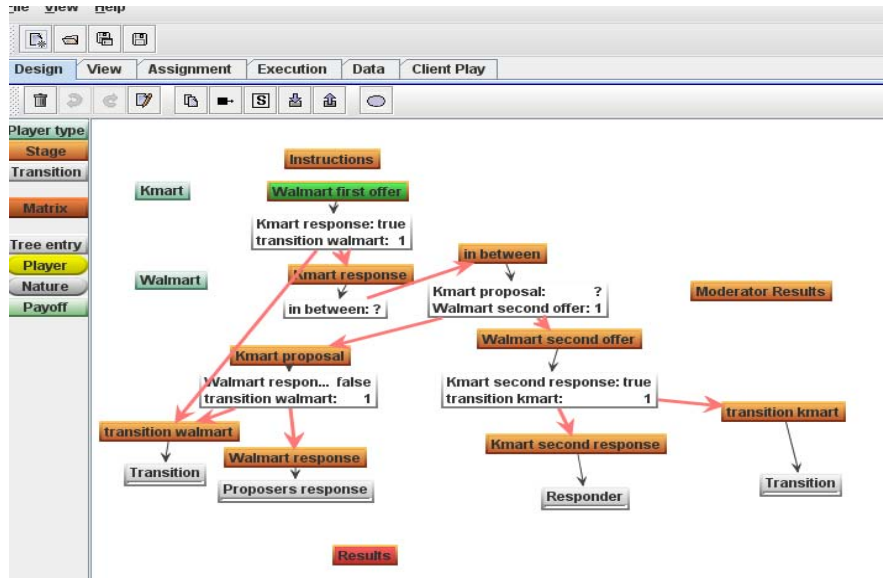


I. Instructions for reading “Walmart ad Kmart Game Data”

1. Open “Walmart and Kmart Game” in Design window like in the figure to familiarize with the game.



- a. Right click on **Walmart first offer**, **Kmart response** and other stages to see the content. For example **Kmart response** window should look like this:

Kmart

Walmart's offer is walmart first of...
N/A.

Please indicate if you would like to accept or reject the offer:

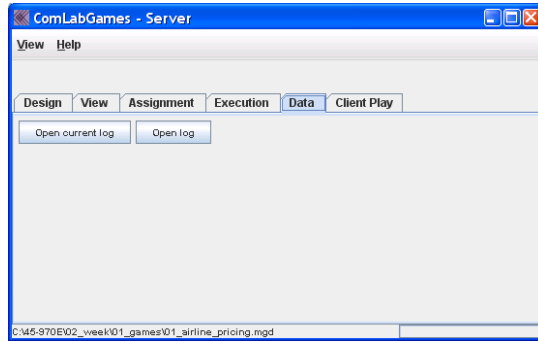
Kmart first response

Accept	Reject
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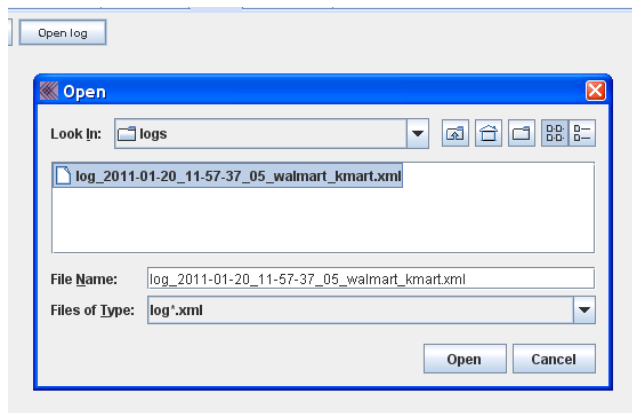
If *you* accept the offer *you* will receive kmart potential ga...
N/A and the *Walmart* will receive walmart potential ga...
N/A. If *you* reject the offer, *Walmart* has a 40 percent chance of making a second offer, and *you (Kmart)* has a 60 percent chance of coming back first, with your own price offer.

- b. Icons in purple are variables (like walmart first of...
N/A) and icons in yellow are choices (**Kmart first response**
Accept Reject).

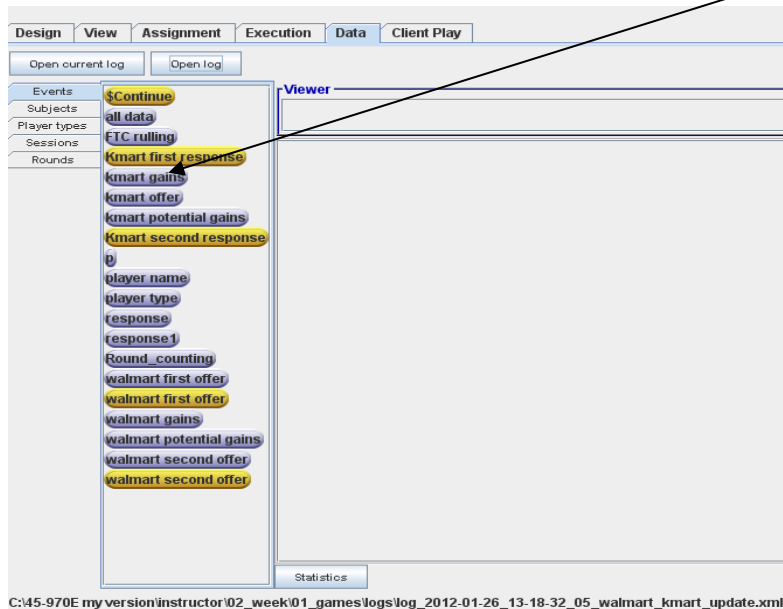
- To open the data, go to **Data Tab**



- Click on "Open Log"
- Select "walmart kmart" xml file



- All the choices and variables that were created are shown in the column once you open the log file



