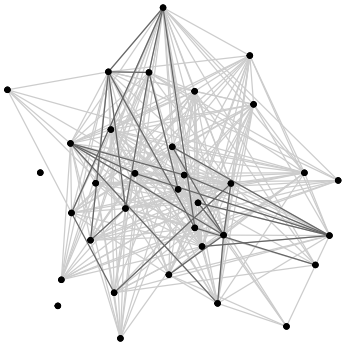
Village 1412 − Friends



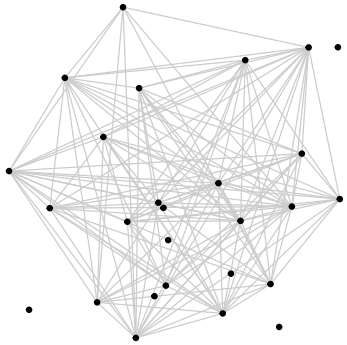
Village 1412 − Trade



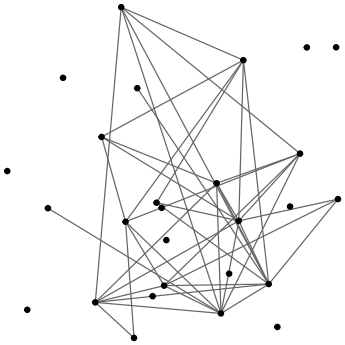
Village 1412 − Combined



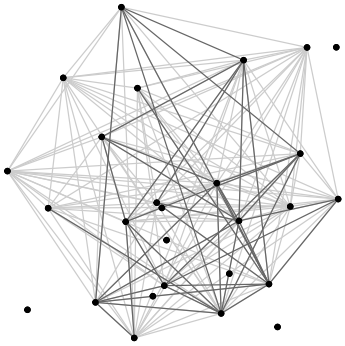
Village 1432 − Friends



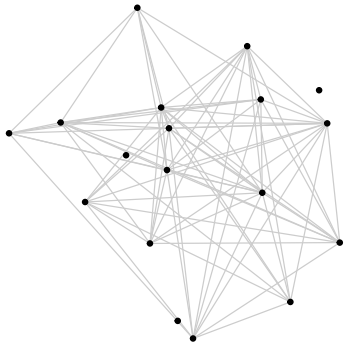
Village 1432 − Trade



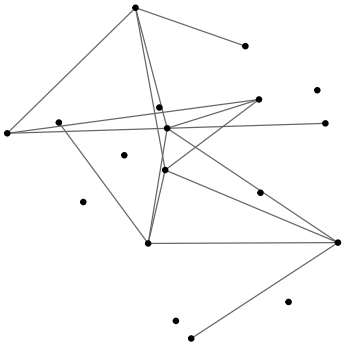
Village 1432 − Combined



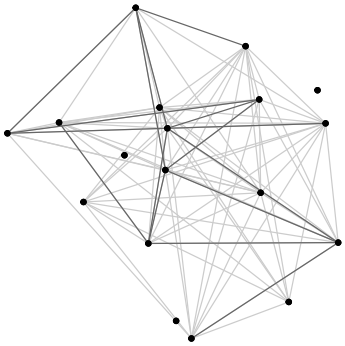
Village 1511 − Friends



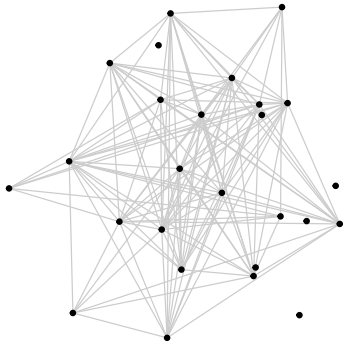
Village 1511 − Trade



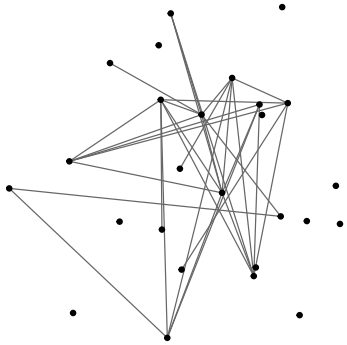
