Globalization and Human Cooperation

Supporting Information (SI)

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[*] NB: The research questionnaire is to be intended as intellectual property of the researchers participating in this project. Its utilization in other research project is subject to approval by them. Please contact the corresponding authors on this matter.

Section 1. Description of Indexes

The Country-level Globalization Index (CGI)

The Country-level Globalization Index (CGI) developed by the Centre for the Study of Globalisation and Regionalisation (CSGR) *(1)* gauges the economic, social and political dimensions of globalization for a sample of 104 countries and combines them into an overall globalization index for each country for the years 1982-2004. The list of variables on which the index is computed is reported in Table S1-Panel A. Scores for each of the economic, social, and political domains are computed for each country. These are then combined to yield the overall Country-Level Globalization Index (CGI). Such scores are reported in Table S1-Panel B, along with the ordinal ranking of a country within the sample. For comparative purposes, we have also included the scores for the country at the top (Singapore) and at the bottom (Samoa) of the overall ranking. Our sample of countries, though numerically limited, covers a broad range of the globalization spectrum - although admittedly countries at the bottom end of the scale are under-represented.

The Individual-level Globalization Index (IGI)

The Individual-level globalization index (IGI) was constructed to be analogous to both the CSGR and the Foreign Policy/A.T. Kerney (2005) indexes of country-level globalization, although some importance differences between the individual and country-level constructs remain (see Section 2). The content of the questionnaire is specified by the theoretical conceptualization of globalization outlined in the paper. The IGI measures the extent to which individuals interact with and potentially become interdependent with distal others in economic, social and cultural interactions. The 33 items which form the IGI are reported in Section 4. This is the first attempt that we are aware of, in any academic field, to measure individual level globalization.

Most questions on the IGI are Likert scaled, with the lowest category denoting a lack of ownership or access of a particular medium of connection and highest category denoting the highest frequency of use or interaction (see e.g. Section 4, Question 3b). Some questions inquire as to the scope of activity; for example, whether someone uses their mobile phone to contact people in their locality, other parts of their country, or other countries (see e.g. Section 4 Question 2b). Finally, other questions are "yes" / "no" in response format; for example, whether someone works for a multinational company; these questions purely gauge participation or non-participation in globalization (see e.g. Section 4, Question 9).

The scores to each question have been reverse-scored when necessary, and normalized to the [0,1] interval, such that a score of 0 always corresponds to the lowest possible occurrence of an event or circumstance - e.g. a lack of access to an international news source, and a score of 1 is associated with the maximum possible occurrence - e.g. highest possible frequency in watching or listening to an international news source. The normalized scores have then been summed up and divided by the number of the questions answered by the individual. As for the multiple choice questions asking the area (local, national, international) in which a subject carries out a certain activity, we assigned a

lexicographic score reflecting the broadest area within which the subject has interactions. That is, scores of 1/0.5/0.25 were assigned if the subject answered she has international/national/local interactions, respectively, and a score of 0 if the subject has no such interaction.

Section 2. Description of Sample

Choice of Locations and Recruitment Procedures

Within each country the research focused on a large metropolitan area and on surrounding areas that were likely to be less globalized in nature. For example, in Russia the research occurred in Kazan, a globalized city in Tatarstan, and in more rural surrounding outposts (see pictures below). In the United States the metropolitan area was Columbus, Ohio; in South Africa it was Johannesburg; in Italy it was Milan; in Argentina it was Buenos Aires; and in Iran it was Tehran.

Recruitment methods varied locally according to what was considered most appropriate by a local collaborator. In three countries (Argentina, Italy and Russia) recruitment was subcontracted to survey agencies specialized in market research. In the other countries people were recruited through other methods such as distribution of posters, leaflets, or advertisements on newspapers, and personal phone solicitation. The "real citizens" nature of our research population provides greater external validity to the research than does typical economic or psychological experimental research conducted in a laboratory with college students and to any public policy implications that result.

Figure S1 shows roughly comparable distributions of IGI across countries – although they are far from being strictly identical distributions. It is worth noting that the country ranking of the mean IGI score in each country does not directly correspond to the ranking based on the CGI. In particular, Italy's mean IGI ranks the highest, South Africa's second highest, and the US third. Russian Federation's ranking is second to the bottom.

Overall though, the two indexes are highly positively correlated, as shown in Table S3. Yet, it is interesting to examine the reasons of the imperfect concordance between the two indexes. First of all, the IGI is constructed to have validity at the country level rather than over all countries in the aggregate. This is particularly true for the US vis-à-vis other countries. Given the US dominance in terms of global business and

culture, many items or individual activities that are to be considered international (for example, a Chinese person eating at McDonalds in Beijing or a British person watching the American television show "Friends" in the UK) can only be classified as 'national' for US citizens (e.g. an American eating at McDonalds or watching "Friends" in the US). The same reasoning extends to other globalized countries. Secondly, although the two constructs are analogous they cannot be meant to be perfectly correlated with each other. Particularly, the political domain is a constituent part of the CGI, but does not enter the IGI[†]. It is worth noting that the Russian Federation derives a particularly high score in the political component of the CGI (see Table S1-Panel B). Thirdly, the particular areas sampled in each country may differ from the country averages as far as 'macro' globalization is concerned. In particular, Johannesburg is likely an area of greater global inter-connectedness than the rest of South Africa, which led to our sampling of relatively highly globalized people. The opposite may hold for Kazan with respect to the Russian Federation. Finally, it has to be noted that given the controls at the location level (see Table S8) used in the econometric analysis, deviations of the CGI ranking from the IGI ranking do not constitute a problem. What is relevant for the analysis is in fact the variation of the IGI within each country - and in particular within each location- rather than its variation between countries.

Table S3 also highlights the high correlation between the IGI and both education and income. This is not surprising because 'being globalized' typically requires financial resources as well as some – arguably basic – skills in order to gain access to the 'global network'. The correlation with age is instead negative. The CGI is positively correlated with education, whereas the country-specific measurement of income precludes finding a positive correlation – which obviously would be the case were an absolute measure of income adopted. The positive correlation between age and both the IGI and CGI reflects the slightly higher age of participants in the three most globalized countries with respect to the least three (see Table S2).

[†] Several items of the questionnaire inquire about the individual's political attitudes and preferences over global issues. However, these items have not entered into the IGI because of their similarity with the very experimental situation under study. A 'political' question would for instance ask a subject to quantify her level of concern with respect to global warming or the limited action of the International Courts of Justice. Hence, the 'global public goods' nature of these institutions makes the attitudes measured by these questions somewhat analogous to the propensity to cooperate already manifested in the experimental situation.

Section 3. Summary of Experiment Protocol

An experiment session lasted around an hour, and comprised three experimental decisions and the completion of the questionnaire. Participants were paid the purchasing power equivalent of US$8.00 as a show-up fee as they entered the experiment room. Participants randomly chose an identification number to identify themselves throughout the experiment; never were participants' names or other personally identifying information provided to the researchers. Furthermore, to guard against any possible political risk to participants in Iran and Russia, recruitment lists were destroyed at the beginning of each experimental session in view of participants.

To the extent possible, subjects were isolated from one another so that privacy was maintained throughout the experiment. Instructions for the tasks were delivered orally by a native speaker of the language in which the experiment was conducted. A written comprehension check consisting of three questions regarding the basic logic and procedure of the Multi-level Sequential Cooperation (hereafter MSC) game was administered to subjects after providing instructions for the decision. This was collected and saved by the experimenter so that decisions of subjects who had failed the test could be expunged from the dataset at the end of the session. Shorter comprehension checks were also conducted after the instructions for second and third decisions to make certain subjects understood the basic logic of the MSC game. The correct answers to the questions were communicated before subjects made their choices.

Subjects made three experimental decisions in a fixed order. Pilot tests found no ordering effects. Decisions were anonymous, and the groups to which subjects were assigned were randomly selected at the beginning of each decision. No feedback between decisions was provided. Hence, the three decisions can be treated as independent. The first decision (Decision L) measured propensity to cooperate with people living in the same locality through a non-nested MSC. The next two decisions (Decision N and Decision W) examined how much individuals were willing to cooperate beyond their locality with people coming from other areas of their nation and other parts of the world. We used an MSC experiment at the national and global level for this purpose with identical monetary incentives. The type of interaction and the parameters for each decision are summarized in Table S4.

Decisions were made privately using tokens that could be allocated into envelopes representing the personal, local, national and global accounts. In Iran, due to some logistical impediments, subjects made their choices with pen and paper. After subjects completed the three decisions there was a waiting period while their outcomes were determined. It was during this waiting period that subjects completed the questionnaire from which the IGI and additional demographic information were derived. When necessary, the questionnaire was read aloud as participants followed along and made their responses. Average take-home earnings from the experiment were the purchasing power equivalent of US$34.00.

Section 4. Research Questionnaire: Classification (Extract)[‡] (Version used in a US location)

{Codes: [S]=Social globalisation; [C] = Cultural globalisation; [E]=Economic globalization }

1. How often do you normally use the Internet? Check one option.

	I have access to the Internet, and I use it:				I do not own/have access to the Internet.
	Every day	Every week	Less often	Never	
[S]	☐1	☐2	☐3	☐4	☐5

2. If you use the following products or services, do you use them to contact people living in other parts of your country, or people living in other countries? Check all that apply.

