

Appendix B: Experimental Instructions (not for publication)

Introduction

Welcome! Thank you for participating in this study.

The study is made up of 6 tasks, which are going to be presented to you one after another. At the beginning of each task, we are going to give you specific instructions. The instructions are really simple and there is no right answer. At most 30 minutes will be required in order to complete all the 6 tasks. You can pause the task and resume it anytime until 24.00 of May 29, 2016.

Please, add this page to the “bookmarks” of your browser in order to access it again in case of log-out.

By completing all the tasks you could earn an amount of money usually between 0 and 30 Euro; this amount will depend on the decisions you take and on the ones taken by other participants in this study. Instructions of each task are going to give you further information about possible gains.

All decisions are going to be collected anonymously.

When you are ready to begin, click on “Next”.

Task 1

In this task you will have to answer to some questions about you and your daily habits.

Before you begin, we ask you to read the information sheet about the participation in the task.

Press the button “I declare to have read the information sheet”.

1. Select the neighborhood you live in. If you are not sure, check on this map.



- Borgo Panigale
- Navile
- Porto
- Reno

- San Donato
- Santo Stefano
- San Vitale
- Saragozza
- Savena
- Other

2. Who do you share your accommodation with?

- With my family (parents, grandparents, brothers and/or sisters, ...)
- With my partner
- With one or more friends
- With one or more flatmates
- With no one else
- Other

3. Which high school did you attend?

- Belluzzi-Fioravanti
- Copernico
- Fermi
- Galvani
- Manfredi-Tanari
- Mattei
- Minghetti
- Righi
- Sabin
- Salesiani
- Other

4. Which means of transport do you use for everyday movement?

You can select more than one answer.

- Bus
- Train
- Car
- Scooter
- Bike
- By foot
- Other

5. What do you do in your spare time?

You can select more than one answer.

- Individual sport (cycling, athletics, swimming, ...)
- Team sport (volleyball, football, basketball, ...)
- Other sports (tennis, ping pong, fencing, ...)
- Music
- Volunteer work
- Other

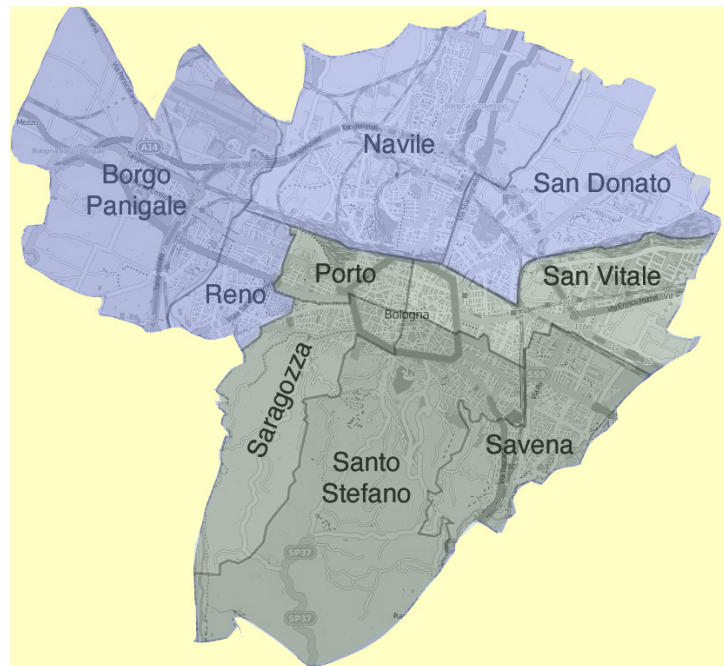
Task 2

Other players have participated, or are about to do so, in this activity just like you. All answers are collected anonymously on our server.

For this task the interaction is going to be in pairs, which are going to be formed at the end of the study. Your answers are going to be matched to those of another player, born in the Bologna province and living in the **green/yellow/blue** zone (*see map*). The player you are matched with is randomly selected among the participants to this study.

You are not going to know anything else about the player you are matched and the same is true about her/him. Your payoffs may instead depend on the choices of the player you are matched with and vice-versa.

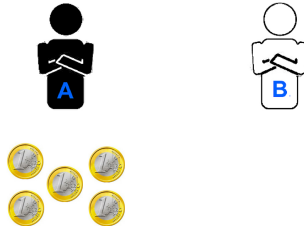
Please click on the “Next” button to proceed with the instructions.



In each pair there is a player A and a Player B.

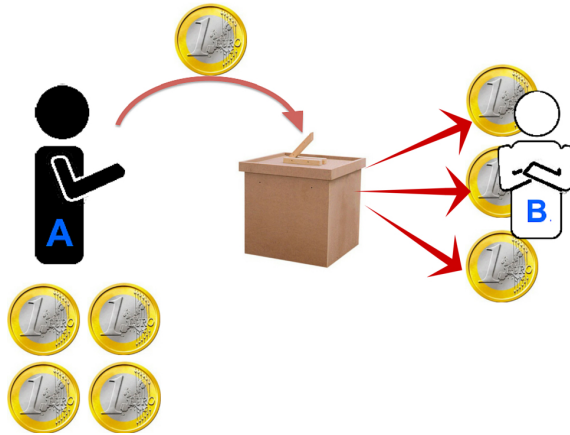
Player A receives 5 1-Euro coins and has to decide how many of them to keep for him/herself and how many to put in a box to give to player B.

