

stage

questionnaire 1

1

8 Thaler (independent of stage 2 and 3)

2

“A”s: graph paper

failed

0 Thaler, “A” will not  
take part in stage 3 to 7

completed

10 Thaler

3

“B” devides these 10 Thaler

i

ii

A:2 B:8

A:10 B:0

4

Transfer

2 Thaler for “A”,  
8 Thaler in the envelope

10 Thaler for “A”,  
0 Thaler in the envelope

5

“A”s decide

all: no

no auction

at least 1: yes

6

“A”s bid  
for both auctions

head

tail

auction1: envelope stage 3

auction2: new envelope

7

winner:  
destroys envelope from step 3

winner:  
destroys new envelope

8

questionnaire 2