

個體經濟學原理——課堂實驗(二)：交易互惠實驗(Gains from Trade)  
Principles of Microeconomics - Classroom Experiment (2): Gains from Trade

二至四個人一組，每組都會拿到八張隨機的撲克牌，用以集成下列不同的花色組合換取不同分數：  
You are divided into 20 groups, each getting 8 random cards to earn points by forming these combos:

組合名稱 Combination	規則 Rules	可換分數 Points Earned
同花 Flush	五張牌都屬於同一個花色(紅心、黑桃、方塊或梅花) Five cards from the same suit (Spades, Hearts, Clubs, Diamonds)	1
葫蘆 Full House	五張牌中有三張牌同號，另兩張牌同號 Three cards the same and two cards the same (number) (EX: xxxzz)	2
順 Straight	五張牌連號(J=11, Q=12, K=13, A=1 or 14) Five cards in a sequence (A2345, 23456, ..., 10JQKA, JQKA2)	3
鐵支 Five of a Kind	五張牌全部同號 Five cards the same (number) (EX: xxxxx)	4
同花順 Straight Flush	五張牌連號且屬於同一個花色 Five cards in a sequence and from the same suit	5

實驗者會先發牌、每回合宣佈交易規則讓各組進行交易，最後由各組派代表繳交一個最好的花色組合給實驗者換取分數。每回合的交易時間請各組自行談判決定要交換哪些牌。不得強迫交易，交易之後亦不能反悔，但是在時限內可以多次交易。最後總分除以四，就是該組每個人的實驗分數。

The experimenter will distribute the cards, announce the trading rules at the beginning of each round and then you may start to trade with others. Trades should be voluntary and irreversible. However, you may trade as many times as you want within the time limit. At the end of the round, each group should hand in their “best hand” in return for points. Total points divide by 4 will be the course credits you earn.

**注意：**不同回合能夠交易的對象不同，請注意聽實驗者宣佈現在是第幾回合，可以跟誰交易。

**Note:** Your trading partner is different in each group, so pay attention to the experimenter’s announcements.

規則名稱 Rule Name	交易時間	規則內容(Rules)
自給自足 Autarky	0 分鐘	每一組只能就自己的八張牌進行組合，不得交易。 No trade at all. Every group can only use their own 8 cards to form combos.
鄰居交易 Neighbors	1 分鐘	每一組只能跟相鄰的組別交易。(請勿站起來交易) You may trade with the group you are paired with. (Please do not stand up!)
自由交易 Free Trade	3 分鐘	每一組可以自由選擇教室內任何一組或多組交易。(可自由站起來交易) You may trade with any group in the room. (Feel free to stand up and trade!)

交易互惠實驗紀錄表 Record Sheet for “Gains from Trade”

第\_\_\_\_\_組(Group Number)

回合數 Round	交易規則 Trading Rule	本回合得分 Points Earned	備註 Memo
1	自給自足 Autarky		
2	鄰居交易 Neighbors		
3	自由交易 Free Trade		
	總分 Total		

全組名單 List of Group Members :

Name	Department/Year	ID Number
姓名： _____	系級： _____	學號： _____
姓名： _____	系級： _____	學號： _____
姓名： _____	系級： _____	學號： _____
姓名： _____	系級： _____	學號： _____

Answer the following questions 回答下列問題：

1. Did your points increase each round? How about others? 你們組得分每回合都增加嗎？其他組呢？
2. Where do you think these increases come from? 這些增加的得分是從哪裡來的？
3. If there were always gains from trade, why would people complain about globalization? 如果交易總是有好處，那為什麼還有人反對「全球化」？

#### **In-class Homework: Gains from Trade**

4. Consider two people, Fritz and Lou. Fritz and Lou can produce two goods. They can produce socks and they can produce corn. In a given year, Fritz could produce 500 socks or 1,000 ears of corn. Lou, on the other hand, could produce 25 socks or only five ears of corn.
  - a. What is the opportunity cost for Fritz to produce socks? What about Lou?
  - b. Who has absolute advantage in producing socks? What about corn?
  - c. Can Fritz and Lou both benefit from trade? Why or why not?