If player A decides to keep for him/herself all the 5 coins, the game ends (A keeps 5 Euro and B does not receive anything).



If player A decides to put some coins into the box, these are going to be tripled and passed to player B.

For instance, if A keeps 4 coins for him/herself and puts one into the box, A will have 4 Euros while the Euro in the box is tripled. Player B therefore receives 3 Euro.



Proceed with the instructions by clicking the “Next” button.

In case:

- A keeps 4 Euro and puts 1 in the box, B receives 3 Euro (1 Euro x 3).
- A keeps 3 Euro and puts 2 in the box, B receives 6 Euro (2 Euro x 3).
- A keeps 2 Euro and puts 3 in the box, B receives 9 Euro (3 Euro x 3).

- A keeps 1 Euro and puts 4 in the box, B receives 12 Euro (4 Euro x 3).
- A keeps 0 Euro and puts 5 in the box, B receives 15 Euro (5 Euro x 3).

In each of these cases, B is going to decide how much to keep for him/herself and how much to give to A.

The payoff of player B is equal to the amount he/she decides to keep for him/herself.

The payoff of A is equal to the amount he/she kept for him/herself of the starting 5 Euros plus the amount he/she is given by player B.

Roles are going to be assigned only at the end of the study. Therefore we ask you to take a decision for both roles.

Please click on the “Next” button to proceed.

Control questions

Before we start, we ask you to answer some questions in order to check that the instructions are completely clear to you.

1. If A decides to keep all the 5 Euro, how much does B gain?
2. If A decides to put all the 5 Euro in the box to pass to B and B decides to split equally the amount received:
 - How many Euro does B receive to split between him/her and A? (*please recall received Euro are tripled*)
 - How many Euro does B gain?
 - How many Euro does A gain? (*Please recall A decided to put all the 5 Euro in the box*)

Answers to control questions 1 and 2

1. If A decides to keep all 5 Euro, how much does B gain? **Answer:** Player B is going to have 0 Euro.

Explanation: Player A passed 0 Euro to player B.

2. If A decides to put all the 5 Euro in the box to pass to B and B decides to split equally the amount received:

- How many Euro does B receive? **Answer:** Player B receives 15 Euro.

Explanation: The amount received is tripled.

- How many Euro does B gain? **Answer:** Player B gains 7,50 Euro.

Explanation: B decides to split equally the amount received.

- How many Euro does A gain? **Answer:** Player A gains 7,50 Euro.

Explanation: A passed 5 Euro and received back 7,50 Euro. Then his/her gain is:
 $5 - 5 + 7,50 = 7,50$ Euro.

Please click on “Next” button to proceed.

3. If A decides to put 2 Euro in the box to pass to B and B decides to give back 1 Euro to A and keep the rest for him/herself:

- How many Euro does B receive to split between A and him/herself? (*please recall money put in the box is tripled*)
- How many Euro does B gain?
- How many Euro does A gain? (*A decided to keep 3 Euro and put 2 in the box*)

Answer to control question 3

3. If A decides to put 2 Euro in the box to pass to B and B decides to give back 1 Euro to A and keep the rest for him/herself:

- How many Euro does B receive to split between A and him/herself? (*please recall money put in the box is tripled*) **Solution:** Player B receives 6 Euro.

Explanation: The amount received is tripled.

- How many Euro does B gain? **Solution:** Player B gains 5 Euro.
Explanation: B decides to pass 1 Euro to A, then he/she gains: $6 - 1 = 5$ Euro.
- How many Euro does A gain? **Solution:** Player A gains 4 Euro.
Explanation: A passed 2 Euro e received back 1 Euro. Then his/her gain is: $5 - 2 + 1 = 4$ Euro.

Please click on the “Next” button to proceed.

Decision I (role A)

If you are assigned role A, what would you like to do with the 5 Euro?

- I would keep 5 Euro and put 0 Euro in the box to pass to B.
- I would keep 4 Euro and put 1 Euro in the box to pass to B.
- I would keep 3 Euro and put 2 Euro in the box to pass to B.
- I would keep 2 Euro and put 3 Euro in the box to pass to B.
- I would keep 1 Euro and put 4 Euro in the box to pass to B.
- I would keep 0 Euro and put 5 Euro in the box to pass to B.

Decision II (role B)

If you are assigned role A, what decision would you take for each of these options?

