Online Procedures Appendix: *Cooperation in Repeated Interactions: IQ, Memory, Records, and Attention*

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INSTRUCTIONS

You are about to participate in an experiment on decision-making. What you earn depends partly on your decisions, partly on the decisions of others, and partly on chance. Please turn off cell phones and similar devices now. Please do not talk or in any way try to communicate with other participants. We will start with a brief instruction period. If you have any questions during this period, raise your hand and your question will be answered so everyone can hear.

Part I: General Instructions

The first part of the experiment will ask you to solve a sequence of 12 puzzles and 12 word-recall questions. One puzzle and one word recall question will be randomly selected for payment: you will receive $5 if you answered the selected puzzle correctly, $5 if you answered the selected word recall question correctly, and $0 otherwise. You will learn your payment for this part of the experiment at the end of the session, after Part II.

A) **Phase A (Word Recall):** The first phase consists of 12 word-recall questions, with the first 3 being practice so they will not count towards payment. *In this phase, you are not allowed to write anything down.* For each recall question,

- You will first be shown between two and five target categories—an example with three is:

colors-animals-relatives

- Then, a sequence of words will flash on your screen, one at a time, some of which may not be in any of those categories—for instance the words may be:

inch, aluminum, mother, horse, blue, yellow, red, wolf, aunt,

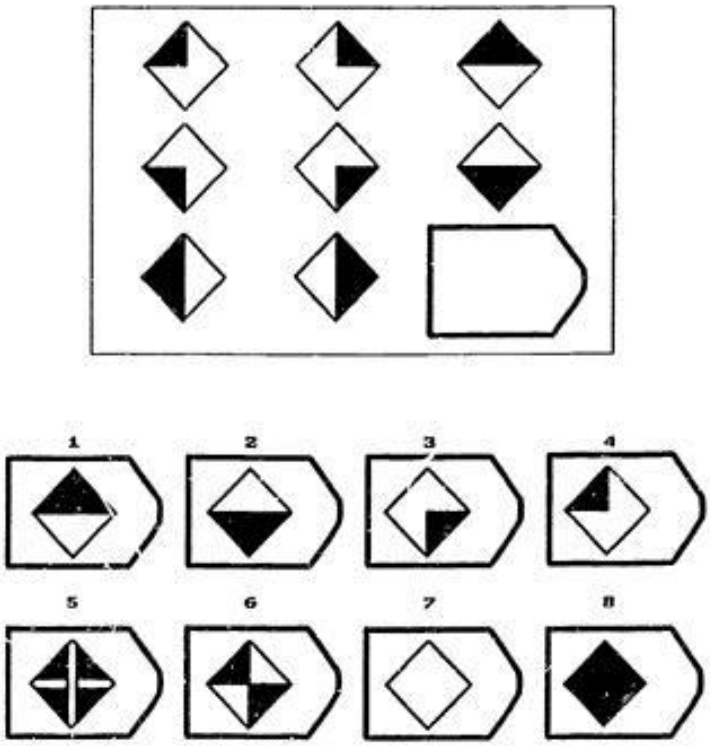
mile, green, bear, father, yard, lion, pig

- Finally, you will have to write the *last* word in each category (in any order); in this case, the correct answer would be

green, **pig**, **father**

When all participants have finished, we will move on to the next phase of Part I.

B) **Phase B (Puzzles):** The second phase consists of a series of 12 puzzles. For each puzzle, you will see a set of pictures with one of the pictures missing. Below that will be 8 possible choices to fill in the missing picture. Your task is to choose one of these pictures to complete the pattern. Below is an example; the correct answer is 8. Notice that 8 fits both the row pattern, as well as the column pattern. You will have 15 minutes to complete the 12 puzzles, after which we will move on to the next part of the experiment. You are allowed to move forwards and backwards between puzzles and change your answers using the buttons on your screens. Once the 15 minutes have passed you will no longer be able to change any answers.



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   - You will be randomly paired with someone for a sequence of rounds.

   Each sequence of rounds is referred to as a match.

   You will choose your action by clicking on a row in the matrix below. The choice you make in each round is called your *intended choice*. After you make your choice, the computer implements your choice, but with some error: there is a chance that **A** is switched to **B**, or **B** is switched to **A**. Both you and your partner, who will be called *the other* in these instructions, will see the *implemented choices*, but not the other's *intended choice*.