Village 1511 − Combined



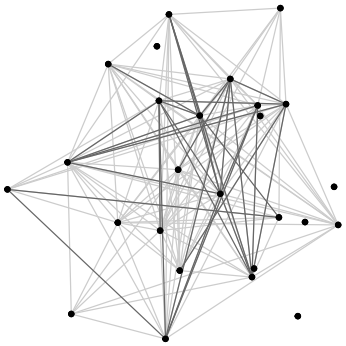
Village 1521 − Friends



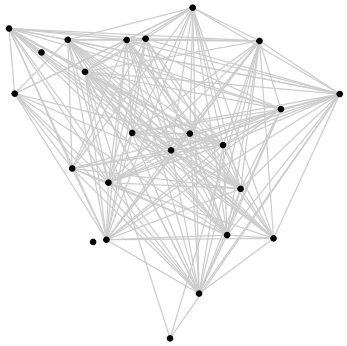
Village 1521 − Trade



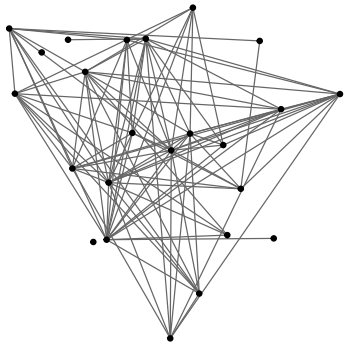
Village 1521 − Combined



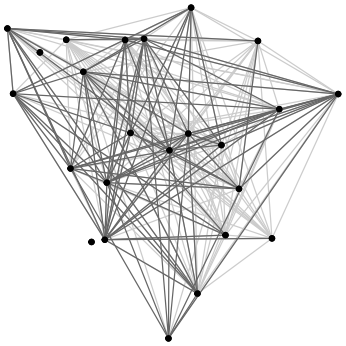
Village 1522 − Friends



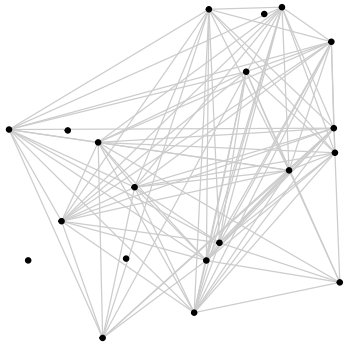
Village 1522 − Trade



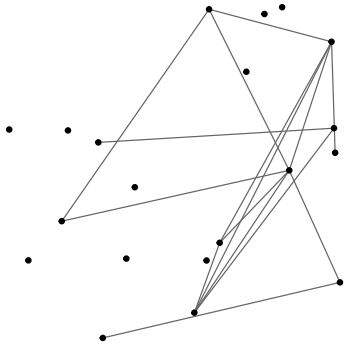
Village 1522 − Combined



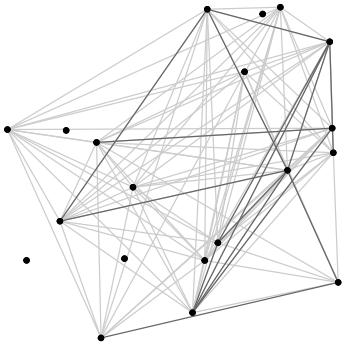
Village 1531 − Friends



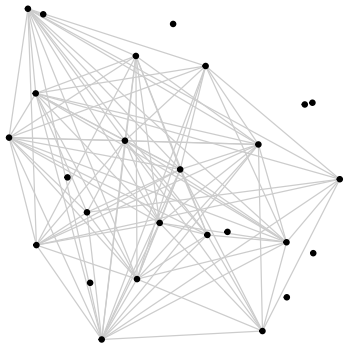
Village 1531 − Trade



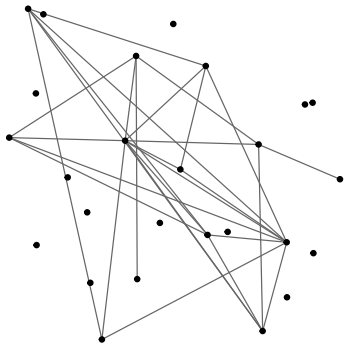
Village 1531 − Combined



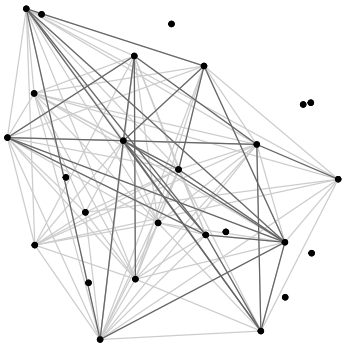
Village 1542 − Friends

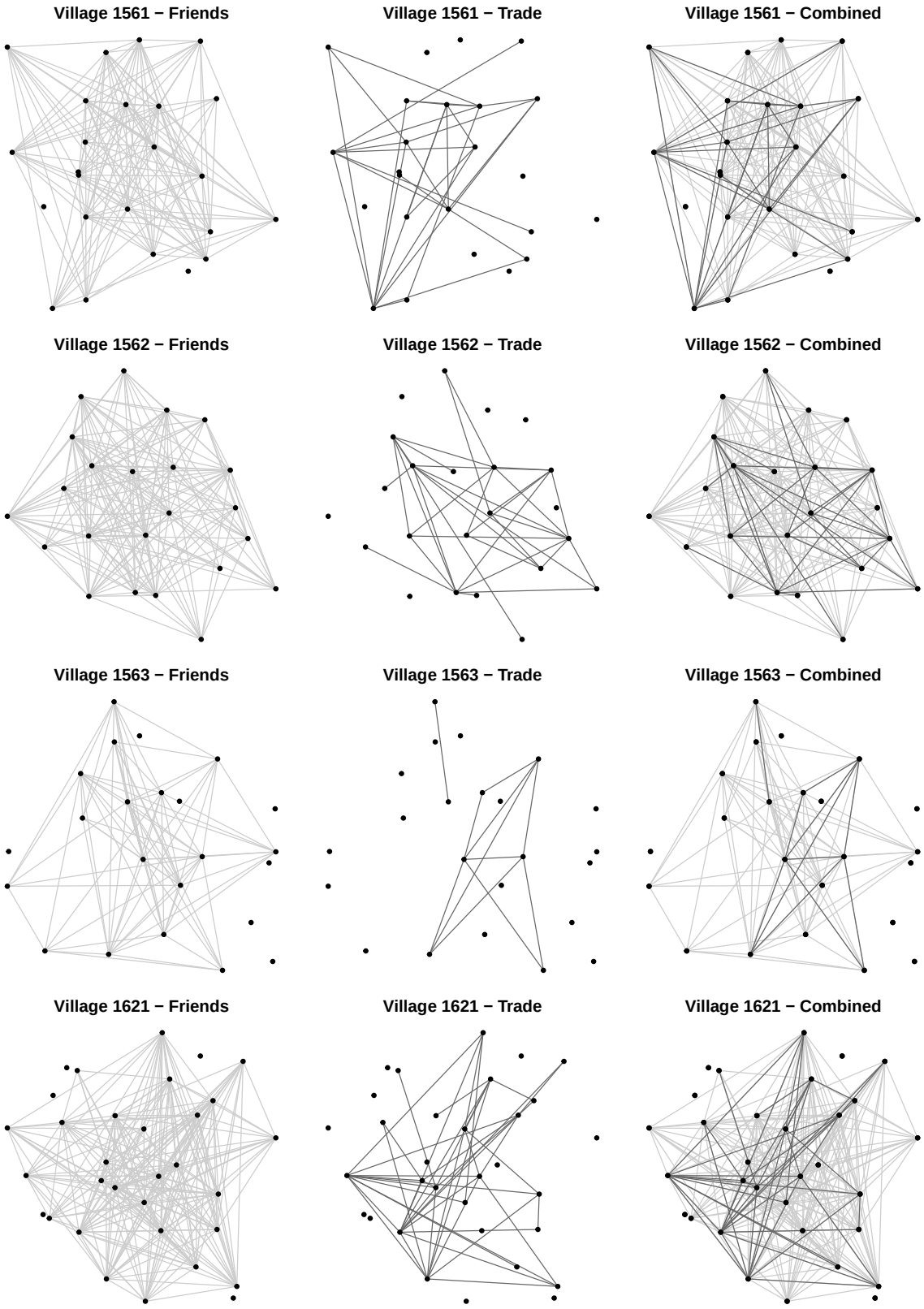


Village 1542 − Trade

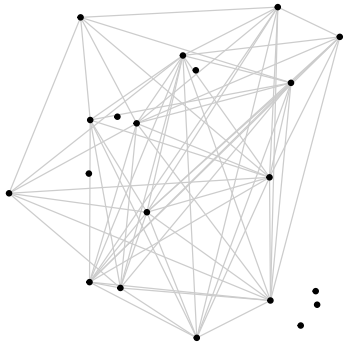


Village 1542 − Combined

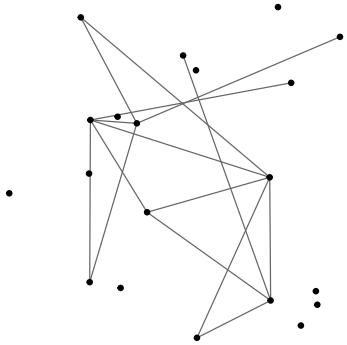



Village 1561 − Friends
Village 1561 − Trade
Village 1561 − Combined
Village 1562 − Friends
Village 1562 − Trade
Village 1562 − Combined
Village 1563 − Friends
Village 1563 − Trade
Village 1563 − Combined
Village 1621 − Friends
Village 1621 − Trade
Village 1621 − Combined

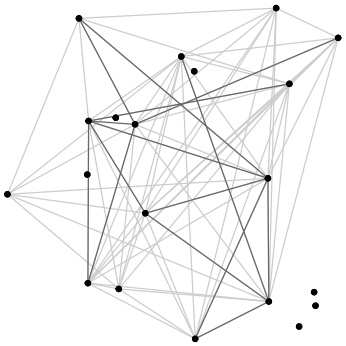
Village 1622 − Friends



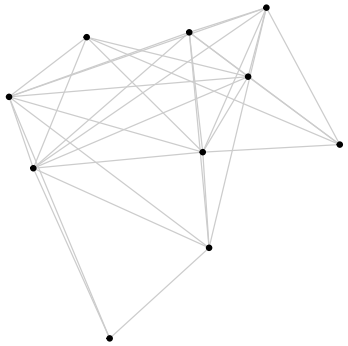
Village 1622 − Trade



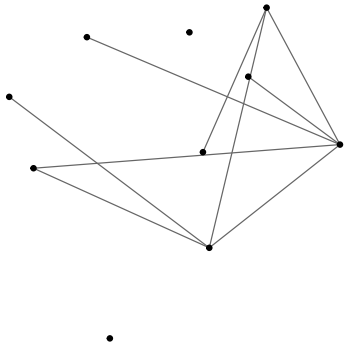
Village 1622 − Combined



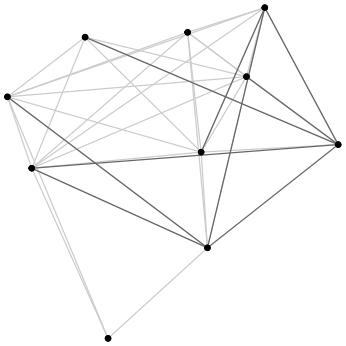
Village 1623 − Friends



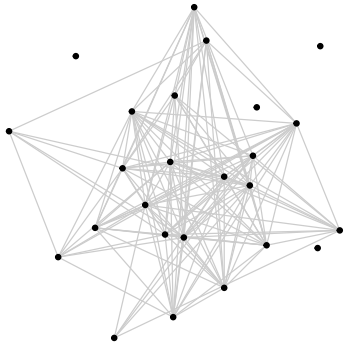
Village 1623 − Trade



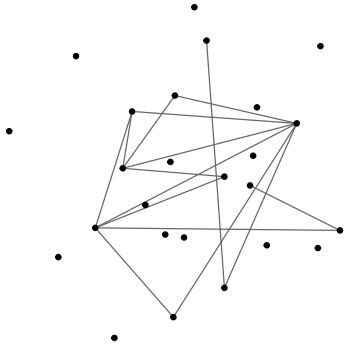
Village 1623 − Combined



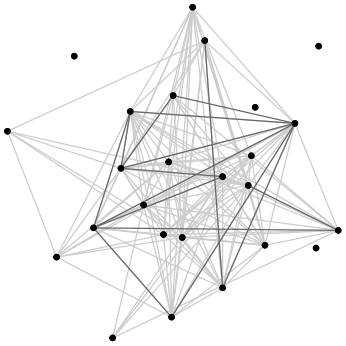
Village 1624 − Friends



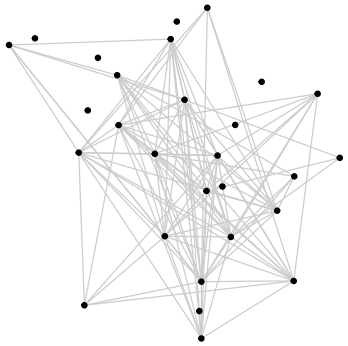
Village 1624 − Trade



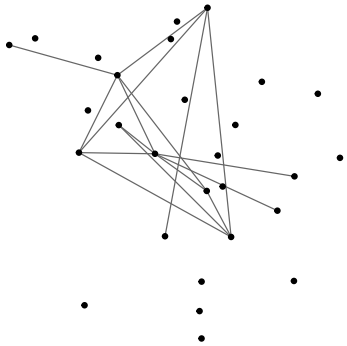
Village 1624 − Combined



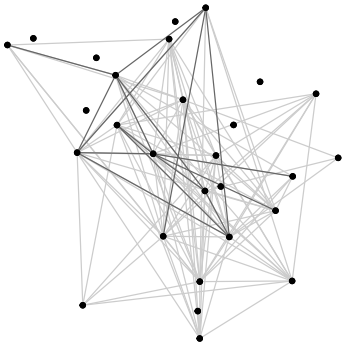
Village 1631 − Friends



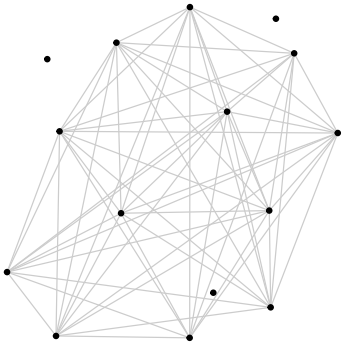
Village 1631 − Trade



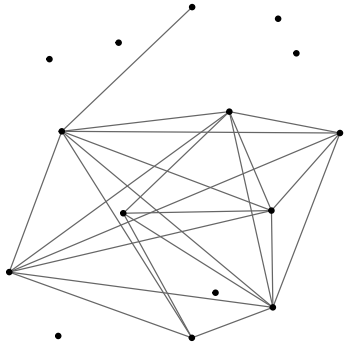
Village 1631 − Combined



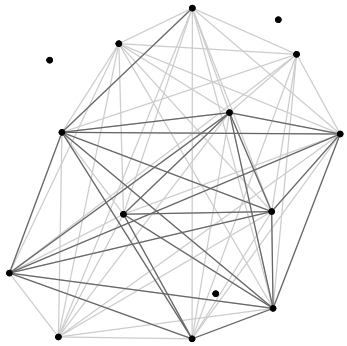
Village 1642 − Friends



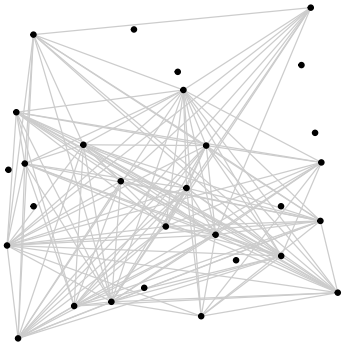
Village 1642 − Trade



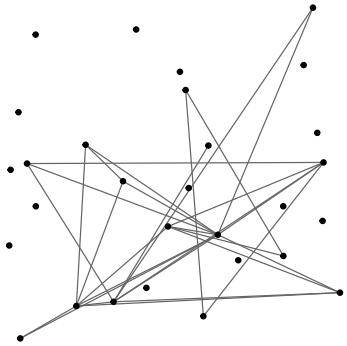
Village 1642 − Combined



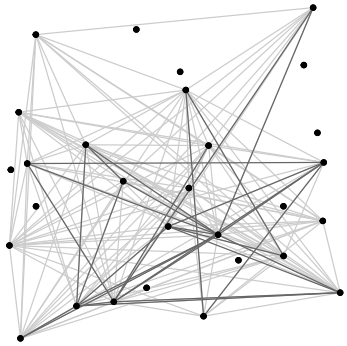
Village 1721 − Friends



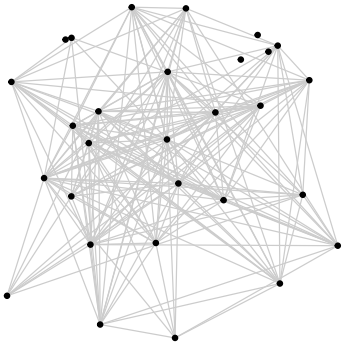
Village 1721 − Trade



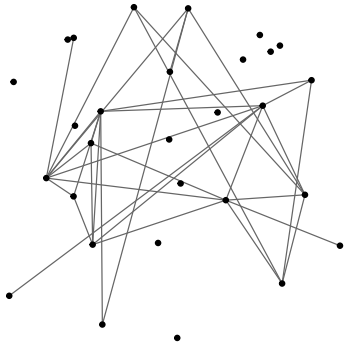
Village 1721 − Combined



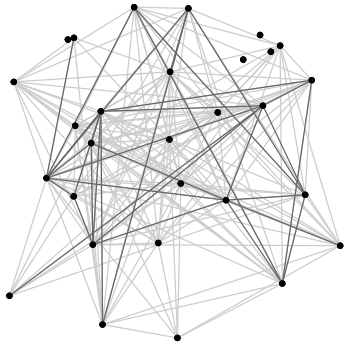
Village 1742 − Friends



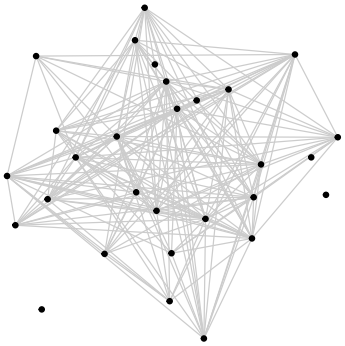
Village 1742 − Trade



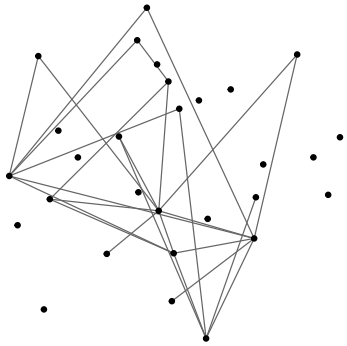
Village 1742 − Combined



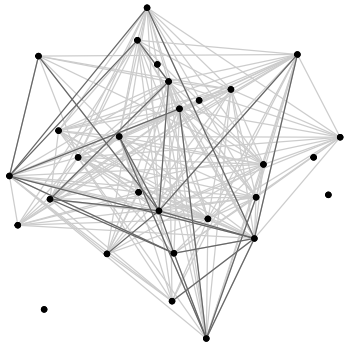
Village 1751 − Friends



Village 1751 − Trade



Village 1751 − Combined



C. Creation of wealth, trust and agreeableness indices

Table C.1: Wealth Index

Question	Variable(s)
Does your household own the house that you live in?	owned
How many rooms does your house consist of (or does your household occupy if the house is shared)?	rooms
What is the major material of the floor?	
If earth	floorearth
If a mix of earth and dung	floorearthdung
If cement	floorcement
What is the main source of water for your dwelling?	
If private tab	waterprivate
If public tab	waterpublictap
If borehole	waterhole
If protected well	waterprowell
If unprotected well	waterunprowell
If river	waterriver
If rainfall	watergravity
What is the main latrine used by inhabitants of your dwelling?	
If private covered pit	covpitprivate
If shared covered pit	covpitshared
If uncovered pit	uncovpit
What is the main source of lighting in your dwelling?	
If electricity	electricity
If lantern	lantern
How many [...] are owned by your household now (present at the farm or elsewhere)?	
Indigenous heifers, cows, bulls, oxen, or calves	cattleindigenous
Non-indigenous or cross-bread heifers, cows, bulls, oxen, or calves	cattleexocross
Goats	goats
Sheep	sheep

Pigs	pigs
What is the total size of the land owned by your household?	land
How many [...] does your household own?	
Bicycles	bicycles
Motor-vehicles (motorcycle, car, van, truck/lorry or tractor)	motorvehicles
Generators/inverters	generator
Stoves	stove
Sofas	sofas
Modern beds	beds
Radios	radios
Televisions	televisions
Pieces of jewellery/watches	jewellerywatches
Phones	phones
Computers	computers
Household appliances	HHappliances
Storage facilities (e.g. granary, storage room etc)	storage
Lifestock stalls	stalls
Watering cans	watercans
Irrigation tubes	irritubes
Insecticide pumps	insecpumps
Coffee pulping machines	pulpchines
Grain grinders	grinders
Hand-held threshers	handthreshers
Wheel barrows	wheelbarrows
Animal pulled ploughs	animalplough

Table C.2: Trust Index

Question	Variable(s)
Generally speaking, would you say that most people can be trusted or that you can't be too careful in dealing with people? (most people can be trusted; some can be trusted, some not; can't be too careful)	q8a1
Do you think most people would try to take advantage of you if they got a chance, or would they try to be fair? (most try to take advantage; some take advantage, some not; most are fair)	q8a2

Would you say that most of the time people try to be helpful, or that they are mostly just looking out for themselves? (most are helpful; some are helpful, some not; most look after themselves)	q8a3

Table C.3: Agreeableness Index

Question	Variable(s)
”When I’ve been insulted, I just try to forgive and forget”	q8b1rev
”If someone starts a fight, I’m ready to fight back”	q8b2
”I hesitate to express my anger even when it’s justified”	q8b3rev
”I’m hard headed and stubborn”	q8b4
”I would rather cooperate with others than compete with them”	q8b5rev
”I can be sarcastic and cutting when I need to be”	q8b6
”If I don’t like people, I let them know it”	q8b7
”I sometimes get into arguments”	q8b8
”I’m not known for my generosity”	q8b9
”I go out of my way to help others if I can”	q8b10rev
”Some people think of me as cold and calculating”	q8b11
”I generally try to be thoughtful and considerate”	q8b12rev
”Some people think I’m selfish and egoistical”	q8b13
”Most people I know like me”	q8b14rev
”I think of myself as a charitable person”	q8b15rev
”I try to be courteous to everyone I meet”	q8b16rev
Answer options: strongly agree/agree/neutral/disagree/strongly disagree (rev indicates that the answer scale was reversed)	