Final question

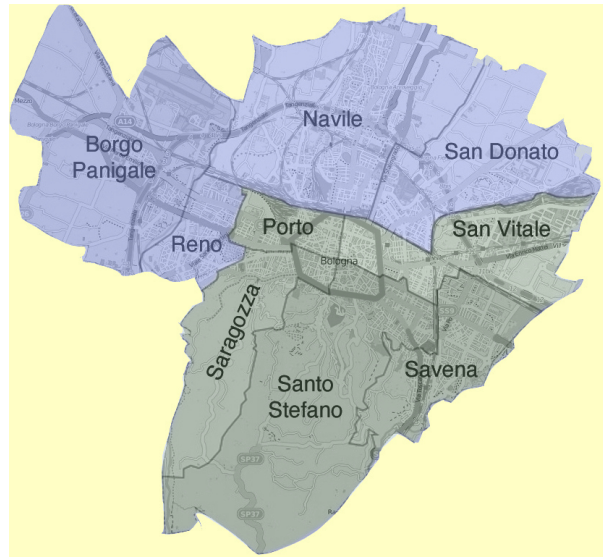
How much do you think that B players living in the **green/yellow/blue** *see map* would pass to A, in percentage?

If A player you are matched with decides to put in the box:	As player B,
1 Euro	I give back to A Euro (number between 0 and 3 Euro, in increments of 50 Euro cents)
2 Euro	I give back to A Euro (number between 0 and 6 Euro, in increments of 50 Euro cents)
3 Euro	I give back to A Euro (number between 0 and 9 Euro, in increments of 50 Euro cents)
4 Euro	I give back to A Euro (number between 0 and 12 Euro, in increments of 50 Euro cents)
5 Euro	I give back to A Euro (number between 0 and 15 Euro, in increments of 50 Euro cents)

- 0% of what received by A.
- 10% of what received by A.
- 20% of what received by A.
- 30% of what received by A.
- 40% of what received by A.
- 50% of what received by A.
- 60% of what received by A.
- 70% of what received by A.
- 80% of what received by A.
- 90% of what received by A.
- 100% of what received by A.

Task 3

Also for this activity, your answers and those of all other players are going to be collected anonymously on our server. Interaction is going to take place in pairs which are going to be formed at the end of the study. Your answers are going to be matched to those of another player, born in the Bologna province and living in the **green/yellow/blue** zone (*see map*). The player you are matched with is randomly selected among the participant to this study and he/she is not necessarily the one you were matched to in Task 2. You are not going to know anything else about the player you are matched with and the same is true for him/her. Your payoff may depend on the choices of the player matched to you and vice-versa.



As in task 2, in the pair there are a player A and a player B. A receives 10 1-Euro coins and has to decide how many of these coins to keep for him/herself and how many to give to player B. B does not have to take any decision.

Roles are going to be assigned only at the end of the study. If you are assigned role A, your payoff will depend on your decision. If you are assigned role B, your payoff will depend on the decision of the player you are matched with.

Decision I (role A)

If you are given the role of player A, how would you split the 10 1-Euro coins?

Please take a decision and click on the “Next” button.

	FOR ME	FOR B	Total
Number of coins			10

Task 4

In this task we are going to ask you to take 10 decisions. For each decision, you will have to choose if you prefer to receive:

- 100 Euro **Tuesday June 7, 2016** (Option A);
- a sum greater than 100 Euro **Wednesday September 7, 2016** (Option B).

You will have to take a decision for each row of the table, stating if you prefer Option A or Option B. For instance, for the first row of the table you have to state whether you prefer to receive 100 Euro **on June 7, 2016** (Option A) or 103 Euro **on September 7, 2016** (Option B). For the second row, you have to state whether you prefer to receive 100 Euro **on June 7, 2016** or 106 Euro **on September 7, 2016** and so on.

Please note that Option A is the same for all 10 decisions (rows), while Option B varies (more precisely, the amount of money increases of 3 Euro in each row).

Row n.	Option A	A	B	Option B
1	100 Euro on June 7	☐	☐	103 Euro on September 7
2	100 Euro on June 7	☐	☐	106 Euro on September 7
3	100 Euro on June 7	☐	☐	109 Euro on September 7
4	100 Euro on June 7	☐	☐	112 Euro on September 7
5	100 Euro on June 7	☐	☐	115 Euro on September 7
6	100 Euro on June 7	☐	☐	118 Euro on September 7
7	100 Euro on June 7	☐	☐	121 Euro on September 7
8	100 Euro on June 7	☐	☐	124 Euro on September 7
9	100 Euro on June 7	☐	☐	127 Euro on September 7
10	100 Euro on June 7	☐	☐	130 Euro on September 7

When the study is over, one out of 20 participants is going to be randomly selected for the payment of this task. If you are selected, you are going to be paid for just one of the 10 choices you made. The choice determining your payoff will also be randomly selected.

For this task all payments, whichever the date chosen, are going to be done by bank transfer. The transfer is going to be done in the chosen date. If you are selected, you are going to receive detailed information about the transfer via e-mail.

Control questions

Please answer the following question. We reported below the table of decisions for your convenience.

1. In case you are selected at the end of the study for the payment and the row selected is number 3, when are you going to be paid if you chose option A?
 - on June 7
 - on September 7
2. In case you are selected at the end of the study for the payment and the row selected in number 7, how much will you earn if you chose option B?