		Local area	Other parts of my country	Other countries	I do not use/have access to this product/service
[S]	a. Landline phone	☐1	☐2	☐3	☐4
[S]	b. Mobile phone	☐1	☐2	☐3	☐4
[S]	c. Email	☐1	☐2	☐3	☐4
[S]	d. Postal mail	☐1	☐2	☐3	☐4
[E]	e. Fax machine	☐1	☐2	☐3	☐4

3. Consider the following geographical areas. How often do you travel, either for work or for vacation, in each of them? Check one.

		Every week	Every month	Every year	Less often	Never
[C]	b. To other countries within my continent	☐1	☐2	☐3	☐4	☐5
[C]	c. To other countries outside my continent	☐1	☐2	☐3	☐4	☐5

5. Have you taken part in the following activity?

		Yes	No
[C]	c. Following international sport events (for example, Olympic games, soccer world cup)	☐1	☐2
[C]	d. Following international cultural events or international trade fairs	☐1	☐2

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6. How often do you do the following activity? Check one.

		I own/have access to this product or service, and I use it:				I do not own/have access to this product or service.
		Every day	Every week	Less often	Never	
[C]	a. Watch a television program or a movie from a different country	☐1	☐2	☐3	☐4	☐5
[C]	b. Watch / listen to an international news source (CNN International, BBC World, Euronews)	☐1	☐2	☐3	☐4	☐5
[C]	c. Read an international news source (Time, The Economist, Le Monde)	☐1	☐2	☐3	☐4	☐5
[C]	d. Read an international magazine other than a news related publication, e.g. a style or sports magazine (Cosmopolitan, National Geographic, Men's Health)	☐1	☐2	☐3	☐4	☐5
[C]	e. Read a book written by an author from another country	☐1	☐2	☐3	☐4	☐5
[C]	f. Listen to music made by artists from other countries	☐1	☐2	☐3	☐4	☐5

9. **[E]** Do you work for a multinational or foreign-owned company?

Yes	No
☐1	☐2

10. **[E]** If you (or your household) own a car, where was it made? Check one (if you own more than one car, consider the one that you regularly use).

In my country	In a different country	I do not know where my car was made	I do not own a car
☐1	☐2	☐3	☐4

11a. Consider the following list; Are products or services that are from different parts of the world available in the area where you live?

	Yes	No	I don't know
a. Restaurants (e.g. Japanese, Thai restaurants)	☐1	☐2	☐3
b. Food and beverages (from supermarkets, shops or bars)	☐1	☐2	☐3
c. Clothing	☐1	☐2	☐3

11b. **[E]** If you have answered yes to the previous question, how often do you use such products or services?

	Every day	Every week	Less often	Never
a. Restaurants (e.g. Japanese, Thai restaurants)	☐1	☐2	☐3	☐4
b. Food and beverages (from supermarkets, shops or bars)	☐1	☐2	☐3	☐4
c. Clothing	☐1	☐2	☐3	☐4

12a. Consider the following list; Are products or services that are produced by multi-national companies - that is, those companies active in different parts of the world - available in the area where you live?

	Yes	No	I don't know.
a. Restaurants and cafes (e.g. Mc Donald's, Starbucks Coffee, Pizza Hut, Taco Bell)	☐1	☐2	☐3
b. Food and Beverages (e.g. Coca-Cola, Nestlé, Dannon)	☐1	☐2	☐3
c. Clothing (e.g. Nike, Zara, Adidas, Levi's)	☐1	☐2	☐3

12b. **[E]** If you have answered yes to the previous question, how often do you use such products?

	Every day	Every week	Less often	Never
a. Restaurants and cafes (e.g. Mc Donalds, Starbucks Coffee, Pizza Hut, Taco Bell)	☐1	☐2	☐3	☐4
b. Food and Beverages (e.g. Coca-Cola, Nestle', Dannon)	☐1	☐2	☐3	☐4
c. Clothing (e.g. Nike, Zara, Adidas, Levi's)	☐1	☐2	☐3	☐4

14. Currently do you own any of the following?

		Yes	No
[E]	a. Foreign currencies	☐1	☐2
[E]	b. Bank deposit in another country	☐1	☐2
[E]	c. Some investment(s) in another country	☐1	☐2

15. **[S]** Besides your native tongue, how many other languages can you speak?

None	☐1
I can understand and can make myself understood in another language.	☐2
I am fluent in another language.	☐3
I am fluent in more than one other language.	☐4

		Yes	No
[S]	33a. Were you born in a country different than the US?	☐1	☐2
[S]	33b. Were any of your parents born in a country different than the US?	☐1	☐2

30. What is your sex? Male ☐1 Female ☐2

31. In which year were you born? _____

32. What is the highest level of education you completed?

Grade School	High School	Technical School	Bachelors Degree	Masters Degree	Doctoral Degree
☐1	☐2	☐3	☐4	☐5	☐6

38. Here is a scale of incomes. We would like to know in what group your household is, counting all wages, salaries, pensions and other incomes that come in. Just check the group your household falls into, before taxes and other deductions.

$0-9,999	10,000-14,999	15,000-24,999	25,000-34,999	35,000-49,999	50,000-74,999	75,000-99,999	100,000-149,999	150,000-199,999	Over 200,000
☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10

Notes to Local Collaborators for Adapting Questionnaire to Local Environment

The present questionnaire is the version that was tailored for a US location (Portage, WI) for a pilot test. Hence, several questions require adaptation to the country/locality where the research is conducted. In particular, all items highlighted in yellow require some change. Some of these are obvious, e.g. substituting the name of your country for the US. Some others are less obvious. In particular, this is the case for the questions that provide examples for certain items, such as satellite channels, newspapers, *etc*. Normally, there will be 3 examples for each of these items, which include (a) the most widespread item worldwide; (b) the most widespread item worldwide coming from a different continent than the first one (this is to avoid listing mainly made-in-US brands); (c) another widespread item in the country's region. By region we mean the continental or sub-continental geographical entity to which a country belongs (e.g. North-America; Latin America; Sub-Saharian Africa; Europe; Asia; former Soviet Republics; Middle East). The questionnaire generally provides examples for (a) and (b), but identifying (c) is left to the local researcher's expertise. The following are suggestions derived from a variety of sources (PEW Global Attitudes Project: 06.03.03, Views of a Changing World, Summer 2002 44-Nation Survey http://pewglobal.org/datasets/, UNCTAD databases, internet):

Q6b: ask "CNN International, BBC World" in every country. Add a third example in each country as per Q60 in Pew survey, or local researcher's advice (e.g. Al Jazeera for Iran; Euronews for Russia and Europe; another region-wide channel for the US; DSTV for South Africa).

Q6c: Ask "Time, the Economist" in every country; provide a third example as per local researcher's advice (e.g. International Herald Tribune for non-English speaking countries; Le Monde for English-speaking countries).

Q6d: Ask "Cosmpolitan, National Geographic" in every country. Then ask another magazine widespread in the region (e.g. Men's Health, or Reader's Digest). You can find other examples at http://www.allyoucanread.com/Top20/ (Note: ignore adult magazines).

Q11a,b: provide example as per local researcher's advice

Q12a: ask "Mc Donald's, Starbucks Coffee" in every country (They are the 'icons' of globalisation). For the other two items, rely on the local collaborator's advice. The third and fourth items may be Pizza Hut or KFC, which may nevertheless be absent in some countries. Try whenever possible to ensure varieties in the type of food provided in the restaurants making up the examples. It is very difficult to find non-US food chains.

Q12b: Ask "Coca-Cola, Nestlé" in every country. Third example as per local researcher's advice. Possible (non-US) items are Dannon (for US) or Danone, and Nescafè.

Q12c Ask Nike and Zara in each country. Third example as per local researcher's advice. This may for instance be Adidas for the US (a German brand), or Levi's for other countries.

NB: You may find other examples of transnational corporations at the Businessweek Top 100 global brands scoreboard (http://bwnt.businessweek.com/brand/2005/) or on the UNCTAD ranking of TNCs (http://www.unctad.org/Templates/Page.asp?intItemID=2443&lang=1)

Q32: as per Q84 (Pew), or local researcher's advice

Q36: as per local researcher's advice.

Q38: provide income categories considering the deciles of the income distribution in your country. Do not compute such categories at the current exchange rate between your currency and the USD, as that will probably make comparisons impossible. Use conversions via purchasing power parity and the concensus of local experts.

Section 4. Experiment Script (Version used in a US location)

<Note: Instructions to experimenters are in italics. Text in non-italics is read to the Ss.>

As Ss arrive, welcome them and hand them a consent form. If they cannot read the Consent form, then have it read to them. Typically this form will be read outside the experiment room. The Consent form notes that if they enter the room, they are agreeing to participate; Ss will not sign the form, only non-verbal consent is necessary. Local custom will dictate what should be done.

If Ss refuse to participate, then pay the show-up fee and send them on their way.

Once Ss are seated, pay them their show-up fee. Once paying each, have the Ss randomly draw a sheet of stickers with their ID #. (The stickers may be placed down on a table to allow Ss to randomly draw them).

First please take your show up fee out of the envelope and put it away, this money is yours to keep for coming to the experiment. Next, please draw a sheet of stickers. These stickers will have your ID number on them. You will notice you have 12 stickers on the sheet. These will be used later for your decisions in the experiment; you will put the ID stickers on different pieces of paper and on envelopes.

Now please place one ID sticker on the empty envelope. We will collect these envelopes now and at the end of the experiment, each envelope will be returned – containing the experiment earnings - to the person with the matching ID number. We will not know who you are or what decisions you made – we will only know your ID number.

The experimenter should collect the envelopes.

