

Web Appendix to “The Power of Focal Points is Limited:
Even Minute Payoff Asymmetry May Yield Large Coordination Failures”

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This web appendix contains the experimental instructions used in our main treatments.

Instructions for the labeled, symmetric [asymmetric] *Chicago Skyscrapers Game*:

Introduction: Imagine that you were randomly matched with a University of Chicago student and that the two of you were playing a two-person game.

Suppose that you were Player 1, and that the person with whom you are playing was Player 2.

Suppose that both players were told the following:

Each of you can choose to go to either the SEARS TOWER or the AT&T BUILDING right across the street from the Sears Tower.

Furthermore, it is in the interest of both players to match one another.

If both players go to the **SEARS TOWER**, each receives **\$100**. [Player 1 receives **\$100** and Player 2 receives **\$110**.]

If both players go to the **AT&T BUILDING**, each receives **\$100**. [Player 1 receives **\$110** and Player 2 receives **\$100**.]

But if the players go to different buildings, then neither player receives any money.

Your Move: What would you do as Player 1? (circle one)

Go to the SEARS TOWER [Player 1 may get \$100 and Player 2 may get \$110]

Go to the AT&T BUILDING [Player 1 may get \$110 and Player 2 may get \$100]

Instructions for the labeled, symmetric [asymmetric] X Y Game:

TWO PLAYER GAME

Introduction and Logistics: You will be matched with a randomly chosen individual in this class. The two of you will play a two-person game. The two of you will play anonymously. That is, you will never know with exactly whom you are playing, and the person with whom you are playing will never know that they are playing with you.

It is possible to win money playing this game. If you win money, you will be paid next week.

[**You will be Player 2**, and the person with whom you are playing will be Player 1.

Except for the line above, identifying your role, the two players receive exactly the same instructions.]

Every person playing this game will receive exactly the same instructions.

How the game is played: Each player chooses either **X** or **Y**

Consequences: It is in the interest of both players to match one another's choices.

If you both choose **X** then you each get \$5. [Player 1 gets \$5 and Player 2 gets \$6.]

If you both choose **Y** then you each get \$5. [Player 1 gets \$6 and Player 2 gets \$5.]

If you choose differently, then neither one of you receives any money.

Your Decision as Player 2: (circle one)

I choose X [\$5 for Player 1 & \$6 for Player 2]

I choose Y [\$6 for Player 1 & \$5 for Player 2]

Instructions for the unlabeled, asymmetric $X Y$ Game:

TWO PLAYER GAME

Introduction and Logistics: You will be matched with a randomly chosen individual in this class. The two of you will play a two-person game. The two of you will play anonymously. That is, you will never know with exactly whom you are playing, and the person with whom you are playing will never know that they are playing with you.

It is possible to win money playing this game. If you win money, you will be paid next week.

You will be Player 1, and the person with whom you are playing will be Player 2.

Except for the line above, identifying your role, the two players receive exactly the same instructions.

How the game is played: Each player chooses one of the following allocations:

Player 1 gets \$5 and Player 2 gets \$6

Player 1 gets \$6 and Player 2 gets \$5

Consequences: It is in the interest of both players to match one another's choices.

If both players choose the same allocation, that allocation will be realized: each player will receive the amount of money they are entitled to under that allocation.

But if the players choose different allocations, then neither player receives any money.

Your Decision as Player 1: Which allocation do you choose? (circle one)

Player 1 gets \$5 and Player 2 gets \$6

Player 1 gets \$6 and Player 2 gets \$5

Instructions for the symmetric [asymmetric; in this game the payoffs inside the pie matched the instructions] *Pie Game*:

THE PIE GAME

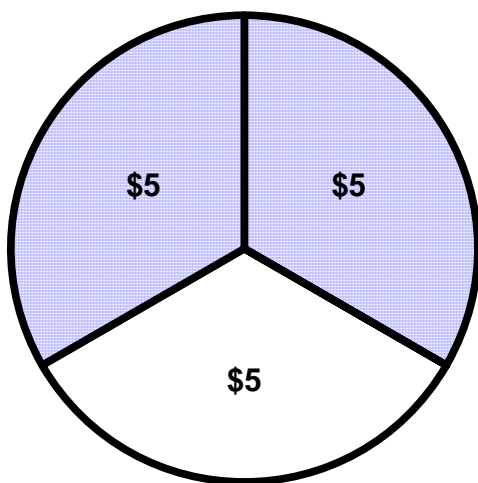
Introduction: You will be matched with a randomly chosen individual in this class. The two of you will play a two-person game. The two of you will play anonymously. That is, you will never know with exactly whom you are playing, and the person with whom you are playing will never know that they are playing with you.

It is possible to win money playing this game. If you win money, you will be paid next week.

[You will be Player 1, and the person with whom you are playing will be Player 2.

Except for the line above, identifying your role, the two players receive exactly the same instructions.]

Each player receives exactly the same instructions.



How the game is played: Each player places a check mark on one of the three pie slices below:

Potential Outcomes: It is in the interest of both players to match one another.

If both players place a check mark on the same slice, each receives the amount of money indicated.

If the players place check marks on different slices, neither player receives any money.

Your Move: Please place a check mark on one of the three pie slices. When you are done, please turn this page face down.