

MobLab

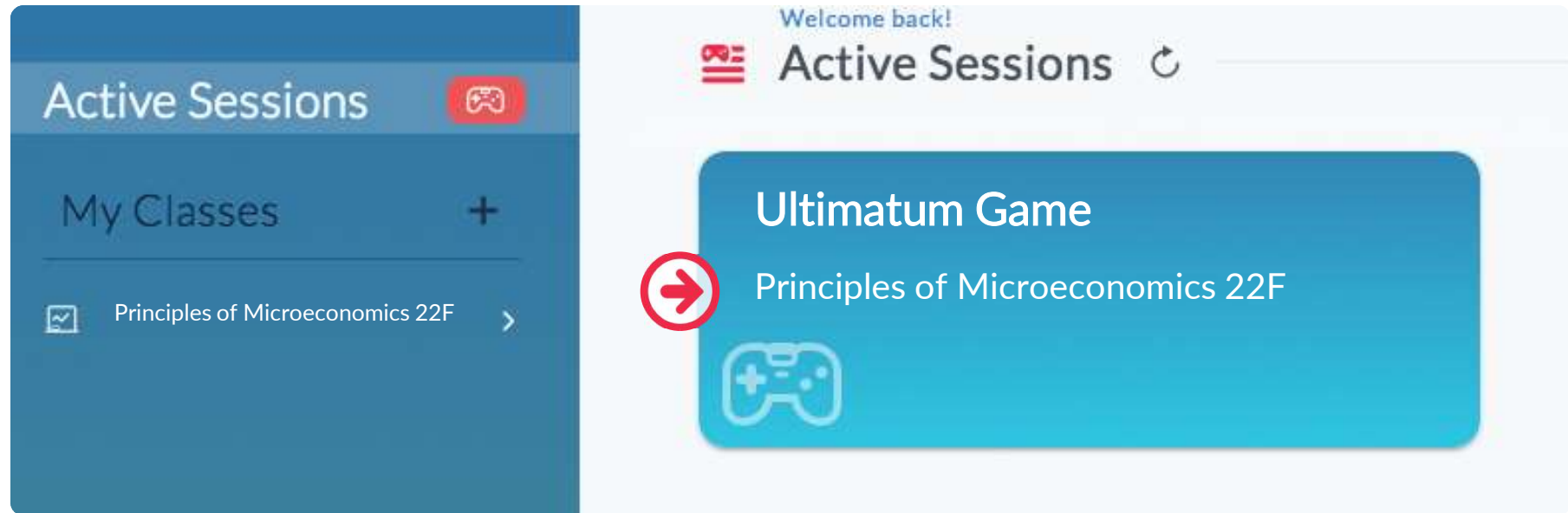
A playground for decisions



Ultimatum Game

Preferences for Justice

Enter the Activity





Ultimatum Game





Game Instructions

Ultimatum Game





Groups of 1 proposer and 1 responder.