Please turn your sheet over and do not show it to the others. Do not tell anyone, except the experimenter, your number. Please wait until everyone has arrived and then we can get started. Please keep quiet and do not speak to the others in this room.

When everyone has arrived and is seated then the instructions can begin.

Welcome to this research project. An international team of researchers is looking at the way in which people in this <local community>, this <COUNTRY NAME> and around the world make decisions. If you pay close attention to the instructions then you could make a significant amount of money.

The research team that is here today includes myself <give name>, an assistant <give name> and <give name of Core member> along with another assistant <give name> who will be outside the room making your payments.

Everyone should be present in the room at this point and acknowledge the introduction. The Core member and the second assistant should then leave.

In this project you are going to be asked to make decisions with other people. Some will be in this local community, but they may not be in this room now; some will be from this <COUNTRY NAME> and some will be from countries around the world. Many people have already made their decisions and other groups are doing the same research this week. Your choices, and the choices by others, will be matched with the help of a colleague at another university when you are finished. You will be paid in cash at the end of this research for the decisions that you and the people you have been matched with made.

The same instructions are being given to other people in other countries. That is why we are reading this script. Everyone is hearing the same thing you are, except in their own language.

All of the decisions are similar, so please pay attention to these instructions. At the outset of each decision you will be given 10 colored tokens. Everyone will get the same materials that you get. It will be important to keep in mind that colored tokens are worth <$.50> each to you. For other people, whether from around here, in the region or around the world, their colored tokens also are worth money to them. We have taken care that their tokens, once converted to their foreign currency, are worth the same value as your tokens in terms of what could be purchased with them. That is, people in other countries will receive an amount in their currency such that they can buy in their country the same amount of goods that <*$.50*> will buy in the United States.

Again, keep in mind that you are being matched with other people (some of whom are from around here and some of whom are from around the world). What those people have decided to do and what you will decide to do affects how much you can make. When your decisions are submitted, our core team member will be using our computer connection to receive information about others' choices in order to calculate each person's payments. This may take a little while so please be prepared to wait for a few minutes at the end of the session so that we can give you your final payment before you leave today.

After a pause, begin the instructions…

Your task is to decide how you want to allocate your tokens between different envelopes. You will have several options, sometimes two and sometimes three. Here I will explain the simplest decision where there are only two ways to allocate your tokens.

DECISION ONE.

In first decision you will be given 10 tokens, and you can put your tokens into your "Personal" envelope or into your <Local> envelope. The number of tokens you put into any envelope is entirely up to you.

What's the difference between the envelopes? Whatever you put into the "Personal" envelope is yours and will not be shared with anyone else. As mentioned before, for every colored token you put into that envelope is worth <$.50> to you regardless of the other people's decisions. Now, what about the <Local> envelope? Any colored tokens that you and three other people put into your <Local> envelopes will be doubled by me. You and the other three people will get an equal share of that amount.

Where do these three other people come from? As I mentioned, you are going to make this decision with 3 other people. They may not be in this room, but they are from this local area. I do not know which people you will make decisions with because you will be mixed with lots of other people in order to make a group of four. All of the people you are mixed with are from around here.

> *At this point the local helper should begin passing out the materials (including the example sheet for Decision 1). This material should all be bundled together, except for the comprehension sheet, to make it easy to pass out.*

I am now going to pass out your materials. You should have an envelope marked "Personal" and an envelope marked <*Local*>. You should have 10 red tokens (each of which are worth <$.50> to you and everyone else). Your tokens are in your "Personal" envelope. Please take them out and count them to make certain you have 10.

The first thing I would like you to do is take two stickers off your ID card and put it on the upper right corner of both your envelopes. Please make certain you do this. This is the only way we can make certain you will be paid.

> *At this point the experimenter can demonstrate how this is done on a blank envelope.*

Also, it is important that you do not write on, fold, or damage the envelopes in any way. Only your ID sticker should be on the envelope.

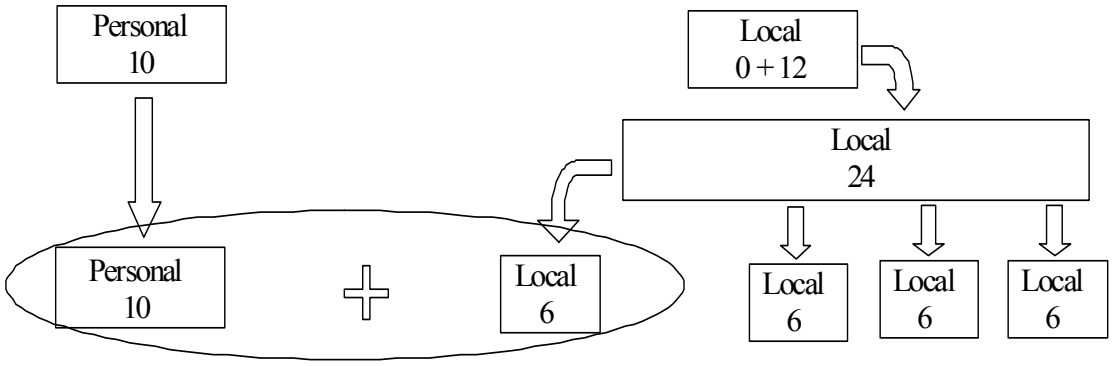
Before you make your decision, I want to make certain you understand how you get paid. Please make certain you know exactly how you can receive money. You will be paid based on the decisions that you and the others you are mixed with make.

Once I am finished with the examples you will make your own decision about how many red tokens you will put in your "Personal" envelope and how many tokens you will put in your <*Local*> envelope.

Please follow along with the examples that have been handed out to you. For example #1, suppose that you put 10 red tokens in your "Personal" envelope and the other three people put a total of 12 red tokens in their <Local> envelopes. In that case, the 12 tokens in the local pot will be doubled (to 24) and shared equally among you and the other three people (6 each).

Example 1

You put 10 red tokens in your "Personal" envelope. Others put a total of 12 red tokens in their <Local> envelopes. Those <Local> envelope tokens are doubled and you get an equal share.

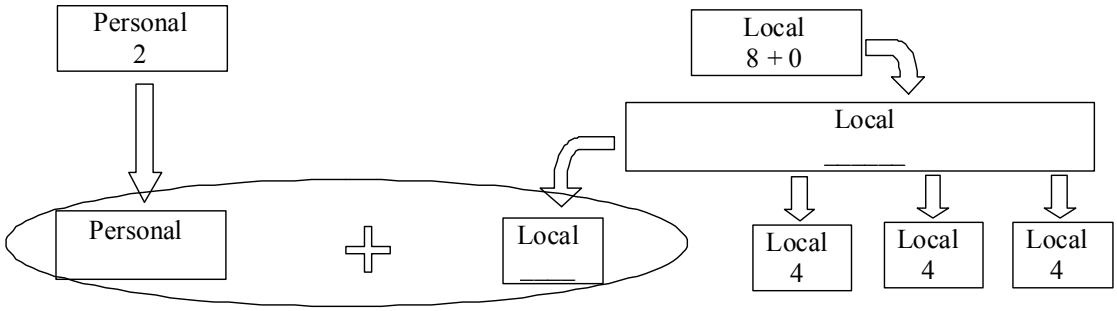


You would then receive a total of 16 tokens: 10 from your personal envelope that you kept, and 6 from your share of the local pot; given that there were 12 red tokens in the <Local> envelopes, that amount would be doubled to 24 by me and you would get an equal share, which is 6 red tokens. You would end up with 16 tokens worth <$8.00>. Is anyone uncertain about how this happens?

To take another simple example (#2) suppose you put 8 of your red tokens in the <Local> envelope and no one else put any red tokens in the <Local> envelope. What would you receive? If you like you can write in the blanks on the example.

Example 2

You put 2 red tokens in your "Personal" envelope. Others put 0 red tokens in their <Local> envelopes.



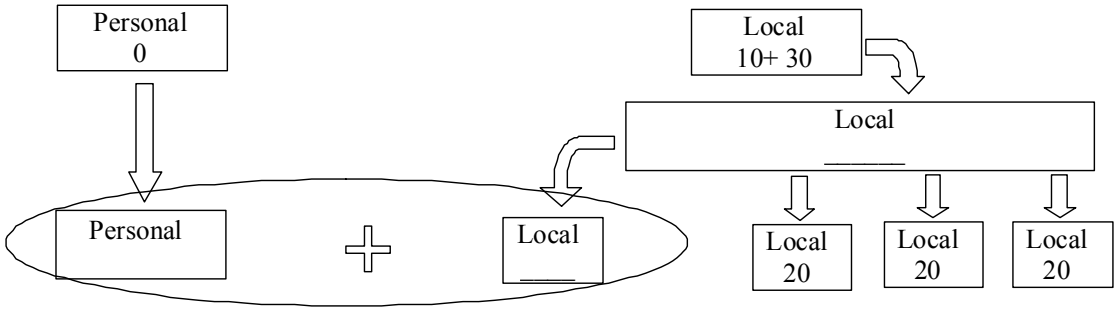
Wait while participants make calculations; look around to see if they are attempting to come up with the answer; encourage someone to give an answer.

You would receive a total of 6 tokens. First you would have 2 red tokens in your "Personal" envelope. Given that there were 8 red tokens in the <Local> envelopes (all put there by you) that amount would be doubled to 16 and you would get an equal share, which is 4 red tokens. The other people in your local group also get 4 red tokens. You would end up with 6 tokens worth <$3.00>.

Finally, let me give one more example (#3). Suppose you put all 10 of your red tokens in the <Local> envelope. Suppose that the other 3 people did the same thing. That means a total of 40 red tokens in the <Local> envelopes. How much would you receive?