Answers to control questions

1. In case you are selected at the end of the study for the payment and the row selected in number 3, when are you going to be paid if you chose option A? **Answer:** Payment will be on June 7.

Explanation: If you choose option A you will be always paid on June 7.

2. In case you are selected at the end of the study for the payment and the row selected is number 7, how much will you earn if you chose option B? **Answer:** The value of option B on September 7 is 121 Euro.

Explanation: To know the payoff you have to look at the seventh row of the table reported in correspondence of option B.

Your decisions

Please take a decision for each row of the table, then click on “Next” to proceed.

Row n.	Option A	A	B	Option B
1	100 Euro on June 7	☐	☐	103 Euro on September 7
2	100 Euro on June 7	☐	☐	106 Euro on September 7
3	100 Euro on June 7	☐	☐	109 Euro on September 7
4	100 Euro on June 7	☐	☐	112 Euro on September 7
5	100 Euro on June 7	☐	☐	115 Euro on September 7
6	100 Euro on June 7	☐	☐	118 Euro on September 7
7	100 Euro on June 7	☐	☐	121 Euro on September 7
8	100 Euro on June 7	☐	☐	124 Euro on September 7
9	100 Euro on June 7	☐	☐	127 Euro on September 7
10	100 Euro on June 7	☐	☐	130 Euro on September 7

Task 5

In this task you can earn between 0 and 12 Euro, according to the choices you will make.

On the screen you will see a table with 25 numbered cells. For each activated cell, your payoff for this task increases by 50 cents of Euro. Every 2 seconds a cell is activated, starting from the top left corner. Once activated, a cell **is colored in red** and your payoff are updated on the screen.

These gains are only potential: behind one of the cells, in fact, there is a time bomb that could destroy all your payoff. You are not told where the bomb is, you only know it could be in any cell with equal probability. Even in case you activated the cell with the bomb, you are going to be informed about that only at the end of this task.

Your task is to decide when you want to stop (i.e. when you do not want any other cell to be activated). You can press the STOP button at any moment: this will entail that no other cell is activated. Once you push the STOP button, you are going to be shown where the bomb is. If you activated the cell in which the bomb is, for this activity your payoff is 0. If the bomb is in a cell you did not activate, your payoff for this task is equal to what you gained since you pressed the START button until you pressed the STOP button.

For your convenience, these instructions are going to remain visible, at the bottom of the page, even in next screens.

Control questions

Before we start, we ask you to answer some questions in order to check that the instructions are completely clear to you.

1. Suppose you have pressed the STOP button 12 seconds after the start of the activity. This means cells from 1 to 6 have been activated.
 - How much do you earn if the bomb was in cell 21?
 - How much do you earn if the bomb was in cell 4?
2. Suppose you have pressed the STOP button 37 seconds after the start of the activity. This means cells from 1 to 18 have been activated.

- How much do you earn if the bomb was in cell 21?
- How much do you earn if the bomb was in cell 4?

Answers to control questions

1. Suppose you have pressed the STOP button 12 seconds after the start of the activity. This means cells from 1 to 6 have been activated.

- How much do you earn if the bomb was in cell 21? **Answer:** The payoff is going to be 3 Euro.

Explanation: Given the bomb was in a cell after those activated, your gains are not nullified and are going to be equal to 3 Euro, 0.50 Euro cents times 6 cells.

- How much do you earn if the bomb was in cell 4? **Answer:** The payoff is going to be 0 Euro.

Explanation: Given the bomb was under an activated cell, your payoff is 0 Euro.

2. Suppose you have pressed the STOP button 37 seconds after the start of the activity. This means cells from 1 to 18 have been activated.

- How much do you earn if the bomb was in cell 21? **Answer:** The payoff is going to be 9 Euro.

Explanation: Given that the bomb was in a cell after those activated, your gains are not nullified and are going to be equal to 9 Euro, 0.50 Euro cents times 18 cells.

- How much do you earn if the bomb was in cell 4? **Answer:** The payoff is going to be 0 Euro.

Explanation: Given the bomb was under an activated cell, your payoff is 0 Euro.

Your decision

On the screen you can see the table with 25 numbered cells. Now all the cells are white. When you are ready to begin, press START. Since when you press START, every 2 seconds a cell is activated starting from the top left corner. Once a cell is **colored in red**, your payoff is updated.

When you want to stop, i.e. when you do not want any more cells to be colored, press STOP.

Clicca su Start per cominciare.

START

Clicca su Stop per terminare il processo.

STOP

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25

Outcome of task 5

You pressed "STOP" after coloring: cells

The bomb was in cell number: ...