D. Experimental instructions

[When people enter the meeting room, they are asked for their name. We have a list of invited candidates. Their name is marked and they are given a sticker with an identity number, which we ask them to stick on their shirt. It is explained that this identity number is unique and allows us to identify them during the experiment while treating their decisions confidentially. This is important, as they are able to earn real money in the exercise. They are asked to take a seat in the meeting room in order of their ID and keeping sufficient distance among them. Explain them that it is best to go to the toilet before the start of the session, as leaving the venue during the session might be disturbing. Further instructions are given once sufficient people have shown up.]

FORMAL INTRODUCTION

"Welcome. Thank you for taking the time to come today. [Introduce Experimenters and Assistants]. We are working for the University of East Anglia. Later, you can ask any of us questions during today's programme. For this raise your hand so that we can come to you and answer your question in private. We have invited you here today because we want to learn about how people take decisions. With your decisions you can earn money. The money that results from your and others' decisions will be yours to keep."

"What kind of decisions we ask you to make will be explained fully in a few minutes. Before that we want to clarify a couple of things. First, the money you can earn is not our money. We belong to a university and this money has been given to us for research. Second, your participation is voluntary. You can still choose not to participate in today's programme. Third, this research is about your private decisions. Therefore you cannot talk with others. This is very important. I'm afraid that if we find you talking with other participants, we will have to send you home, and you will not be able to earn any money here today. But if you have questions, you can of course ask one of us. We also ask you to switch off your mobile phones."

"Make sure that you listen carefully to us. You have the chance to make a good amount of money here today, and it is important that you follow our instructions. During today's programme, you will be asked to make 8 decisions in total. These decisions are divided in 2 parts and you will only be paid if you make all decisions in both parts. Only one decision will be selected for payment. Which decision this is will be decided randomly at the end of the experiment. For this, one volunteer will draw a slip of paper from a bag with his/her eyes closed. This slip of paper states a number that refers to the selected decision. The selected decision determines your final payment. As each of your decisions has an equal chance to be selected it is important that you take each single decision very seriously. Any money you earn will be paid out to you privately and confidentially after all parts of today's programme have been completed."

"Before we explain to you what you need to do precisely, it is important to bear one more thing in mind. You will be asked to take decisions that are not a matter of getting it right or wrong; they are about what you prefer. However, it is important to think seriously about your decisions because they will affect how much money you can take home."You will be paired with one other person in this room. Both of you will be asked to make a decision. Your decision as well as the decision of the other person will determine how much you can earn. These earnings depend on your own decision and the decision of the other person. Your earnings will be determined in the following way. In each pair we have two persons: person 1 and person 2. There are 16000 UGX on the table [put 16 notes of 1000 UGX on the table] and person 1 and person 2 can demand as much as they want of it. If the total person 1 and person 2 demand is not higher than the money on the table (that is 16000 UGX) each will get the amount demanded.

THE GAME

However, if the total is more than 16000 UGX none will get the amount demanded and person 1 will get 2000 UGX and person 2 will receive 2000 UGX. For example, imagine person 1 demanded 10,000 UGX and person 2 demanded 6,000 UGX. What do they demand in total? (16,000 UGX). Do we have enough on the table? (yes). As there is enough on the table each person will get what he/she demanded. Person 1 gets 10,000 UGX and person 2 gets 6,000 UGX.

Imagine now that person 1 demanded 11,000 UGX and person 2 demanded 7,000 UGX.

- What do they demand in total? (18,000 UGX).
- Do we have enough on the table? (no).

As there is NOT enough on the table person 1 would get 2,000 UGX and person 2 would get 2,000 UGX.

Let me check whether you understood [Ask the following questions in public and ask the participants to respond.]

- How much income would person 1 get if he demanded 5,000 UGX and person 2 demanded 11,000 UGX? (5,000 UGX). How much would person 2 get? (11,000 UGX)
- How much income would person 2 get if he demanded 8,000 UGX and person 1 demanded 11,000 UGX? (2,000 UGX). How much would person 1 get? (2,000 UGX)

It is important to remember that at the time you make your decision you do not know the decision of the person you are paired with. Similarly, the other person does not know your decision, when making his/her own decision. You can of course have beliefs about what the other will demand. [Ask the following questions in public and ask the participants to respond.]

1. Imagine that person 1 believes that person 2 will demand 9,000 UGX. How much would person 1 get if he demanded 9,000 UGX as well? (2,000 UGX). How much would person 2 get? (2,000 UGX)
2. Imagine that person 1 believes that person 2 will demand 9,000 UGX. How much would person 1 get if he demanded 6,000 UGX? (6,000 UGX). How much would person 2 get? (9,000 UGX)
3. Imagine that person 2 believes that person 1 will demand 6,000 UGX. How much would person 2 get if he demanded 6,000 UGX as well? (6,000 UGX) . How much would person 1 get? (6,000 UGX)
4. Imagine that person 2 believes that person 1 will demand 6,000 UGX. How much would person 2 get if he demanded 11,000 UGX? (2,000 UGX) . How much would person 1 get? (2,000 UGX)

[Stick poster of decision card to the wall and distribute empty decision card] To make decisions, we will proceed in the following way. First, we will ask you to specify on the decision card what you believe the other would choose.[Use the poster to explain how to use the decision card] After this, you will be asked to mark your decision on your decision card. [Use the poster to explain how to use the decision card]

PAIRING

You will make several decisions in which you will be paired with different persons in this room. At the end of today's programme we select one pair for your payment and you will get to know the identity of the other person in the selected pair and the other person in this pair will get to know your identity. However, at the moment when you will be asked to make a decision, you won't always know the identity of the person you are paired with.

In some pairs you wont know the identity of the other person, and neither will the other person know your identity. In this case the two boxes under YOU and Other person will be empty. The other person could be from the same village where you live or from another village. This will be indicated on the decision card [Show on the poster of the investment decision card where it will be indicated whether same/different village]. Semi-disclosure treatment: In other pairs, one person will know the identity of the person s/he is paired with, while the other person will not know the identity of the person s/he is paired with. The person who will know the identity of the other person will find the name and photograph of the other person on his/her decision card. If you get to see your photograph on the decision card the other will know your identity and name. If your photograph/name does not appear on your decision card, the other will not know your identity. [Show on the poster of the decision card where they can find the names and photographs of both persons]

In other words, if you get to see a photograph and name in the box under Other person, you get to know the identity of the person you are paired with. If you see your photograph on your decision card, the other will know your identity and name. If your photograph/name does not appear on your decision card, the other wont know your identity.

For each of the pairs you are involved in you will receive a new decision card. You may make the same decision or you may make a different decision.

CONTROL QUESTIONS

We will now ask some questions to see whether you understood the instructions.

1. How much would you get if you demanded 10,000 UGX and the other person demanded 10,000 UGX as well? How much would the other person get?
2. How much would you get if you demanded 4,000 UGX and the other person demanded 12,000 UGX? How much would the other person get?
3. How much would you get if you demanded 8,000 UGX and the other person demanded 10,000 UGX? How much would the other person get?
4. How much would you get if you demanded 10,000 UGX and the other person demanded 6,000 UGX? How much would the other person get?

[For each of the questions, record on the control question card whether they answered it correctly. If the participant gave a wrong answer for at least one of the questions, ask him/her to have a careful look at it once more and ask what was not clear. Answer their questions as clearly and accurately as possible. If necessary, clarify the instructions; but not more than once. Write down additional comments if you think the participants did not get enough understanding. Retain their decision cards.]

DECISIONS

[Give each participant a pen.] If you have no further questions, we will now begin. Remember, there are no wrong decisions, so you should choose the option as you prefer. We emphasize that it is important that you make your decision in private. Do not show your decision card to the other participants. If you need assistance, please raise your hand so that one of us can come to assist you. Once you have made your decision, please fold the decision card and raise your hand so that we can come by to collect your decision card.

[The participants remain seated. We give decision card with pair no 1 to the participants. Clarify publicly the treatment (same/different village, anonymous/non-anonymous). After the participants have made their decision, they fold their decision card. When collecting the decision cards we check whether their answer is readable and consistent. Add comments if the participant was struggling (e.g. if he/she was helped with filling in the decision card). After all cards have been returned, we give them the decision card for pair no 2. Explain that it is a new pair and clarify publicly important elements such as the name/photograph of the involved participants (if relevant) including whose identity is known to whom, and whether they belong to the same village. Follow the same procedure for the other pairs. Make sure that distribution cards are distributed in the correct order 1 4.]

[When all participants have made their 4 decisions, the experiment is complete. Control that all decision cards have been returned. Collect pay-off table cards and remove poster]

ID no	SAME village	YOU	Other person
Pair no			
Session no		[redacted]	[redacted]

Expected decision of the other: _____

Your decision: _____

Figure D.1: Decision Card in FD