Example 3

You put 0 red tokens in your "Personal" envelope. Others put 30 red tokens in their <Local> envelopes.



Wait for an answer from participants…

You (and the other three people) would receive a total of 20 tokens, which is <$10.00> for this decision. First you would have 0 red tokens in your "Personal" envelope. Second, in the <Local> envelopes there would be 40 tokens. This would be doubled to 80 and your share would be 20 tokens.

These three examples show that what you get can be very different, depending both on what you and everyone else does. Please take the time to look through the examples. Do this while we are passing out a new sheet of paper.

At this point pass out the comprehension sheet.

A sheet is being handed out to you with three questions on it. Please do not answer the questions until I read them aloud.

When the sheets are handed out, begin the instructions.

Before you do anything, please remove one of your stickers and put it in the upper right hand corner of the sheet that was just handed out.

Pause until everyone has done so.

I am going to read the questions one at a time. Please check the answer you think is most appropriate. When everyone is done I will read the answers.

1. What happens when a red token is put into the <Local> envelope? (Nothing; The token is cut in half; The token is doubled; The token is tripled)

2. How many people, including you, are in the <Local> group? (Two people; Three people; Four people; Five people)

3. Everyone gets an equal share of the <Local> envelope. (True or False?)

Pause until everyone is finished. These sheets will be collected with the envelopes.

Now that you are done, I will read the answers. Do not mark your papers. They will be collected later.

1. What happens when a red token is put into the <Local> envelope? The red token is doubled and your get an equal share along with the other people in the <Local> group.

2. How many people, including you, are in the <Local> group? There are a total of four people in the local group. This includes you. This means each of you will get a one-quarter share of the red tokens that are put into the local envelopes and doubled.

3. Everyone gets an equal share of the <Local> envelope. This is true – everyone gets an equal share.

Now it is time for you to make your decision. You can put any combination of tokens into the 2 envelopes. Remember that the red tokens you put into your "Personal" envelope are yours and will not be divided among any others. Whatever you and the three other people from around this area put into the <Local> envelopes will be doubled. Each of you will get an equal share of that amount. Please make your decision and then place the envelopes on your [box/desk]. DO NOT seal the envelopes. My assistant will come around and collect your envelopes and all your materials. The assistant will check to make certain you have put your ID number in the upper right corner of your envelopes. When you have finished put your envelopes on top of your [box/desk] so we will know you are finished. If you have any questions please raise your hand.

The envelopes will be put into a box marked Decision 1. The assistant should double check each envelope to make certain that it has an ID number attached to it. The comprehension sheet should also have an ID on it. If not, ask the subject to do it before the envelopes are placed in the box. Also collect any other materials from the subjects.

The envelopes should be taken to a Core member of the team who is outside the room. The Core member should open the personal envelopes and enter and record the number of red tokens for each subject. The Core member should then open the <local> envelope, enter and record the number of red tokens, check the group assignment and calculate the share obtained by the S. The personal tokens and the Ss group share should be filled out on the decision record slip of paper for each participant.

The data for each participant's choices and payment should also be entered onto the session spreadsheet.

Now that everyone's decision has been made, the envelopes will be matched with other people and how much money you receive will be calculated. It will take a while to do this. At the end of the session you will be given an envelope with your payment.

DECISION TWO.

You have now finished the first decision. The second decision is slightly different, so please listen very carefully. In this decision you will have 10 blue tokens and 3 envelopes. Once again you will be paid <$.50> for each blue (colored) token.

In this decision you will be randomly mixed with different groups of people. The first group will be similar to the first decision. You will be mixed with three other people from this local area. It is very likely that this will be three different people than the first time. The second group will be composed of 12 people. It will include the three local people, plus two other groups of four people from other areas in this country.

As with the first decision, the blue tokens you put in your "Personal" envelope will be yours and not divided with anyone else. Second the blue tokens you and the others put into the <Local> envelope will be doubled and you will get a 1/4 share from the local group. Finally you have a <COUNTRY NAME> envelope. The blue tokens that all 12 people put into those envelopes will be tripled. You will get an equal share of the tripled amount.

> *The assistant hands out the bundle of materials (including the example sheet for Decision 2); Ss each get a bundle.*

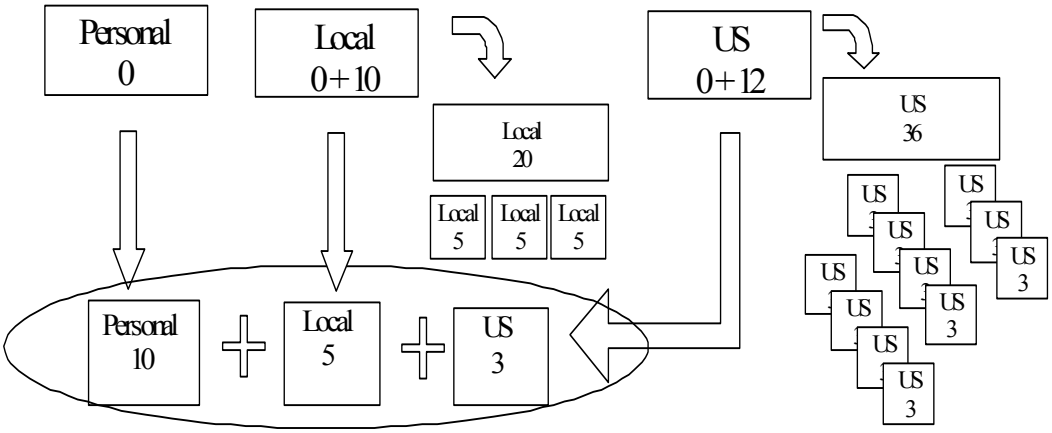
Your task is to put 10 tokens in the envelopes. You can put them in any combination that you please. My assistant will now hand out these materials. You should get 10 blue tokens and 3 envelopes. You should have 10 blue tokens (each of which are worth <$.50> to you and everyone else). Your tokens are in your "Personal" envelope. Please take them out and count them to make certain you have 10.

Please remove an ID sticker and put one on each of the three envelopes. Please do this now and make certain it is in the upper right corner.

Please follow along with the examples that have been handed out to you. For example 1 suppose you put 10 blue tokens in your "Personal" envelope, others put 10 blue tokens into their <Local> envelopes and 12 blue tokens were put into the <COUNTRY NAME> envelopes. How much would you receive?

Example 1

You put 10 blue tokens in your "Personal" envelope. Others put a total of 10 blue tokens in their <Local> envelopes. Finally, 12 blue tokens are put in the "US" envelopes. Those "US" envelope tokens are tripled and you get an equal share.

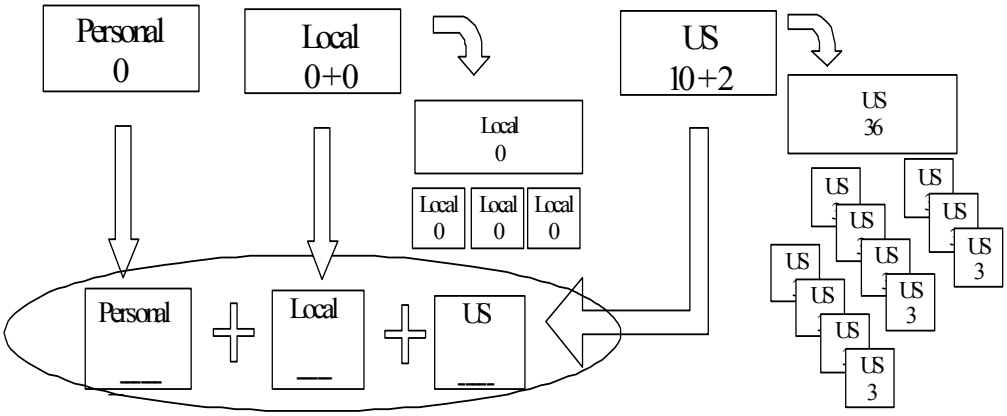


This is a little complicated, but is easy to figure out. First you would get 10 tokens from your "Personal" envelope. Second you would get 5 tokens from the <Local> share (the 10 tokens would be doubled and your share is 5). Finally you would get 3 tokens from the <COUNTRY NAME> share (the 12 tokens would be tripled to 36 and divided by 12, you get 3). Your total is 18 blue tokens and for that you would receive <$9.00≥. Note that every other member of your local group would get 5 tokens from the local share and 3 from their share of the <COUNTRY NAME> one, but the total tokens received by each of them would depend on the number of tokens allocated to the Personal envelope.

Here's another example (#2). Suppose you put your 10 blue tokens in the <COUNTRY NAME> envelope and 2 other tokens were put into the <COUNTRY NAME> envelope. No tokens were put into the local envelopes. How much would you receive? Go ahead and write on your example if you would like.

Example 2

You put 0 blue tokens in your "Personal" envelope. Others put 0 blue tokens in their <Local> envelopes. Finally, 12 blue tokens are put in the "US" envelopes.