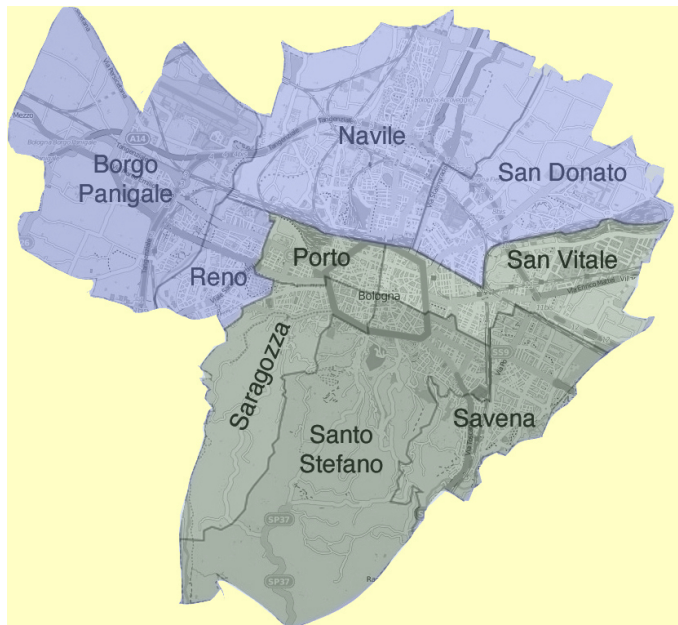
Then you earned: ...

Task 6

In this task you will have to answer to some questions about you and your daily habits. The answers you will give are not going to affect in any way your payoff. All information provided is going to be registered anonymously and treated confidentially.

Press “Next” as you are ready to start.

1. Age (in years)
2. Gender
 - M
 - F
3. Italian Nationality
 - Yes
 - No
4. Select the neighborhood your family lived in when you were born. If you are not sure, check on this map.



- Borgo Panigale
 - Navile
 - Porto
 - Reno
 - San Donato
 - Santo Stefano
 - San Vitale
 - Saragozza
 - Savena
 - Other
5. What is your profession? You can select more than one answer.
- Student
 - Self-employed worker
 - Salaried worker
 - Unemployed
 - Other
6. In what of the following courses are you enrolled? (if you abandoned your studies or if you graduated, please select the course in which you were enrolled or in which you graduated)
- Agriculture and Veterinary Medicine
 - Economics, Management and Statistics
 - Pharmacy, Biotechnology and Sports Science
 - Law
 - Engineering and Architecture
 - Arts, Humanities and Cultural Heritage
 - Foreign Languages and Literatures, Interpreting and Translation
 - Medicine and Surgery
 - Psychology and Education Science
 - Natural Science

- Political Science
- I have never attended University courses

7. What is your highest degree?

- Primary school certificate
- Middle school certificate
- High school certificate (liceo, istituto tecnico, istituto professionale, ecc.)
- Bachelor degree;
- Master of Arts degree (Laurea vecchio ordinamento, Laurea specialistica or magistrale, Laurea a ciclo unico);
- Master of research or post-graduate specialization;
- Ph.D;

8. In general, would you say most people can be trusted or you can never be too cautious in dealing with others?

- most people can be trusted
- you can never be too cautious

9. In general, you are a person willing to take risk or you try to avoid taking risks? Please, indicate your answer in a scale from 1 to 10, where 1 means you “do not want to take risks” e 10 means that “you are willing to take risks”.

<i>I do not want</i>	☐	☐	☐	☐	☐	☐	☐	☐	☐	<i>I am willing to</i>
<i>to take risks</i>	1	2	3	4	5	6	7	8	9	<i>take risks</i>

10. In general, to what extent to you think it is important to help others, to care of their welfare? Please, indicate your answer in a scale from 1 to 10, where 1 means “totally unimportant” and 10 means “totally important”.

<i>totally unimportant</i>	☐	☐	☐	☐	☐	☐	☐	☐	☐	<i>totally</i>
<i>unimportant</i>	1	2	3	4	5	6	7	8	9	<i>important</i>

11. Where would you locate yourself on a scale from 1 to 10, where 1 means that you agree completely with the statement on the left and 10 means you completely agree with the statement

on the right? If your point of view is between the two, you can select an intermediate answer.

<i>Government should have greater responsibility in ensuring everyone has what they need.</i>					<i>People should have more responsibilities in fending for themselves.</i>				
☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
1	2	3	4	5	6	7	8	9	10

12. In your opinion, why in this Country there are people living in poverty and in a state of need? Please indicate your position on a scale from 1 to 10, where 1 means that you agree completely with the statement on the left and 10 means you completely agree with the statement on the right. If your point of view is between the two, you can select an intermediate answer.

<i>Due to their laziness and lack of willpower.</i>					<i>Due to an unfair society.</i>				
☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
1	2	3	4	5	6	7	8	9	10

Now we are going to make you some questions about your best friend.