	A	B
A	7,7	2,9
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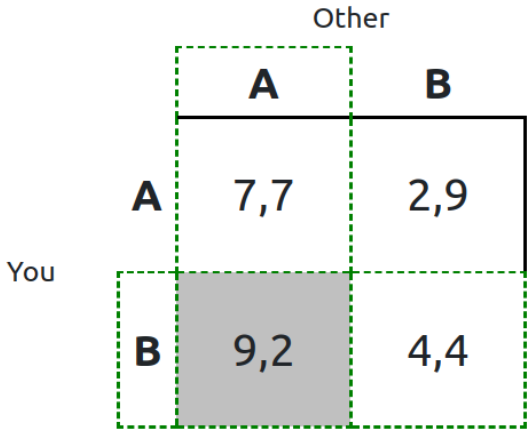
5. After you and your partner make choices, you will see your *intended* choice, your *implemented* choice, and your partner's *implemented* choice, but not your partner's *intended* choice. Your *intended* choice will be written beneath the table, while your *implemented* choice will be outlined in green and written beneath the table (on your screen the dashed lines in the figure below will show as green dashed lines) . Your partner's *implemented* choice will be outlined in green dashed lines and written beneath the table. An example screen is shown below. In this case, your *implemented* choice and your *intended* choice were the same, but this need not be the case. In gray, we highlight the intersection of your implemented choice and the other's implemented choice.



Your Intended Choice: **B**

Your Implemented Choice: **B**

Other's Implemented Choice: **A**

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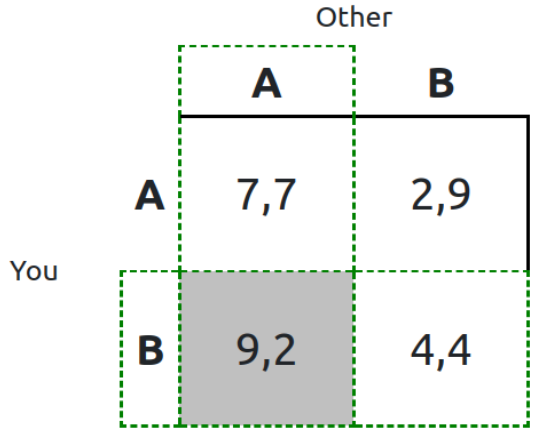

6. Throughout your match, you will have access to the history of your previous *intended* choice, as well as both your and your partner's previous *implemented* choices. You will also have access to the same history for previous matches that you have played. The history for previous matches can be accessed by clicking on the drop-down menu next to the words "History for Match".

7. The points you receive from a match are determined by your *implemented choice* and the other's *implemented choice*, NOT your *intended choices*.

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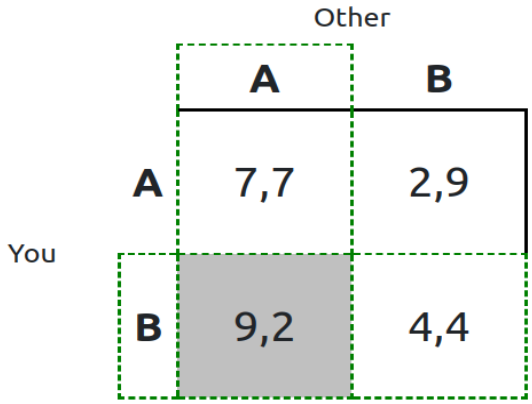

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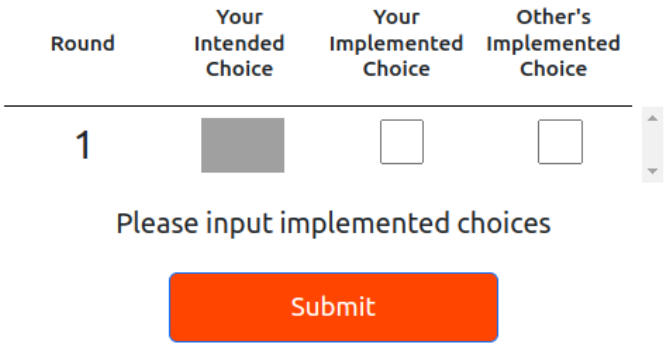

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5. You will also see a history table, which shows your *intended* choice and *implemented* choice, as well as your partner's *implemented* choice, in every round of the match. The history for previous matches can be accessed by clicking on the drop-down menu next to the words "History for Match".