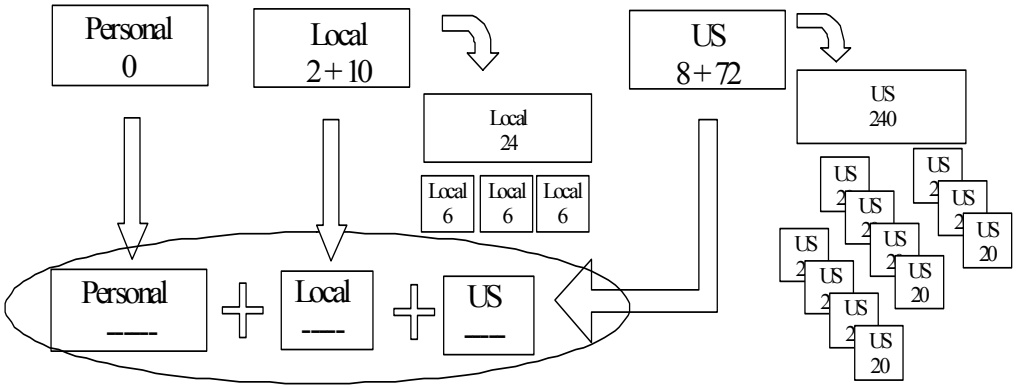
Pause and wait for participant to come up with an answer…

You would get nothing from your "Personal" envelope. Because no one else put anything into their <Local> envelopes you would get no share from that. Finally, the 12 blue tokens in the <COUNTRY NAME> envelopes would be tripled and your share would be 3 tokens. You would receive <$1.50>.

In the final example (#3) suppose you put no blue tokens in your "Personal" envelope, you put 2 tokens in your local envelope and the other three people put 10 blue tokens in their <Local> envelopes for a total of 12, and you and the other 11 people put a total of 80 blue tokens into their <COUNTRY NAME> envelopes. How much would you receive?

Example 3

You put 0 blue tokens in your "Personal" envelope. You and the others put a total of 12 blue tokens in their <Local> envelopes. Finally, 80 blue tokens are put in the "US" envelopes.



Wait for participant to come up with an answer…

Once again you would get nothing from your "Personal" envelope. The 12 tokens in the local envelopes would be doubled and your share (1/4) would be 6. In the <COUNTRY NAME> envelopes there are 80 blue tokens. These are tripled to 240 and your share ($1/12^{th}$) is 20 blue tokens. For this you would receive a total of 26 tokens, worth <$13.00>. Again, does everyone understand how this result was obtained? These three examples show that what you get depends both on what you and everyone else does. Please take a minute to go through the examples.

Pause for one minute while people look over their materials.

Now it is time for you to make your decision. You can put any combination of tokens into the 3 envelopes. Remember that the blue tokens you put into your "Personal" envelope are yours and will not be divided among any others. Whatever you and the three other people from around this area put into the <Local> envelopes will be doubled. Each of you will get an equal share of that amount. Whatever you put into the <COUNTRY NAME> envelope will be tripled. You and 11 others will get an equal share of that amount. Please make your decision, DO NOT seal the envelopes and put the materials on top of your [desk/box]. My assistant will come around and collect your envelopes. The assistant will check to make certain you have put your ID number in the upper right corner of all three of your envelopes. When you are finished, please put all of your materials on top of your [box/desk].

> *The envelopes will be put into a box marked Decision 2. The assistant should double check each envelope to make certain that it has an ID number attached to it. If not, ask the subject to do it before the envelopes are placed in the box. Collect all materials.*
>
> *The envelopes should be taken to a Core member of the team who is outside the room. The Core member should open the personal envelopes, enter and record the personal decision for each subject. The Core member should then open the local envelope, enter and record the number of blue tokens, check the group assignment, and calculate the share obtained by the Ss. The group total and the Ss share should be filled out on the decision slip of paper and the session log. Finally the <COUNTRY NAME> envelope should be opened, the appropriate information recorded and group totals calculated under the matching routine. The group total and the Ss share should be filled out on the decision slip and the session log.*

Now that everyone's decision has been made, the envelopes will be matched with other people and how much you money you receive will be calculated. It will take a while to do this. At the end of the session you will be given your payment in an envelope.

DECISION THREE.

You have now finished the second decision. The third decision is similar, but it has some changes, so please listen very carefully. In this decision you will have 10 yellow tokens and 3 envelopes. Once again you will be paid <$.50> for each yellow (colored) token.

In this decision you will be randomly mixed with different groups of people. First you will be mixed with three other people from this local area. It is very likely that it will be three people who are different from your first or second decision. The second group will be composed of 12 people. It will include the same three local people, plus two other groups of four people from countries around the world.

As I told you at the beginning, this research is being conducted by an international team. This study is being conducted with participants from all parts of the world, including Asia, Africa, Europe, and North and South America. The team is collecting decisions made by other people who are facing the same choices as you, and they are sending their results back to a central administrator who will tell us what different groups have decided to do. Your decision will be randomly mixed with what other people have done and this will determine your final payment. Your decisions will also affect the payments of the others in your group.

As with the second decision, the yellow tokens you put in your "Personal" envelope will be yours and not divided with anyone else. Second the yellow tokens you and the others put into the <Local> envelope will be doubled and you will get a 1/4 share from the local group. Finally you have a <WORLD> envelope. The yellow tokens that you and 11 other people put into those envelopes will be tripled. You will get an equal share of the tripled amount. The materials that my assistant will now hand out are similar to what you received for the previous decision. Please look these over and be sure that you understand before you begin.

Hand out Decision 3 materials.

Your task is to put your 10 tokens in the envelopes. You can put any combination of tokens into the 3 envelopes. You should have 10 yellow tokens (each of which are worth <$.50> to you and everyone else). Your tokens are in your "Personal" envelope. Please take them out and count them to make certain you have 10.

Please remove an ID sticker and put one on each of the three envelopes. Please do this now and make certain it is in the upper right corner.

Now it is time for you to make your decision. Remember that the yellow tokens you put into your "Personal" envelope are yours and will not be divided among any others. Whatever you and the three other people from around this area put into the <Local> envelopes will be doubled. Each of you will get an equal share of that amount. Whatever you put into the <WORLD> envelope will be tripled. You and 11 others will get an equal share of that amount. Please make your decision, DO NOT seal the

envelopes and put the materials on top of your [desk/box]. My assistant will come around and collect your envelopes. The assistant will check to make certain you have put your ID number in the upper right corner of all three of your envelopes. When you are finished, please place all your materials on top of your [box/desk].

The envelopes will be put into a yellow box marked Decision 3. The assistant should double check each envelope to make certain that it has an ID number attached to it. If not, ask the subject to do it before the envelopes are placed in the box. Collect all materials.

The envelopes should be taken to a Core member of the team who is outside the room. The Core member should open the personal envelopes, enter and record the personal decision for each subject. The Core member should then open the local envelope, enter and record the number of yellow tokens; check the group assignment and calculate the share obtained by the S. The group total and the Ss share should be filled out on the decision slip and the session log sheet. Finally the world envelope should be opened, the appropriate information entered and recorded and group totals calculated under the matching routine. The group total and the Ss share should be filled out on the decision slip and the session log.

The core member then combines information from all three decisions for each participant and calculates their total payment, which is recorded on the decision slip for that participant (and on the session log sheet). The decision slip is put into an envelope, along with the total payment in money (rounded to the nearest whole number) and labeled with the participant ID number.

You have now finished making your decisions with others. Before you are given the payments from your decisions, I am going to have my assistant pass out a questionnaire. This questionnaire will help us get more information about the people who participated in the decisions. Your questionnaire will have only your ID number. We will not know who you are and how you responded. Please be as honest as you can with your answers.

The assistant passes out the questionnaire, with the expectancy measures first.

Please take the sticker off of your ID card and put it in the upper right corner of the first page of the questionnaire you have been handed. When you are finished, please place your questionnaire and pen on top of your [box/desk]. Once everyone is finished, we will wait while the payment calculations are being completed.

When all participants are finished they can be brought out one at a time, with their questionnaire, The questionnaire can serve as the "passport" out of the experiment;tt needs to have an ID on it for the subject to collect a pay envelope. The experimenter will then give the participant the payment envelope which matches the participant's ID#.

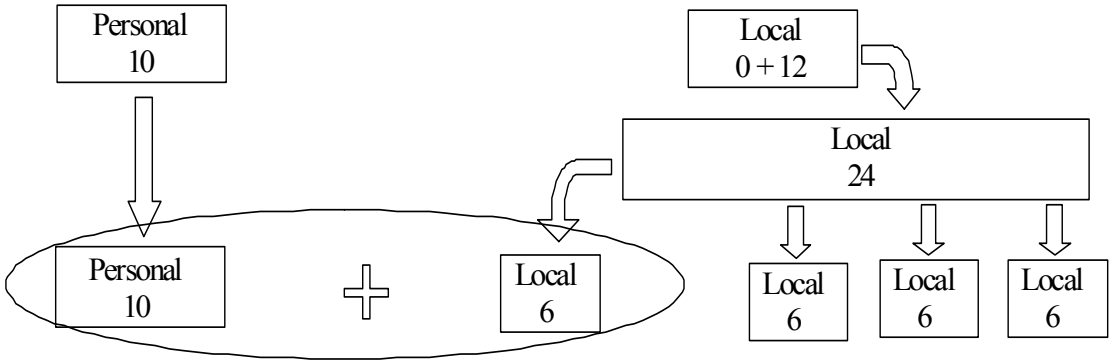
Participants should then count and verify that they have received the amount listed on the decision slip which is in the envelope, and the experimenter will fill

in the participant's ID number on the log sheet, the amount received, and then put his/her initials next to it. The experimenter will then cover that particular line of the log sheet and the next participant will come in.