1. How did you get to know each other?

- At school
- At the University
- On the workplace
- Doing sport
- Doing volunteer work
- We were neighbors
- He/she was friend of friends
- Other

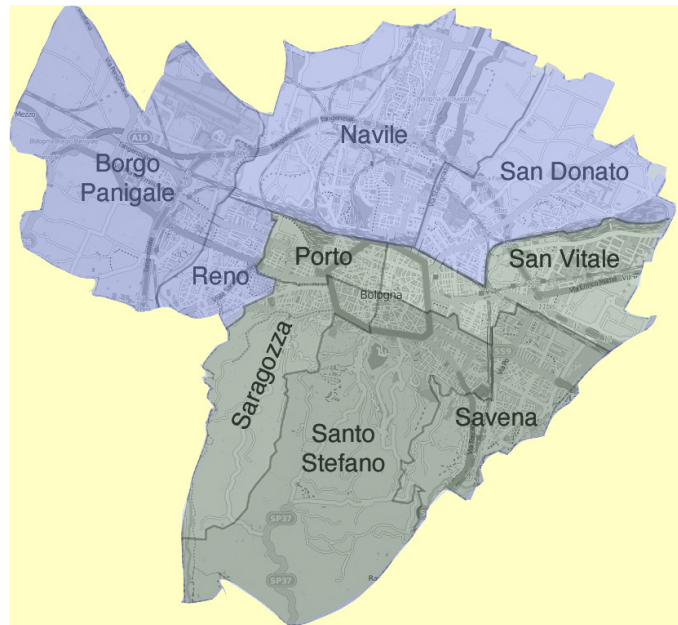
2. Did he/she attend the same high school as you?

- Yes
- No

3. Were you in the same class at high school?

- Yes
- No

4. In which zone of the city your best friend currently lives?



- Green zone
- Yellow zone
- Blue zone
- Other/I don't know

5. If compared to your high school classmates, your school performance was:

- Well above the average
- Above the average
- Average
- Below the average
- Well below the average
- I did not attend high school

Instructions and procedures for payment

Your participation to this study is now concluded. Thank you for your cooperation!

No later than May 30, 2016 you are going to receive an e-mail with all the information about the payment and a link to see the outcome of all the tasks you just carried out.

Appendix C: Robustness Checks (not for publication)

Linear models: OLS regressions

Table C1: OLS regressions on SES areas and preferences (situations with strategic interaction)

	Trust Model 1	Trustworthiness Model 2	Beliefs Model 3
Area of residence of the decision maker			
High SES (d)	0.112* (0.067)	0.233** (0.113)	0.058* (0.034)
Hinterland (d)	0.089 (0.072)	0.118 (0.123)	0.050 (0.037)
Area of residence of the counterpart			
Opponent from High SES (d)	-0.014 (0.066)	-0.049 (0.112)	0.003 (0.034)
Opponent Hinterland (d)	0.009 (0.067)	0.046 (0.114)	-0.013 (0.035)
Constant	0.686*** (0.202)	0.736*** (0.343)	0.357*** (0.104)
Controls	Yes	Yes	Yes
F-test High SES = Hinterland	0.984	0.397	0.513
F-test Opp. from High SES = Opp. from Hint.	0.353	0.132	0.320
N.obs.	144	144	144
R^2	0.062	0.098	0.055

Notes: OLS regressions, symbols ***, **, and * indicate significance at the 1%, 5% and 10% level, respectively. Dummy variables are indicated by the letter *d*. Controls include the following variables: *Age* of the participant in years; the dummy *Female* takes value 1 for females and 0 for males; the dummy *Student* takes value 1 if the participant is a student; the dummy *Moved* takes value 1 if a participant was born in an area different from the one he/she was living at the time of the experiment.

Table C2: OLS regressions on the determinants of trust and beliefs

	Trust Model 1	Trust Model 2	Trust Model 3	Beliefs Model 4	Beliefs Model 5	Beliefs Model 6
High SES (d)	0.045 (0.056)	0.090 (0.066)	0.034 (0.057)	0.016 (0.030)	0.053 (0.034)	0.018 (0.030)
Hinterland (d)	0.008 (0.062)	0.089 (0.071)	0.010 (0.062)	0.028 (0.033)	0.051 (0.037)	0.033 (0.033)
Opponent from High SES (d)	-0.033 (0.055)	-0.008 (0.065)	-0.030 (0.055)	0.011 (0.029)	0.001 (0.034)	0.004 (0.029)
Opponent Hinterland (d)	0.011 (0.057)	0.007 (0.068)	0.010 (0.059)	-0.034 (0.030)	-0.023 (0.035)	-0.049 (0.031)
Preferences and beliefs						
Beliefs	0.746*** (0.148)		0.730*** (0.151)			
Generosity	0.483*** (0.109)		0.443*** (0.114)	0.075 (0.062)		0.094 (0.063)
Risk Attitude	0.190 (0.147)		0.163 (0.149)	0.089 (0.077)		0.097 (0.078)
Impatience	-0.056 (0.075)		-0.058 (0.077)	0.045 (0.040)		0.061 (0.041)
Trustworthiness				0.153*** (0.026)		0.152*** (0.026)
Questionnaire answers						
Questionnaire Help		0.048** (0.021)	0.020 (0.018)		0.021 * (0.011)	0.009 (0.010)
Questionnaire Government		-0.015 (0.013)	-0.009 (0.012)		-0.007 (0.007)	-0.003 (0.006)
Questionnaire Poverty		0.023 (0.016)	0.015 (0.014)		0.001 (0.008)	-0.009 (0.007)
Questionnaire Trust		0.024 (0.057)	0.007 (0.049)		-0.012 (0.030)	-0.031 (0.026)
Constant	0.227 (0.195)	0.357 (0.238)	0.112 (0.225)	0.154 (0.103)	0.263** (0.125)	0.146 (0.118)
Controls	Yes	Yes	Yes	Yes	Yes	Yes
N.obs.	140	144	140	140	144	140
R^2	0.409	0.137	0.424	0.368	0.105	0.391

