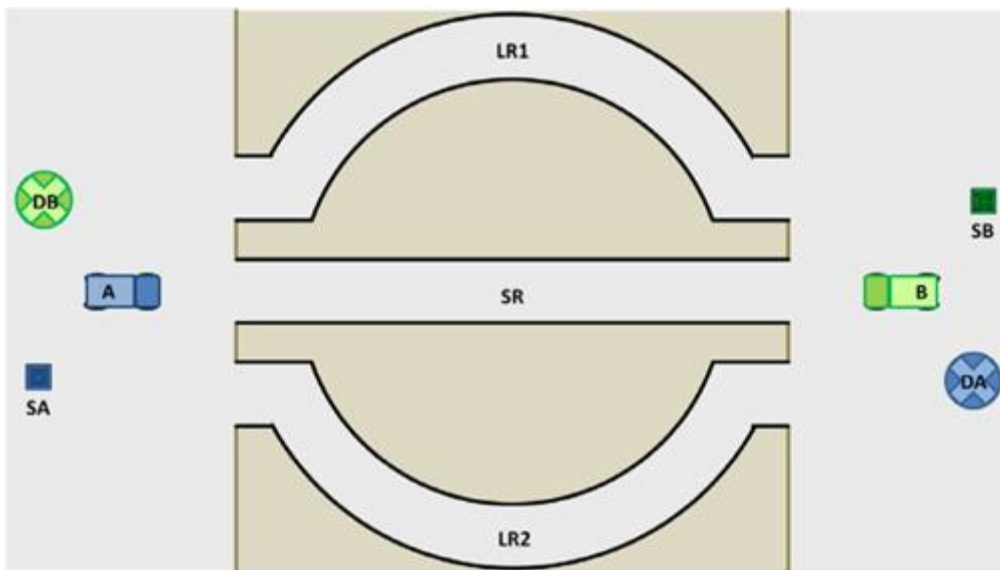# Appendix A

Instructions for the scenario-based version of the Bamberg Trucking Game

Imagine that you own a logistics firm. Your task is to deliver as many goods from your starting point (SA) to your delivery point (DA) as quickly as possible. You have at your disposal a truck along with a driver (A). Another logistics firm has the goal to transfer as many goods as possible from their starting point (SB) to their delivery point (DB). That firm also has a truck (B) at their disposal. It does **not matter how the goods are taken to the delivery points (DA and DB);** it matters only that **as many goods as possible are delivered as quickly as possible.**

Important

• You can carry only one package of goods at a time.

• In the middle of the area, you can see a short road (SR). This is a single-lane road, which means it is not wide enough for two trucks to pass each other.

• Besides the short road, there are two longer roads (LR1 and LR2). They are **50%** longer than the short road (SR), which means it takes longer to use them than the short one.

• At any point in time, your driver is allowed to **call the driver of Truck B and communicate with him or her**.

• Except for the limitations described in the rules, you are **free to do whatever you want.**

Before your driver sets off to deliver the goods, you can give him or her very specific instructions on how to act. Please explain in the text box below the instructions that you would give your driver. It is not important that you write down word for word what you would say but that you express the main message. It is important that your driver knows exactly what he or she should do on the basis of your instructions. Once again: Your goal is to deliver as many goods as possible in as little time as possible to your delivery point.
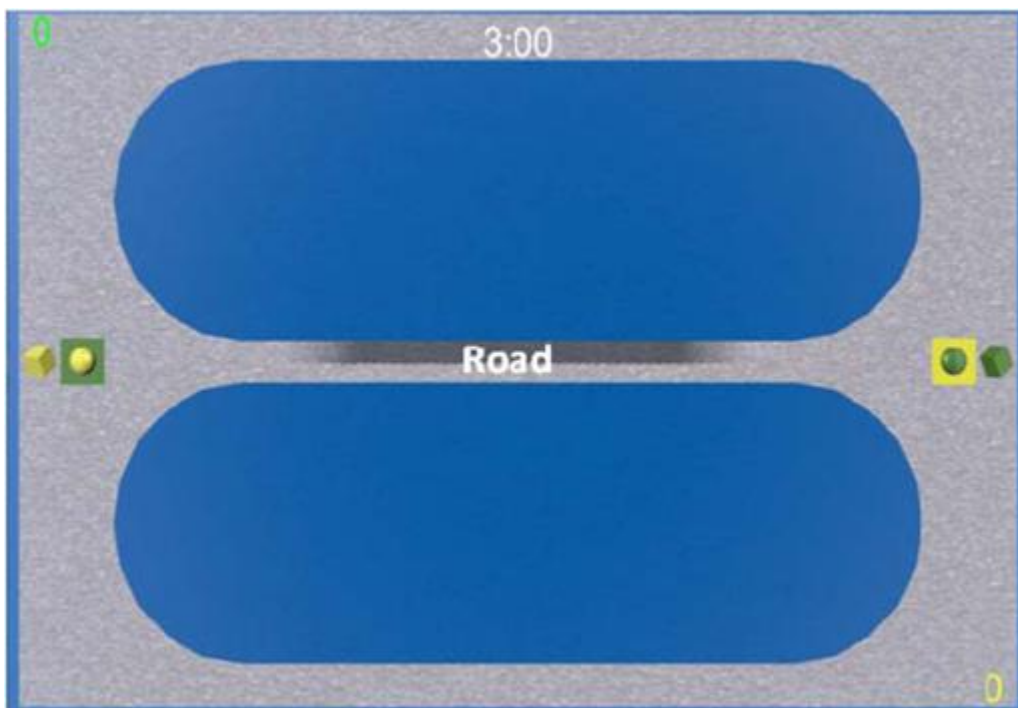
Appendix B

Instructions for the second page of the scenario-based version of the Bamberg Trucking Game

Some people told us that they had thoughts about how to solve the problem but did not mention them because they thought they were not compatible with the rules of the game. If you envisioned solutions that you abandoned because you thought they are not allowed, please write them in the text box below.

Appendix C

Instructions for the computer simulation of the Bamberg Trucking Game[3]

Instruction trucking simulation

The goal of the trucking simulation is to transport and deliver as many boxes as possible within 3 min. You are steering the yellow ball (i.e., your truck), and the other participant is steering the green ball . For every yellow box that is deposited in the yellow destination field , you will receive 25 cents. The other participant will receive 25 cents for every green box that is deposited in the green destination field . You can **pick up only one box at a time**.

To steer the truck, please use the arrow keys on your keyboard .

The boxes can be picked up and put down by using the **space bar**.

In the lower right corner of your screen, you can see how many yellow boxes have been delivered so far. In the upper left corner, you can see how many green boxes have been delivered so far.

You can move around the entire grey field. Please consider: the **road** in the middle is narrow, which means that two trucks cannot pass each other.

You have 3 min to complete the first round. At the top of your screen, you can see the time left until the end of the round. During the simulation, you can communicate with the other participant. The conversation will be recorded.

After the first round, there will be a break. During the break, you can also communicate. Please press the **spacebar** when you wish to continue the simulation. As soon as both participants have pressed the spacebar, the second round will begin. The second round will also last 3 min.

Before starting, you will have the opportunity to acquaint yourself with the control panel in a practice round. The practice round will last 2 min. In that round, you will act alone so that you can move around freely and try everything out.

If you have further questions, please address them to the experimenter. If you understand everything, please tell the experimenter that you wish to start the practice round.