

Norms, Coordination and Public Policy. Experiments of Coordination and Cooperation

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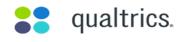
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V Arts & Sciences			Column	
Which pointing do you prefer? The first is by <b>Paul Klee</b> , the second by <b>Wassily Kandinsky</b> .			Left	Right
•	×	Right	$50,\!10$	0,0
	Rot	Left	40,40	10,50

In some trials, participants had to selfselect themselves into arbitrary groups based on which abstract painting they prefer before playing the game. Participants played a game, mapped by the diagram above. In this game you compete for resources with another player. If you both choose Left (Dovish option) you both successfully coordinate and collect 40 points. However if one player picks Left and the other Right (Hawkish option), Right wins 50 and Left only 10. Both choose Right and neither wins anything.

**Research Summary**: We set out to analyze how people coordinate and what factors may influence how willing they are to coordinate with others. We had three basic versions of the game. One group where participants played against a computer, one group where participants played against other people, and one group where participants played other people knowing whether or not they were from the same "group." In all cases, they were given a recommendation how to play which was a mixed strategy which maximizes expected outcome. We wanted to see how closely participants followed this recommendation in each case.

## amazon mechanical turk



Virtual Format: The experiment was carried out remotely. We had participants use Qualtrics survey software to record their results, and we hired them through Amazon mechanical turk, a platform for microcontracting people to do tasks like surveys.

## Concepts: Game Theory, Psychology, Economics, Politics

**Findings:** Unlike previous similar versions of this experiment, we did not find very significant difference across the different groups' patterns of cooperation. This null result may indicate other factors affecting behavior across different experiments that need to be further explored, such as wording of the choices "Hawk" and "Dove", the mturk population or participants, lack of trust in computers, etc.