Notes: OLS regressions, symbols ***, **, and * indicate significance at the 1%, 5% and 10% level, respectively. Dummy variables are indicated by the letter *d*. Controls include the following variables: *Age* of the participant in years; the dummy *Female* takes value 1 for females and 0 for males; the dummy *Student* takes value 1 if the participant is a student; *Bachelor* takes value 1 if the participant has at least a Bachelor degree; *Questionnaire Help* is taken from the World Value Survey and it measures in a scale from 0 to 10 the answer to the question: “How much do you think is important to help the people nearby; to care for their well-being?”. *Questionnaire Government* is taken from the World Value Survey and it measures in a scale from 0 to 10 the answer to the question: “How would you place your views on this scale?”, where 0 corresponds to the answer “Government should take more responsibility to ensure that everyone is provided for” and 10 to the answer “People should take more responsibility to provide for themselves”; *Questionnaire Poverty* is taken from the World Value Survey and it measures in a scale from 0 to 10 the answer to the question: “In your opinion, why in this Country there are people living in poverty and in a state of need?”, where 0 corresponds to the answer “Due to their laziness and lack of willpower” and 10 to the answer “Due to an unfair society.”

Table C3: OLS regressions on SES area and preferences (situations without strategic interaction)

	Generosity Model 1	Risk attitude Model 2	Impatience Model 3
Area of residence of the decision maker			
High SES (d)	0.041 (0.046)	-0.016 (0.032)	0.010 (0.066)
Hinterland (d)	0.057 (0.050)	0.001 (0.035)	-0.105 (0.072)
Area of residence of the counterpart			
Opponent from High SES (d)	0.017 (0.046)		
Opponent Hinterland (d)	0.017 (0.047)		
Constant	0.216 (0.141)	0.602*** (0.096)	0.438** (0.193)
Controls	Yes	Yes	Yes
F-test High SES = Hinterland	0.8567	0.5281	0.0564
F-test Opponent High SES = Opponent Hinterland	0.9183		
N.obs.	144	144	140
R^2	0.039	0.024	0.046

Notes: Results from OLS regression, symbols ***, **, and * indicate significance at the 1%, 5% and 10% level, respectively. Dummy variables are indicated by the letter *d*. Controls include the following variables: *Age* of the participant in years; the dummy *Female* takes value 1 for females and 0 for males; the dummy *Student* takes value 1 if the participant is a student; *Bachelor* takes value 1 if the participant has at least a Bachelor degree.

Restricted sample: only stayers

Table C4: Regression on SES area and preferences (situations with strategic interaction) – Stayers only

	Trust Model 1	Trustworthiness Model 2	Beliefs Model 3
Area of residence of the decision maker			
High SES (d)	0.830* (0.444)	0.248* (0.137)	0.040 (0.037)
Hinterland (d)	0.838* (0.468)	0.140 (0.144)	0.063 (0.039)
Area of residence of the counterpart			
Opponent from High SES (d)	-0.060 (0.041)	-0.140 (0.131)	0.012 (0.036)
Opponent Hinterland (d)	0.336 (0.449)	0.065 (0.138)	-0.024 (0.038)
Constant		0.907** (0.402)	0.467*** (0.110)
Controls	Yes	Yes	Yes
F-test High SES = Hinterland	0.984	0.397	0.513
F-test Opponent High SES = Opponent Hinterland	0.353	0.132	0.320
N.obs.	109	109	109
R^2	0.029	0.077	-0.198

Notes: Results from Tobit regressions. Sample restricted to *stayers*: participants who reported to live in the same area both at the time they were born and at the time of the experiment. Symbols ***, **, and * indicate significance at the 1%, 5% and 10% level, respectively. Dummy variables are indicated by the letter *d*. Controls include the following variables: *Age* of the participant in years; the dummy *Female* takes value 1 for females and 0 for males; the dummy *Student* takes value 1 if the participant is a student; the dummy *Bachelor* takes value 1 if the participant has at least a Bachelor degree.