Decision 1

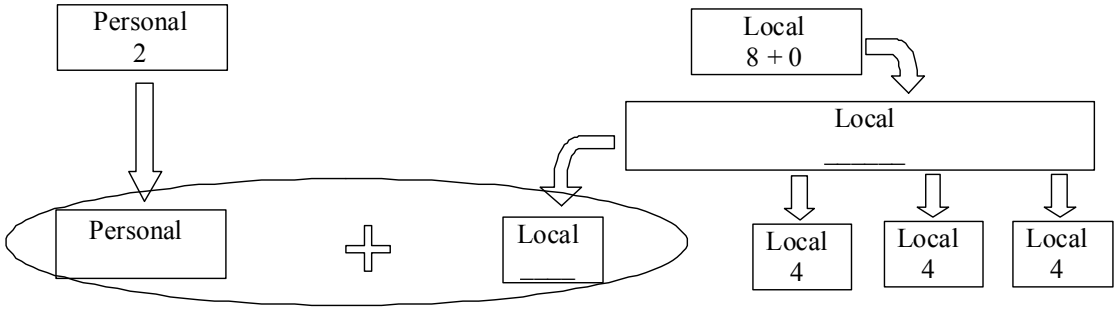
Example 1

You put 10 red tokens in your "Personal" envelope. Others put a total of 12 red tokens in their <Local> envelopes. Those <Local> envelope tokens are doubled and you get an equal share.



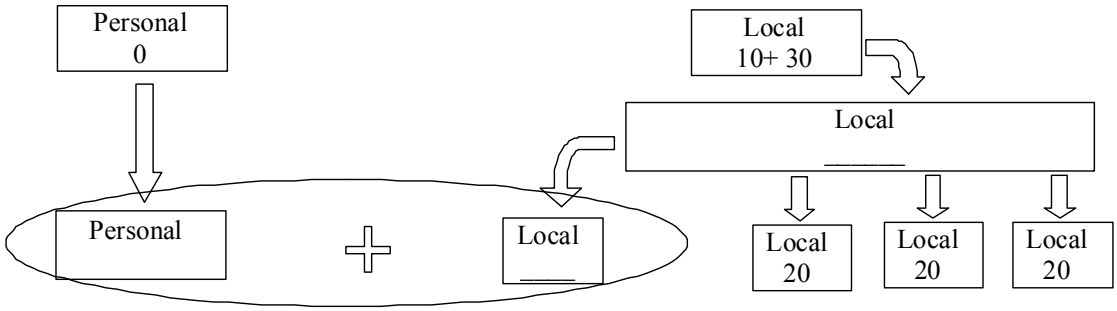
Example 2

You put 2 red tokens in your "Personal" envelope. Others put 0 red tokens in their <Local> envelopes.



Example 3

You put 0 red tokens in your "Personal" envelope. Others put 30 red tokens in their <Local> envelopes.


Personal
0
Local
10+ 30
Local
Personal
Local
Local
20
Local
20
Local
20

ID

Decision 1

Please check the correct box for each question.

1. What happens when a red token is put into the <Local> envelope?

θ Nothing
θ The token is cut in half
θ The token is doubled
θ The token is tripled

2. How many people, including you, are in the <Local> group?

θ Two people
θ Three people
θ Four people
θ Five people

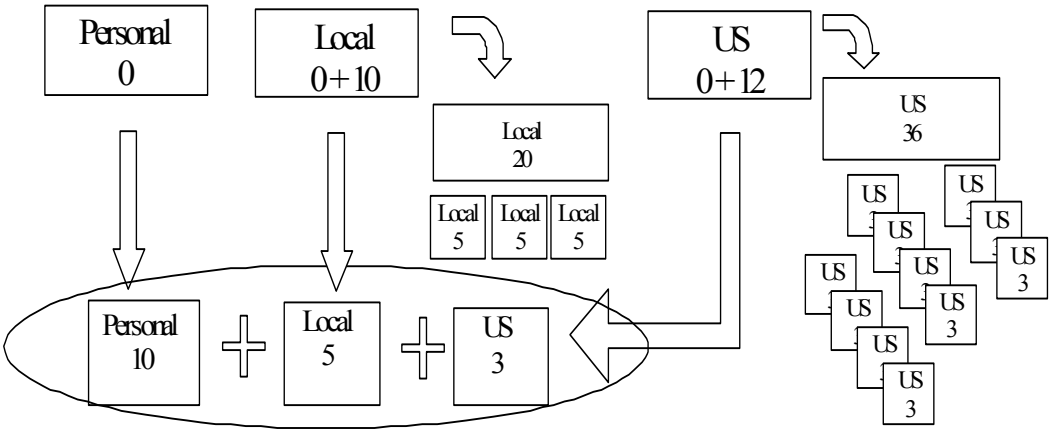
3. Everyone gets an equal share of the <Local> envelope.

θ True
θ False

Decision 2

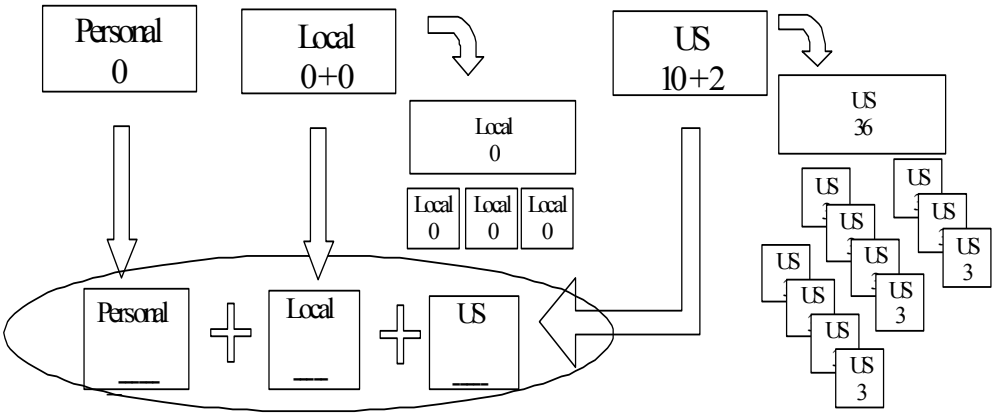
Example 1

You put 10 blue tokens in your “Personal” envelope. Others put a total of 10 blue tokens in their <Local> envelopes. Finally, 12 blue tokens are put in the “US” envelopes. Those “US” envelope tokens are tripled and you get an equal share.



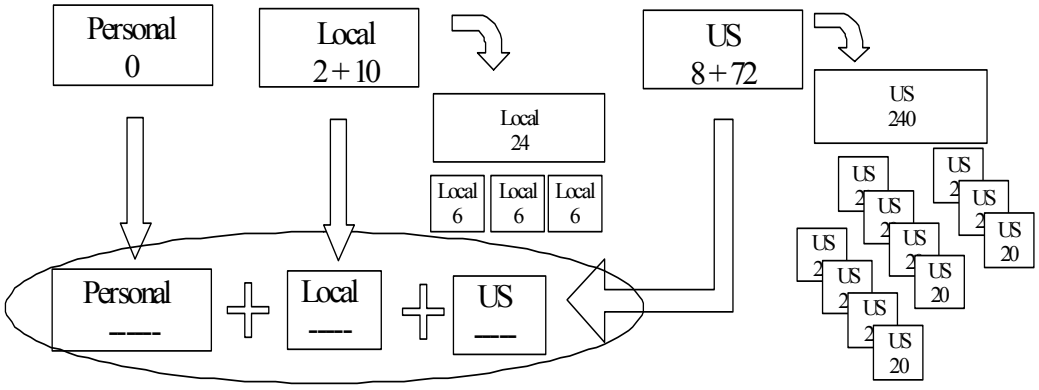
Example 2

You put 0 blue tokens in your “Personal” envelope. Others put 0 blue tokens in their <Local> envelopes. Finally, 12 blue tokens are put in the “US” envelopes.



Example 3

You put 0 blue tokens in your “Personal” envelope. You and the others put a total of 12 blue tokens in their <Local> envelopes. Finally, 80 blue tokens are put in the “US” envelopes.


Personal
0
Local
2+10
Local
24
Local
6
Local
6
Local
6
US
8+72
US
240
US
20
Personal
Local
US

ID

Decision 1		
	Earnings from Decision 2	_____
Decision 2		
	Earnings from Decision 2	_____
Decision 3		
	Earnings from Decision 3	_____
Total Experiment Earnings in this Envelope	(rounded)	_____
Show-up Fee		_____
Total Amount of Money Claimed by Participant	(rounded)	_____

ID

In Decision 1 you had 10 red tokens. So did everyone else. You could put your tokens into your "Personal" envelope or into your <Local> envelope. The other three people in your local group could also choose to put tokens into their own personal envelope or into the <Local> envelope. Please answer the following questions.

1. How much do you think the other three people put into the <Local> envelopes in total (there is a maximum of 30 red tokens that they could put into them):
   _____

2. How much money do you expect to receive from the <Local> envelope that will be returned to you: _____

3. How much did you feel you were obliged to put money in the <Local> envelope, no matter what other people in the group did? (check one response)

____Not at all obliged
___ Somewhat obliged
__ Strongly obliged

In Decision 2 you had 10 blue tokens. So did everyone else. You could put your tokens into your "Personal" envelope, into your <Local> envelope or into the <*COUNTRY NAME*> envelope. Please answer the following questions.