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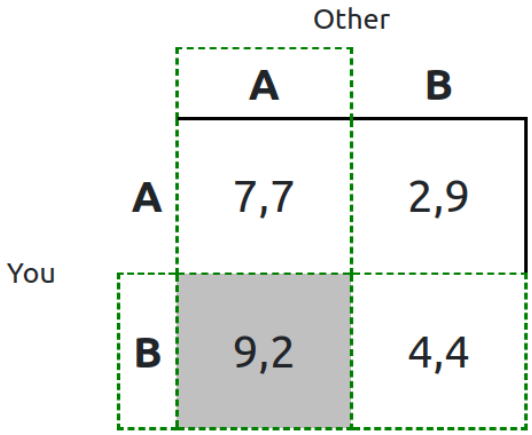

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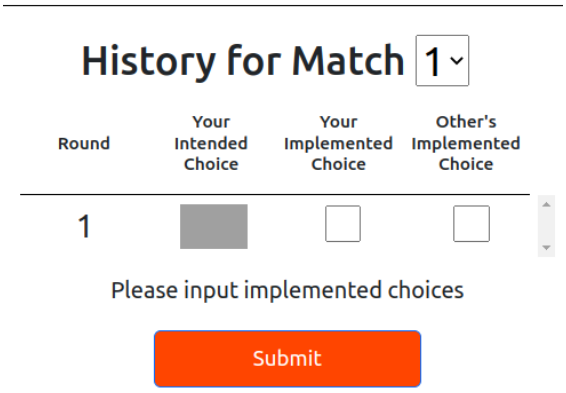

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ONLINE APPENDICES

A SPE supporting cooperation

We describe a set of SPE that support cooperation, taking the following form. There are two regimes, *cooperation* and *defect-forever*. In *defect-forever*, subjects both play (B, B) forever. In the *cooperation* regime, players play (A, A). If both signals are A, then players remain in the cooperation regime. If at least one signal is B, then players switch to the *defect-forever* regime with probability m. Note that a public randomization device, e.g., a random variable uniformly distributed on $[0, 1]$ is needed to implement this strategy. It can be demonstrated that the lowest value of m consistent with an SPE is $m \approx 0.1905$.

B Additional Tables and Figures

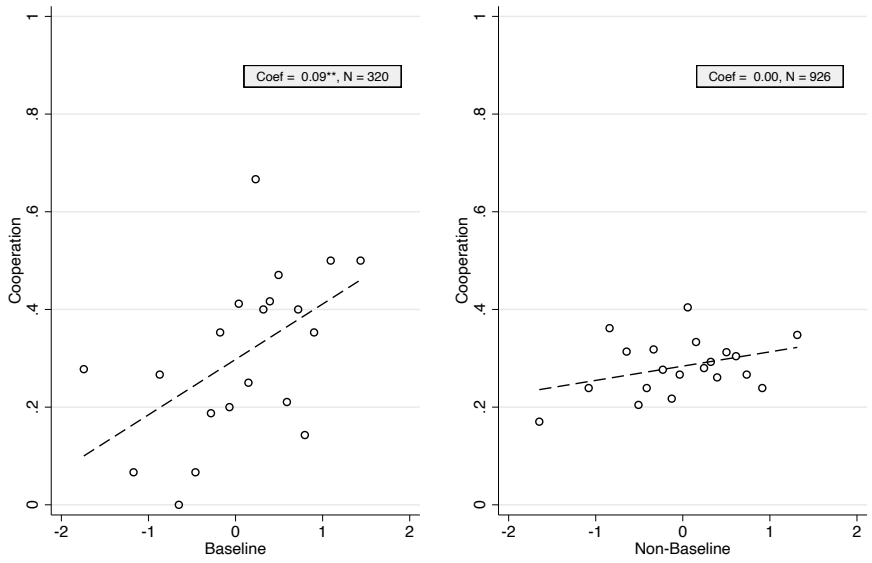

Figure 4: Last Round Joint Cooperation in Late Supergames

Table 3: Baseline: Effect of IQ and Memory on Round 1 Cooperation

Variable	Coefficient	p-value
IQ	0.070	0.001
Memory	0.069	0.018
Interaction	0.041	0.065
Seed 1	0.236	0.000
Seed 2	0.032	0.003
Seed 3	0.315	0.001
Seed 4	0.176	0.000
Seed 5	-0.126	0.000
Seed 6	-0.017	0.202
Constant	0.416	0.000
Number of obs	640	