Table C5: Regression on SES area and preferences (situations without strategic interaction) – Stayers only

	Generosity Model 1	Risk attitude Model 2	Impatience Model 3
Area of residence of the decision maker			
High SES (d)	0.047 (0.059)	-0.045 (0.036)	0.000 (0.102)
Hinterland (d)	0.090 (0.062)	-0.037 (0.038)	-0.159 (0.109)
Area of residence of the counterpart			
Opponent from High SES (d)	0.032 (0.056)		
Opponent Hinterland (d)	0.034 (0.060)		
Constant	0.139 (0.175)	0.590*** (0.106)	0.502 (0.305)
Controls	Yes	Yes	Yes
F-test High SES = Hinterland	0.429	0.792	0.105
F-test Opponent High SES = Opponent Hinterland	0.973		
N.obs.	109	109	106
R^2	0.217	-0.034	0.055

Notes: Results from Tobit regressions. Sample restricted to *stayers*: participants who reported to live in the same area both at the time they were born and at the time of the experiment. Symbols ***, **, and * indicate significance at the 1%, 5% and 10% level, respectively. Dummy variables are indicated by the letter *d*. Controls include the following variables: *Age* of the participant in years; the dummy *Female* takes value 1 for females and 0 for males; the dummy *Student* takes value 1 if the participant is a student; *Bachelor* takes value 1 if the participant has at least a Bachelor degree.

Table C6: Regressions on the determinants of trust and beliefs – Stayers only

	Trust Model 1	Trust Model 2	Trust Model 3	Beliefs Model 4	Beliefs Model 5	Beliefs Model 6
High SES (d)	0.768 (0.470)	0.703 (0.462)	0.597 (0.490)	-0.001 (0.033)	0.043 (0.037)	0.009 (0.033)
Hinterland (d)	0.133 (0.519)	0.976 (0.479)	0.308 (0.536)	0.051 (0.035)	0.077 (0.039)	0.070 (0.034)
Opponent from High SES (d)	-0.295 (0.443)	-0.034 (0.420)	-0.275 (0.451)	0.037 (0.032)	0.011 (0.035)	0.027 (0.031)
Opponent Hinterland (d)	0.509 (0.480)	0.146 (0.465)	0.339 (0.508)	-0.050 (0.034)	-0.038 (0.038)	-0.070 ** (0.033)
Preferences and beliefs						
Beliefs	6.514*** (1.432)		6.187*** (1.517)			
Generosity	5.701*** (1.166)		5.644*** (1.198)	0.011 (0.075)		0.018 (0.072)
Risk Attitude	1.555 (1.236)		1.118 (1.274)	0.002 (0.087)		0.021 (0.085)
Impatience	-0.457 (0.633)		-0.219 (0.689)	0.082 * (0.044)		0.124*** (0.045)
Trustworthiness				0.155*** (0.033)		0.153*** (0.028)
Questionnaire answers						
Questionnaire Help		0.331** (0.149)	0.183 (0.158)		0.026 (0.012)	0.021 ** (0.010)
Questionnaire Government		0.003 (0.093)	-0.010 (0.096)		0.006 (0.008)	0.006 (0.007)
Questionnaire Poverty		0.136 (0.101)	0.156 (0.118)		-0.006 (0.009)	-0.014 * (0.008)
Questionnaire Trust		-0.327 (0.379)	-0.301 (0.433)		-0.050 (0.032)	-0.061 ** (0.028)
Constant				0.276 ** (0.112)	0.323** (0.137)	0.187 (0.127)
Controls	Yes	Yes	Yes	Yes	Yes	Yes
N.obs.	106	109	106	106	109	106
R^2	0.178	0.051	0.190	-0.762	-0.302	-0.918

Notes: Model 1-3: Ordered Logit regressions; Model 4-6: Tobit regressions. Sample restricted to *stayers*: participants who reported to live in the same area both at the time they were born and at the time of the experiment. Symbols ***, **, and * indicate significance at the 1%, 5% and 10% level, respectively. Dummy variables are indicated by the letter *d*. Controls include the following variables: *Age* of the participant in years; the dummy *Female* takes value 1 for females and 0 for males; the dummy *Student* takes value 1 if the participant is a student; *Bachelor* takes value 1 if the participant has at least a Bachelor degree; *Questionnaire Help* is taken from the World Value Survey and it measures in a scale from 0 to 10 the answer to the question: “How much do you think is important to help the people nearby; to care for their well-being?”. *Questionnaire Government* is taken from the World Value Survey and it measures in a scale from 0 to 10 the answer to the question: “How would you place your views on this scale?”, where 0 corresponds to the answer “Government should take more responsibility to ensure that everyone is provided for” and 10 to the answer “People should take more responsibility to provide for themselves”; *Questionnaire Poverty* is taken from the World Value Survey and it measures in a scale from 0 to 10 the answer to the question: “In your opinion, why in this Country there are people living in poverty and in a state of need?”, where 0 corresponds to the answer “Due to their laziness and lack of willpower” and 10 to the answer “Due to an unfair society.”

5 Declarations

5.1 Funding

This work was supported by the Italian Ministry of Education and Research [SIR grant no. RBSI14I7C8]; and the UniCredit & Universities Foundation [Modigliani Fellowship 2015].

5.2 Availability of data and material

Data are available upon request.

5.3 Code availability

The software codes are available upon request.

5.4 Conflicts of interest/Competing interests