Proposer



Responder



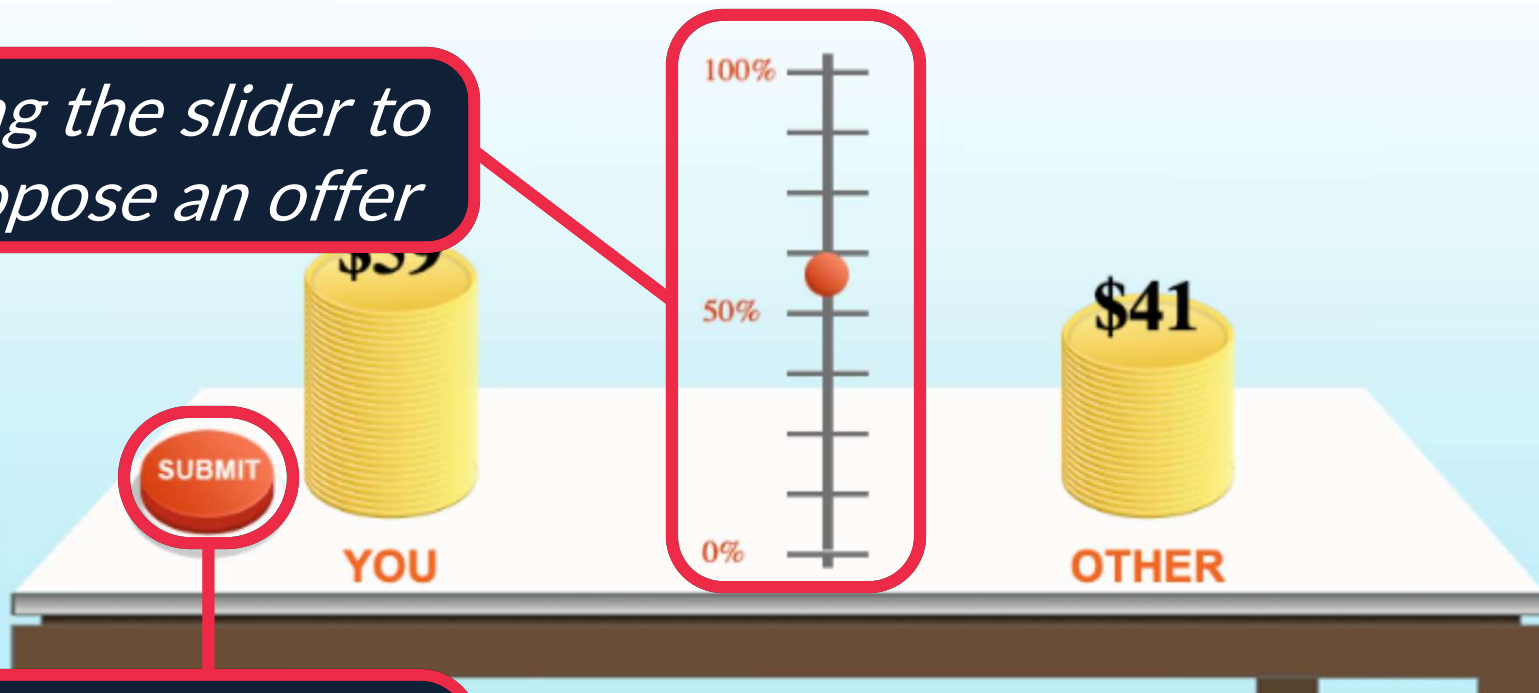


Proposer

Ultimatum

You and a player are dividing a stack of coins. If the other player rejects your proposal, you both get nothing. How much will you offer?

Drag the slider to propose an offer



Press submit to finalize

1/1

03:13



Responder

Ultimatum

You and a player are dividing a stack of coins. If you reject the other player's proposal, you both get nothing.



Rejecting the proposer's offer earns both players a payoff of zero.



Pre-Game Survey

Ultimatum Game





How much would the proposer and responder receive?

Ultimatum

You and a player are dividing a stack of coins. If the other player rejects your proposal, you both get nothing. How much will you offer?

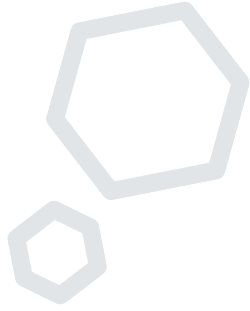




How much would the proposer and responder receive?



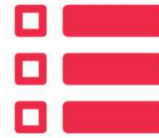
Rejecting the proposer's offer earns both player 0



Game Time!

Ultimatum Game





Post-Game Survey

Ultimatum



Why might a responder reject an offer even when it is greater than zero?

Some examples:

- A feeling of unfairness / unjustness
- Utility or preference for vengeance or retribution
- Preservation of social or cultural norms



Results Discussion

Ultimatum Game





Concept Review

Ultimatum Game





Key Takeaways

- If a Responder is profit maximizing, game theory predicts:
 - The Responder will accept any offer greater than zero
- We often see Responders rejecting positive offers
 - Evidence that individuals consistently have preferences for justice over profit maximization
- Behavioral economics often models justice and other preferences as part of an individual's overall utility.



Completed

Ultimatum Game





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