1. How much do you think the other three people in your local group put into their <Local> envelopes (a maximum of 30 blue tokens that could be put into them): _____

2. How much do you think the other 11 people in your <*COUNTRY NAME*> put into the "US" envelopes in total (a maximum of 110 blue tokens could be put into them): _____

3. How much did you feel you were obliged to put money in the <*COUNTRY NAME*>envelope, no matter what other people in the group did? (check one response)
___Not at all obliged
___Somewhat obliged
__Strongly obliged

In Decision 3 you had 10 yellow tokens. So did everyone else. You could put your tokens into your "Personal" envelope, into your <Local> envelope or into the "World" envelope. Please answer the following questions.

1. How much do you think was put into the <Local> envelopes by the other three people in your local group (a maximum of 30 yellow tokens that could be put into them): _____

2. How much do you think was put into all of the "World" envelopes by the other 11 people in your group (a maximum of 110 yellow tokens could be put into them): _____

3. How much did you feel you were obliged to put money in the WORLD envelope, no matter what other people in the group did? (check one response)

___Not at all obliged
___Somewhat obliged
__Strongly obliged

References

1. B. Lockwood, M. Redoano, 2005 (http://www2.warwick.ac.uk/fac/soc/csgr/index/).

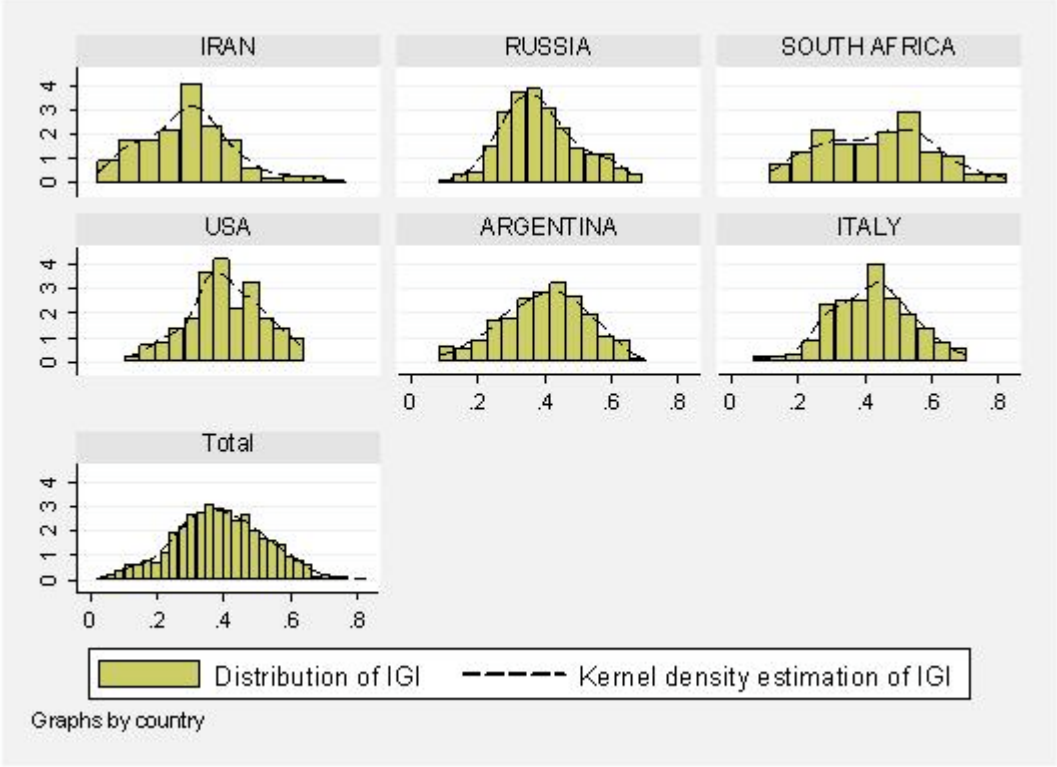
2. Ledyard J (1995) In: *Handbook of Experimental Economics*, eds Kagel J, Roth A (Princeton University Press, Princeton).

3. D. Kaufmann, A. Kraay, M. Mastruzzi, working paper, 2007 (http://papers.ssrn.com/sol3/papers.cfm?abstract_id=999979).

4. The European Values Study Foundation and World Values Survey Association, 1981-2004, v.20060423, 2006 (www.worldvaluessurvey.org).

5. Herrman B, Thöni C, Gächter S (2008) Antisocial punishment across societies. *Science* 319: 1362-1367.

Figure S1: Distributions of the Individual Globalization Index (IGI) by country



Note: The kernel density estimate reported in the graphs have been obtained using the Epanechnikov kernel function with optimal width.

Table S1: List of variables included in the CGI (Panel A) and Country scores for each sub-index, CGI, and ordinal ranking (Panel B)

Panel A

Sub-Index	Variables
Economic globalization	Trade
	Foreign Direct Investment
	Portfolio Investment
	Non-residents income and income of residents working abroad
Social globalization (People)	Stock of Foreign Population
	Flow of Foreign Population
	Worker Remittances
	Tourists
Social globalization (Ideas)	Phone calls
	Internet users
	Films
	Books and newspapers
	Mail
Political globalization	Embassies
	UN Missions
	Organisations

Panel B

Country	Economic Globalization Score	Social Globalization Score	Political Globalization Score	CGI	Ordinal ranking
Singapore	*0.43*	*0.99*	*0.26*	*0.95*	*1*
USA	0.13	0.55	0.87	0.87	5
ITALY	0.13	0.40	0.71	0.67	13
RUSSIA	0.16	0.12	0.85	0.60	19
ARGENTINA	0.12	0.12	0.55	0.38	37
SOUTH AFRICA	0.14	0.07	0.51	0.34	48
IRAN	0.13	0.02	0.35	0.20	74
Samoa	*0.09*	*0.05*	*0.09*	*0.04*	*104*

Table S2: Descriptive statistics of country samples

Country/ Statistics	Obs.	Income [1=Highest Decile in a country's income distribution]	Education [1=Higest educational attainment]	Age	Gender [1=All females]	IGI [1=Most globalized]	CGI [1=Most globalized]
IRAN	159						
Mean		0.308	0.428	38.363	0.503	0.286	0.20
St. Dev.		0.23	0.24	16.27	0.50	0.14	
Median		0.333	0.6	37		0.282	
SOUTH AFRICA	159						
Mean		0.576	0.347	36.979	0.648	0.410	0.34
St. Dev.		0.31	0.21	16.18	0.48	0.17	
Median		0.556	0.2	31		0.404	
ARGENTINA	195						
Mean		0.700	0.322	39.416	0.571	0.397	0.38
St. Dev.		0.27	0.21	11.98	0.50	0.13	
Median		0.778	0.2	39		0.411	
RUSSIA	196						
Mean		0.570	0.437	40.709	0.565	0.390	0.60
St. Dev.		0.30	0.17	14.53	0.50	0.12	
Median		0.556	0.4	42		0.375	
ITALY	187						
Mean		0.499	0.419	40.390	0.520	0.417	0.67
St. Dev.		0.29	0.14	14.30	0.50	0.12	0.00
Median		0.444	0.4	40		0.419	
USA	164						
Mean		0.362	0.402	40.586	0.465	0.406	0.87
St. Dev.		0.25	0.24	15.71	0.50	0.11	
Median		0.333	0.4	40		0.394	
Total	1029						
Mean		0.507	0.394	39.532	0.543	0.385	0.52
St. Dev.		0.31	0.21	14.80	0.50	0.14	0.22
Median		0.444	0.4	39		0.383	

Notes: All the variables apart from Age are scaled on the [0 , 1] interval.
Income denotes the income decile to which a subject responded s/he belongs within his/her country income distribution. It is therefore to be understood as a country-specific measure. See Section 4, Question 38.
Education is the highest level of education attained by an individual. See Section 4, Question 32.
Age is the participant's age. See Section 4, Question 31.
Gender: See Section 4, Question 30.
IGI is the score for the Individual-Level Globalization Index. See Section 2 and 4.
CGI is the score for the Country-level Globalization Index. See Section 1.

Table S3: Correlations among Demographic Variables and Globalization Indexes

	Education	Gender	Age	Income	IGI	CGI
Education	1					
Gender	0.0021 *(0.9448)*	1				
Age	0.0253 *(0.4042)*	0.0521 *(0.0856)*	1			
Income	0.1811*** *(0.000)*	-0.0526 *(0.0886)*	0.0615** *(0.0469)*	1		
IGI	0.3165*** *(0.000)*	-0.0441 *(0.1442)*	-0.1124*** *(0.0002)*	0.3573*** *(0.000)*	1	
CGI	0.0646** *(0.0321)*	-0.0507 *(0.0934)*	0.0682** *(0.0243)*	-0.0523 *(0.0895)*	0.2266*** *0*	1

Note: P-values of the correlation reported in parenthesis.
* = P-value<0.1; ** = P-value<0.05; *** = P-value<0.01.

Table S4: Summary of parameters in experimental decisions

Decision	Type of game	Type of interaction	Accounts available to the subject	Parameters of the interaction
L	MSC at the Local level	Non-Nested	Personal	
			Local	N=4, MPCR=0.5 MSR=2
N	MSC at the Local/National level	Nested	Personal	
			Local	N=4, MPCR=0.5 MSR=2
			National	N=12, MPCR=0.25 MSR=3
W	MSC at the Local/World level	Nested	Personal	
			Local	N=4, MPCR=0.5 MLSR=2
			World	N=12, MPCR=0.25 MSR=3

Note: N=Number of subjects per group; MPCR = Marginal per Capita Returns; MSR= Marginal Social Returns.