6. Viewing Data by dragging and dropping the variables and choices into Viewer.

smart gains was dragged and dropped into Viewer

Choices **Kmart first response** and **walmart first offer** were dragged to the Viewer as well and the data is merged with **smart gains**

If the variable or choice is dragged back to the column on the left, that data disappear from the View (**smart gains**) in the example below.

7. Reading Data:

- a. Data are organized by session, rounds, time when the action was taken, by subject name and Player type.
 - Session in this game represents two subjects who are paired together in the game (one Walmart subject and one Kmart subject represent a session).
- b. Data can be sorted by double-clicking on any of the heading (session, round, time, ...)

Session	Round	Time	Subj...	Play...	wal...	wal...	wal...	km...	km...	Km...	Wal...
1	1	11:5...	vs	Kmart							
1	1	11:5...	jorg...	Wal...							
1	1	11:5...	vs	Kmart							
1	1	11:5...	jorg...	Wal...			50.40				
1	1	11:5...	vs	Kmart			50.40			Reject	
1	1	11:5...	jorg...	Wal...	0.00	50.40					
1	1	11:5...	vs	Kmart	0.00	50.40				Reject	
1	1	11:5...	jorg...	Wal...	0.00	50.40		0.00			
1	1	11:5...	vs	Kmart	0.00	50.40	90.00	0.00		Reject	
2	1	11:5...	Que...	Wal...							
2	1	11:5...	bian	Kmart							
2	1	11:5...	Que...	Wal...							
2	1	11:5...	bian	Kmart							
2	1	11:5...	Que...	Wal...							

8. A. Variables and Choices needed for the analysis:



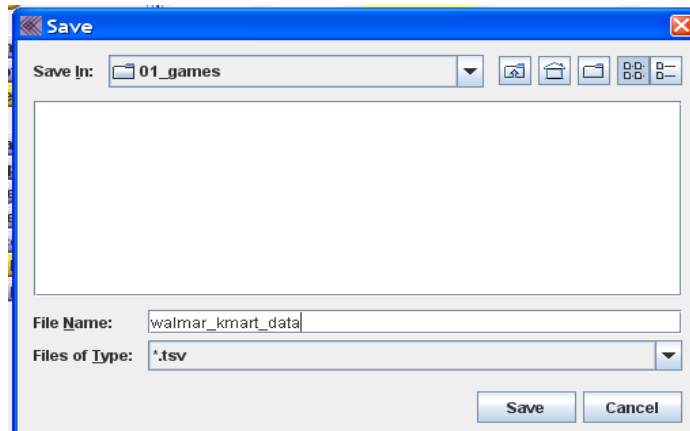
B. Drag and Drop all these variables and choices into Viewer

Session	Round	Time	Subject	Player type	walmart gains	Kmart gains	walmart first offer	Kmart first offer	walmart second	Kmart second	Kmart offer	walmart response
1	1	12:51:28	a	Walmart								
1	1	12:51:38	b	Kmart								
1	1	12:51:38	a	Walmart								
1	1	12:51:38	b	Kmart								
1	1	12:51:48	a	Walmart			34.00					
1	1	12:51:56	b	Kmart				Reject				
1	1	12:51:56	a	Walmart	0.00		34.00					
1	1	12:51:56	b	Kmart	0.00			Reject				
1	1	12:51:56	a	Walmart	0.00	0.00	34.00					
1	1	12:51:56	b	Kmart	0.00	0.00		Reject				
1	1	12:52:35	a	Walmart	0.00	0.00	34.00		12.00			
1	1	12:52:48	b	Kmart	0.00	0.00		Reject		Accept		
1	1	12:52:49	a	Walmart	138.00	0.00			12.00			
1	1	12:52:49	b	Kmart	138.00	0.00		Reject		Accept		
1	1	12:52:49	a	Walmart	138.00	-38.00	34.00		12.00			
1	1	12:52:49	b	Kmart	138.00	-38.00		Reject		Accept		
2	1	12:53:59	c	Walmart								
2	1	12:53:59	d	Kmart								
2	1	12:53:59	c	Walmart								
2	1	12:53:59	d	Kmart								
2	1	12:54:13	c	Walmart			13.00					
2	1	12:54:18	d	Kmart				Reject				
2	1	12:54:18	c	Walmart	0.00		13.00					

9. Once all the variables that you need for the analysis are in the Viewer, click on



, you will be prompted to save the data in *.tsv form (i.e. ASCII file).



- Open Excel or use statistical package to import the data:

