Burkina Faso

Health and Education Service Delivery

Instructions for Social and Economic Activities

Supplies

- Even number of players.

- 12,000 CFA francs in 500 franc coins for players to show their decisions.

- Large sheet of paper with a line drawn across it, on which players' show their decisions.

- Poster(s) for dictator activity example.

- Poster(s) for trust activity example.

- Poster(s) for public goods activity example

- Poster(s) with discount rate example.

- Poster(s) with risk example.

- Marked Public Goods cards

- Small slips of paper with numbers 1 through N

- Computer with activity recording excel sheet.

- N cards each with a different letter to identify the players easily

Each subject is given an alphabetical identifying code when they arrive. Since there will be 14 subjects in the field identifiers will be the letters A through N.

Introduction

Good morning/afternoon! Thank you all very much for coming today. We are researchers from the United States who are interested in understanding more about Burkinese society. The more we understand about Burkinese society the better we can design programs that will help the Burkinese people and people around the world. So in a very special way what we learn here today will be your and Burkina Faso's gift to the poor people of the world.

Today we will do some activities that will teach us about how to design better programs for Burkina Faso and other countries. The activities are also going to be fun and we hope you will enjoy participating. You will also earn some money by playing them. These activities may seem strange at times and you may wonder why we are doing them. We are doing them because they help us learn about Burkinese society by watching you do the activities. I will explain more about what we learn from these activities after we are done playing all of them.

We hope you make a lot of money today and we hope that you have fun doing these activities, but please remember this is serious endeavor we are undertaking because w are going to learn how to make better programs to Burkina Faso. So we ask that you take it seriously and behave respectfully. There are two rules:

First the activities will require you to make choices. When you make these please make the decision that is best <u>you personally</u>. Only you know what is best for you and your family so only you can make the best decision for yourself. There is no right or wrong decision in these activities so make the decisions that are best for <u>you personally</u>.

Second please do not talk to any of the other villagers about the choices that you make in the activities. This rule is very important so the other villagers do not know the decisions you make. We have this rule so that you feel completely comfortable making the decisions <u>you</u> think are best. If you cannot follow this rule we will have to ask you to leave the session and you will not receive the money that you earned from the activities.

OK let's go on to a description of the rules of the first activity.

Activity 1

In this activity, we will give you 3000 francs in 500 franc coins. This is your money to keep. But if you like, you can to donate some or all of the money to a needy family in your village. We cannot tell you the family's name because we are required to guarantee this family's anonymity. Our team will give your donations to the needy family after the session is over.

One-by-one, you will go to that area/room [point to the activity area]. There is a sheet of paper with a line in the middle [point to the drawing]. On your side of the line is your 3 pounds [point to the coins in the drawing]. You will push across the line the amount of money that you wish to donate [demonstrate on drawing]. The rest of the money on your side of the line, you can keep! We will give you this money at the end of the day.

Two more things: first, there is no right or wrong choice! You should choose to give the amount that you think is best for you, whether that amount is 0, 500, 1000, 1500, 2000, 2500 or 3000.

Second, no one will know how much you donate. Your decision is completely anonymous. No one will ever know what you decided to do in this activity.

Does everyone understand this activity?

Activity 2

This is a new activity. It is completely different from the last activity.

In this activity, you will be one of two types of players: "Player 1" or a "Player 2." The type of player you are will determined by a random draw. Both types—player 1 and player 2—will receive 3000 francs at the start of the activity. Each player 1 will be matched with a particular player 2 in this room. No one will know whether you are a Player 1 or a Player 2. You will never know the person with whom you are paired and the person with whom you are paired will never know you.

The activity proceeds in two rounds. In the first round if you are a Player 1 you will decide how much of your 3000 francs to send to your player 2 and how much to keep for yourself. We will <u>triple</u> the amount of money the Player 1 sends to the Player 2. So if a Player 1 sends 500 francs we will give that Player 1's Player 2 1500 francs. If 2000 pounds are sent, we will give that Player 2, 6000 francs. If 3000 pounds are sent we will triple it to 9000 francs. Player 1's can send <u>any</u> amount they want, including zero.

If you are a player 2 you do not have any decisions to make in the first round.

Once all players have finished round 1 we will proceed to Round 2. Once again we will call each of you to the gaming area one by one. In round 2 Player 1's do not have any decisions to make they will be reminded of the decision they made in round 1 and told to return to their seats.

In Round 2 Player 2 has a decision to make. Player 2 must decide how much money to send <u>back</u> to the Player 1 who sent him money in the first round. In making this decision Player 2 will have his original 3000 francs PLUS three times the amount that his player 1 sent him. So for example if his player 1 sent him 1000 frans we would have tripled that to 3000 francs and given it to Player 2. So Player 2 will have his original 3000 francs plus the 3000 that we will have given him for a total of 6000. From this 6000 francs player 2 will decide how much, if anything, to send back.

Player 2 can decide to send back any amount he likes—including zero. That's right he does not have to send anything back if he does not want to. Alternatively he can send some money back to his player 1 if he wants to do so. He can even send it all back if he likes

One important point: if Player 2 sends money back <u>we do not triple it</u>. The only time we triple the amount of money is in round 1, <u>not</u> in round 2. So whatever Player 2 sends back, that is exactly what his Player 1 will get.