Table S5: Pairwise Mann-Whitney Tests on equality of distributions for contributions to the World Account and the Local account

	USA		ITA		RUS		ARG		SAF	
	WORLD	**LOCAL**	**WORLD**	**LOCAL**	**WORLD**	**LOCAL**	**WORLD**	**LOCAL**	**WORLD**	**LOCAL**
ITA	-4.095***	1.751*								
	(0.000)	*(0.080)*								
RUS	-3.609***	1.841*	0.867	0.063						
	(0.000)	*(0.066)*	*(0.386)*	*(0.950)*						
ARG	-6.221***	4.223***	-3.573***	3.076***	-3.693***	3.190***				
	(0.000)	*(0.000)*	*(0.000)*	*(0.002)*	*(0.001)*	*(0.001)*				
SAF	-6.399***	4.308***	-2.159**	3.060***	-3.353***	3.169***	0.777	-0.562		
	(0.000)	*(0.000)*	*(0.0301)*	*(0.002)*	*(0.001)*	*(0.002)*	*(0.437)*	*(0.574)*		
IRN	-6.770***	1.530	-3.416***	0.183	-4.349***	0.189	-0.984	-2.903***	-1.777*	-2.691***
	(0.000)	*(0.126)*	*(0.001)*	*(0.855)*	*(0.000)*	*(0.850)*	*(0.325)*	*(0.004)*	*(0.076)*	*(0.007)*
Obs.	171		205		207		201		159	

Note: A cell (i , j) reports the z-statistic for the null hypothesis of equality in the distribution of contributions between country *i* and country *j*. The corresponding P-value is reported in parentheses. A positive (negative) z-statistics means that the average contribution in country *i* (row entry) is higher (lower) than in country *j* (column entry). * = P-value<0.1; ** = P-value<0.05; *** = P-value<0.01.
The tests have been conducted on the whole sample of participants. This is larger than the sample used in the subsequent econometric analysis (see Tables S8 and S9) because of missing responses in the questionnaire.

Table S6: Table of Spearman Correlations between mean contributions to the World and Local Accounts and other Macro-indicators

	Rule of Law	Voice & Accounta-bility	Generalized Trust	Norms of Civic Cooperation Index	Gdp per capita	Gini Index	Foreign Policy Globalization Ranking	CSGR Globalization Index (CGI)	Average Contribution to World Account
Rule of Law	1								
Voice & Accountability	0.8857**	1							
	0.0188								
Generalized Trust	0.3714	0.0857	1						
	0.4685	*0.8717*							
Norms of Civic Cooperation Index	0.0286	-0.2	-0.3143	1					
	0.9572	*0.704*	*0.5441*						
Gdp per capita	0.8857**	0.8857**	0.0857	-0.0857	1				
	0.0188	*0.0188*	*0.8717*	*0.8717*					
Gini Index	-0.4286	-0.4286	-0.0286	-0.2571	-0.4286	1			
	0.3965	*0.3965*	*0.9572*	*0.6228*	*0.3965*				
Foreign Policy Globalization Index	-0.7143	-0.7714	0.0286	0.1429	0.9429***	0.5429	1		
	0.1108	*0.0724*	*0.9572*	*0.7872*	*0.0048*	*0.2657*			
CSGR Globalization Index	0.6	0.7143	0.0857	-0.3714	0.8286**	-0.6	-0.9429***	1	
	0.208	*0.1108*	*0.8717*	*0.4685*	*0.0416*	*0.208*	*0.0048*		
Average Contribution to World Account	0.3714	0.4857	0.1429	-0.5429	0.6571	-0.4286	-0.8286**	0.9429***	1
	0.4685	*0.3287*	*0.7872*	*0.2657*	*0.1562*	*0.3965*	*0.0416*	*0.0048*	
Average Contribution to Local Account	-0.1429	0.0857	-0.6571	0.0286	-0.0286	0.6	0.1429	-0.3143	-0.3714
	0.7872	*0.8717*	*0.1562*	*0.9572*	*0.9572*	*0.2080*	*0.7872*	*0.5441*	*0.4685*

Notes: p-value of the correlation reported under the Spearman ρ. * = P-value<0.1; ** = P-value<0.05; *** = P-value<0.01

Sources and Notes on Indicators for Table S6:

Rule of Law: Derived from the Worldwide Governance Indicators (WGI) (3). It measures (A) Judicial Independence: An assessment of how far the state and other outside actors can influence and distort the legal system. This will determine the level of legal impartiality investors can expect; and (B) Crime: How much of a threat businesses face from crime such as kidnapping, extortion, street violence, burglary and so on.
Voice and Accountability: Derived from WGI. It measures: (A) Institutional permanence: An assessment of how mature and well-established the political system is. It is also an assessment of how far political opposition operates within the system or attempts to undermine it from outside; and (B) Representativeness: How well the population and organised interests can make their voices heard in the political system. Provided representation is handled fairly and effectively, it will ensure greater stability and better designed policies.
Generalized Trust: Derived from the mean responses by participants in our research. It measures the percentage of interviewees in each country who answered "Most people can be trusted" to the following question "Generally speaking, would you say that most people can be trusted or that you need to be very careful in dealing with people?". The only alternative answer was "Can´t be too careful".
Norms of Civic Cooperation Index: Derived from the World Value Survey (WVS) *(4)*. Following Herrmann *et al.* (2008) *(5)*, this index measures the aversion within citizens of a country to modes of behaviour damaging civic cooperation. The index is the mean over the percentage of interviewees who answered that the following behaviors are "never justifiable": "Avoiding a fare on public transport"; "Cheating on taxes if you have a chance"; "Claiming government benefits to which you are not entitled". This answer was the first available option over a 10-point scale.
Gdp per capita: From the World Development Indicators (WDI), World Bank (2007).
Gini Index: From the World Income Inequality Database (WIID), World Institute for Development Economics Research (WIDER) (2007), United Nations University, Helsinki.
Foreign Policy Globalization Index: Derived from A.T. Kerney/Foreign Policy Globalization Index. (2005). Available at: http://www.foreignpolicy.com/index.php. It constructs a ranking of countries based on their level of globalization along the economic, social, and political dimensions.
CSGR Globalization Index: See Section 1.
Average Contribution to World Account: It is the country mean of contributions to the World account in Decision W in our experiments, See section 3, Table S5, and paper.
Average Contribution to Local Account: It is the country mean of contributions to the Local account in Decision W in our experiments, section 3, Table S5, and paper.

Table S7: Descriptive statistics for contributions to collective accounts and their difference

		IRN	SAF	ARG	RUS	ITA	USA	TOTAL
Contributions to World	Mean	3.485	3.805	3.806	4.700	4.488	5.795	4.354
Account in Decision W	Std. Dev.	2.85	1.98	2.84	2.66	2.87	3.16	2.86
Contributions to Local	Mean	2.433	2.931	3.219	2.444	2.493	2.175	2.619
Account in Decision W	Std. Dev.	1.85	1.26	2.37	1.65	1.88	2.05	1.92
Contributions to Local	Mean	4.855	5.579	6.383	6.469	6.073	7.485	6.161
Account in Decision L	Std. Dev.	3.164	2.32	2.61	2.57	2.90	2.53	2.80
Obs.	N	159	126	195	196	187	164	1027

Note: See section 3, Table S5, and paper, for description of variables.

Table S8: Ordered Logistic Regression on contributions to the World Account (panel A), and Marginal elasticity of probability of outcomes in Decision W with respect to IGI and LOCAL 1 (Panel B)

Panel A

	Coefficient	z	P>|z|
Income	0.0834	0.320	0.753
	(0.26)		
Education	0.444	1.350	0.177
	(0.33)		
Gender	0.0686	0.650	0.518
	(0.11)		
Age	-0.00225	-0.560	0.573
	(0.004)		
Local 1	0.385***	12.410	0.000
	(0.031)		
IGI	1.321**	2.140	0.033
	(0.62)		
N	1027		
Chi^2(22)	333.4		
P>Chi^2	0.000		
Pseudo R^2	0.0814		

Panel B

Outcomes	**10**	**9**	**8**	**7**	**6**	**5**	**4**	**3**	**2**	**1**	**0**
Marginal Elasticity IGI	0.477	0.437	0.410	0.410	0.067	0.175	-0.001	-0.206	-0.372	-0.434	-0.480
Std. Err.	(0.22)**	(0.20)**	(0.19)**	(0.19)**	(0.03)**	(0.08)**	(0.01)	(0.09)**	(0.17)**	(0.20)**	(0.22)**
Marginal Elasticity LOCAL L	2.234	2.044	1.917	1.917	0.020	0.818	-0.004	-0.963	-1.741	-2.032	-2.245
Std. Err.	(0.18)***	(0.17)***	(0.16)***	(0.16)***	(0.00)***	(0.10)***	(0.06)	(0.11)***	(0.17)***	(0.19)***	(0.19)***

Notes to Panel A: The dependent variable is the number of tokens contributed to the World account in Decision W. 17 dummy variables identifying the locations where the research has been conducted have also been included in the model. Descriptive statistics for dependent and independent variables decomposed by country can be found in TableS3 and Table S8. Standard errors robust to heteroschedasticity clustered per sessions are reported in parenthesis. Stars denote significance levels as follows: * = P-value<0.1; ** = P-value<0.05; *** = P-value<0.01.

Notes to Panel B: Marginal elasticity for IGI and LOCAL L derived from regression analysis as of Table S9a. All other regression variables have been set at their mean values. The elasticities have been calculated in the form of d(lny)/d(lnx).
Standard error of marginal effects reported in parenthesis. * = P-value<0.1; ** = P-value<0.05; *** = P-value<0.01