Do motivation and delay affect decisions in the (bully) dictator game? (#44855)

1) Have any data been collected for this study already?
No, no data have been collected for this study yet.

2) What's the main question being asked or hypothesis being tested in this study?
- Whether allocation choices in a standard Dictator Game (DG) are different under Time Delay treatment (TD), Motivated Delay treatment (MD) and Control treatment (C) and, if this is the case, in which treatment the dictator gets a larger share.
- Whether allocation choices in the Bully Dictator Game (BDG) are different under TD, MD and C, and, if this is the case, in which treatment the dictator gets a larger share.
- Whether allocation choices under TD, MD and C differ between DG and BDG, and, if this is the case, in which version of the game the dictator gets a larger share.

3) Describe the key dependent variable(s) specifying how they will be measured.
A variable measuring the allocation decision in the DG and in the BDG (Krupka and Weber, 2013).

4) How many and which conditions will participants be assigned to?
The experiment is conducted online. There are six conditions. Participants will be asked to choose an allocation either in (i) the DG or in (ii) the BDG in one of the three following treatments; a) Control treatment; b) Time Delay treatment; c) Motivated Delay treatment. In the Time Delay treatment subjects are asked to wait 40 seconds before making their decision; in the Motivated Delay Treatment subjects are asked to write a short text (of at least 40 characters) providing a motivation for their choice while waiting 40 seconds before making their decision; in the Control Treatment, subjects are asked to make their decision without time delays or requests of motivations.

5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.
- A non-parametric test of the null hypothesis of identical average allocation in the DG under the three treatments.
- A non-parametric test of the null hypothesis of identical average allocation in the BDG under the three treatments.
- A non-parametric test of the null hypothesis of identical average allocation between the DG and the BDG under C, TD and MD.

6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.
We will not exclude outliers from the analysis. We will only exclude observations relative to subjects not concluding the experiment or dropping out before they complete it.

7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.
1020 participants (170 per treatment) will be recruited through the crowdsourcing community Prolific Academic. This will allow us to detect an effect size of 0.13 at a significance level of 5% with a power of 0.8 (computed using G*Power for the one-way ANOVA test).

8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)
We will also preregister and use as variables:
- Measures of empirical expectations, personal normative beliefs and normative expectations (Bicchieri and Xiao, 2009; Bicchieri and Chavez, 2010);
- The score in a 6-item Cognitive Reflection Test (e.g., Primi et al., 2016);
- Socio-demographic information.
We will conduct the following secondary analyses:
- Statistical analysis of the effects of treatments (C, TD, MD) on empirical expectations, personal normative beliefs and normative expectations;
- Statistical analysis of the relationship between empirical expectations, personal normative beliefs and normative expectations, and allocation choices;
- A regression analysis predicting our dependent variable (the chosen allocation) with inclusion of controls for the exogenous variables collected.
The experiment will be restricted to participants having US nationality, age from 20 to 40, an approval rate of at least 50%, and who have completed at least two studies. Subjects will be asked how much they agree on a sentence stating that they carefully reflected on the allocation task, possibly using this information to check for ineffective treatments. We consider performing text analysis on the motivations provided in the MD treatment. We have already run a pilot study for exploratory purposes with 180 participants overall (30 subjects per condition).

Available at https://aspredicted.org/bm8dk.pdf