To summarize, in the first round Player 1 sends his Player 2 some amount of money (possibly zero), which we triple. In round two, Player 2 decides how much money to send back to his Player 1.

Once again we remind you: Your choices are completely anonymous. No one will ever know what you decided to do in this activity. No one will even know whether you are a player 1 or a player 2.

Does everyone understand this activity?

Activity 3:

We will play this activity all at once in a group here in the discussion area. In this activity each person will be handed two folded cards like these [show them a pair of folded cards].

As you can see on the front of each these folded cards is an identifying letter for each player—A through N. Each pair of cards will be given to the proper player according to the identifying letter. [SHOW THEM THE DRAWING OF THE PERSON WITH 2 CARDS.]

The inside of the two cards is different. The inside of one of the cards is completely *blank*. Nothing is written in it. [POINT TO THE BLANK CARD ON THE POSTER.] Inside the other card we have drawn an "X". [POINT TO THE "X" CARD ON THE POSTER.]

The activity is played in two rounds.

In the first round I will ask you will choose which of the two cards you wish to turn in. For every card with an X in it that is turned in the first round, we will give *every player* 500 francs. [INDICATE ON THE DRAWING THAT EACH X CARD TURNED IN GIVES 500 francs TO *EVERYONE*]. For every blank card that is turned in the first round, we will not increase the money. [INDICATE ON THE DRAWING THAT EACH BLANK CARD TURNED IN GIVES 0 extra francs.]

If you turn in the X card in the first round you will be left with one blank card. If you turn in a blank card in the first round you will be left with one X card. Once you turn in the card of your choice you will not get it back. We will keep it and you will be left with only one remaining card.

In the second round, I will ask you to turn in your only remaining card. If you turn in an X card, we will give *you and only you* an extra 2000 francs. This is in addition to the amount that you received from the cards turned in Round 1. [POINT TO POSTER.] If you turn in a blank card in the second round we will not give you any extra money, nor will we give anyone else any extra money. [POINT TO POSTER.]

In summary, if you want to increase the amount of money that *everyone* receives by 500 francs, turn in the X card in the first round. If instead you want to increase the amount that you *and only you* receive at the end of the activity by 2000 francs, keep the "X" card in the first round and instead turn in blank card in the first round.

Any questions?

OK. Now we will collect the cards for Round 1.

Activity 4

In this activity, we will give you 5 options. Each option will have a different kind of risk. In each option, there are two possible prizes.

Here are the options. If you choose option 1 you will get 2000 francs no matter what—there is no risk. If you choose option 2 there is a little more risk. You will either earn 1500 francs or 2500 francs. If you choose option three there is even more risk. You will earn either 1000 francs or 3000 francs depending on which number you draw from the bag. Option 5 has the most risk. You could earn either the smallest amount, nothing, or you could earn the highest amount, 4000 francs.

Option	A	B
1	2000	2000
2	1500	2500
3	1000	3000
4	500	3500
5	0	4000

We will ask you to choose one of the options. Then you will choose a piece of paper from a bag. If your piece of paper has a letter A on it you will earn the amount on the left and if your piece of paper had a letter B on it you will earn the amount on the right.

Okay, does everyone understand?

[If yes…] Okay, you will come up one by one, and we will play the activity.

Activity 5

In this activity, we will ask you to draw a number, 1 through 6 from a bag. Each number is associated with a choice as shown in this table. [POINT TO TABLE]. For each possible draw, you must decide between two payment options: in the first option, you will be paid 2000 francs now. In the second option, you will wait one week and be paid a larger amount of money shown in the left column. You will pick which of the two payment options you prefer.

If you draw number 1 your choice will be between receiving 2000 pounds now or 2500 francs in one week. If you draw number 2 your choice will be between receiving 2000 pounds now and 3000 francs in one week. If you draw number 3 your choice will be between 2000 pounds now and 3500 francs in a week. If you draw number 4 your choice will be between 2000 francs now and 4000 francs in a week. If you draw number 5 your choice will be between 2000 francs now and 4500 francs in a week. Finally

if you draw number 6 your choice will be between 2000 francs now and 5000 francs in a week.

Number	Now	In one week
1	2000	2500
2	2000	3000
3	2000	3500
4	2000	4000
5	2000	4500
6	2000	5000

If you choose and win an amount to be disbursed in a week you will be able to pick up your money at [SPECIFY THE LOCATION] one week from today. If you choose and win an amount to be disbursed today it will be added to your winnings at the end of this session.

In each of the six choices pick the one you like best.

Once you specified your preferences over all six of the choices you will draw a number to see which one you will receive.

Example: Suppose a person specify the following preferences:

Choice	Now	In one week
1	<u>2000</u>	2500
2	<u>2000</u>	3000
3	<u>2000</u>	3500
4	2000	<u>4000</u>
5	2000	<u>4500</u>
6	2000	<u>5000</u>

(Circle the preferences on the chart you are using to illustrate the activity). In this case the person prefers receiving 2000 now to receiving 2500, 3000 or 3500 francs in one week. But this person also prefers to wait a week to receive 4000, 4500 or 5000 pounds in one week rather than taking 2000 today.

Okay, does everyone understand this activity?