Table 4: Strategies included in the SFEM Estimation

Strategy	Abbreviation	Description
Always Cooperate §	AllC	C in all rounds.
Always Defect	AllD	D in all rounds.
Tit for Tat §⋆	TFT	C unless the other's previous choice was D.
Tit for Two Tats §‡⋆	TF2T	C unless the other played D in both of the last 2 rounds.
Tit for Three Tats §‡⋆	TF3T	C unless the other played D in both of the last 3 rounds.
Two Tits for Tat §⋆	2TFT	Select C unless the other played D in either of the last 2 rounds.
Two Tits for Two Tats §‡⋆	2TF2T	Select C unless the other played two consecutive D the last 3 rounds.
T2 §⋆	T2	Select C unless either plays D, then play D twice and return to C.
Suspicious TFT	DTFT	D in round 1, then play TFT.
Suspicious TF2T	DTF2T	D in round 1, then play TF2T.
Suspicious TF3T	DTF3T	D in round 1, then play TF3T.
Suspicious 2TFT	D2TFT	D in round 1, then play 2TFT.
Grim Trigger §	Grim	C unless either selects D, then play D forever.
Lenient Grim Trigger 2 §‡	Grim2	C unless two consecutive rounds where one plays D, then play D forever.
Lenient Grim Trigger 3 §‡	Grim3	C unless three consecutive rounds where one plays D, then play D forever.
Suspicious Grim Trigger 2	DGrim2	D in the first round, then play Grim2.
Suspicious Grim Trigger 3	DGrim3	D in the first round then play Grim3
Perfect Tit-For-Tat §⋆	PTFT	C if both selected the same move last round, otherwise play D.
PTFT 2-round punish §⋆	2PTFT	C if both selected the same move in the last 2 rounds, both played D in the last 2 rounds, or both played D 2 rounds ago and C last round. Otherwise play D.
False Cooperator	FC	C in round 1, then D forever.
Alternator	Alt	Start with D, then alternate between C and D.
Sum2 §‡⋆	Sum2	Start counter at 0. Increase by 1 every time other's action is C and counter is below 2. Decrease by 1 every time the other's action is not C and counter is above -2. Play C if the counter is not negative and D otherwise.
Payback §⋆	Payback	Start with C. If other deviates in the previous round, select D. After own deviation in the previous round, select C. After one round of CD or DC, return to C.

Notes: When referring to plays of the other, strategies are defined using observed play, which may not capture intentions that are unobserved. §: Cooperative. ‡: Lenient. ⋆: Forgiving

Table 5: SFEM Output—Early Supergames

Strategies	**Baseline**		**Non-Baseline**	
	Below Median	**Above Median**	**Below Median**	**Above Median**
AllC	0.061	0.145**	0.090**	0.021
	(0.048)	(0.061)	(0.036)	(0.020)
AllD	0.326***	0.289***	0.326***	0.371***
	(0.078)	(0.069)	(0.045)	(0.057)
TFT	0.059	0.000	0.040**	0.017
	(0.041)	(0.028)	(0.019)	(0.014)
TF2T	0.000	0.000	0.014	0.094***
	(0.015)	(0.049)	(0.024)	(0.034)
TF3T	0.000	0.000	0.049*	0.000
	(0.035)	(0.025)	(0.028)	(0.016)
2TFT	0.000	0.063*	0.009	0.000
	(0.033)	(0.035)	(0.018)	(0.017)
2TF2T	0.000	0.000	0.017	0.014
	(0.031)	(0.032)	(0.020)	(0.022)
T2	0.000	0.000	0.015	0.000
	(0.016)	(0.000)	(0.015)	(0.009)
DTFT	0.017	0.029	0.011	0.019
	(0.034)	(0.033)	(0.019)	(0.018)
DTF2T	0.003	0.000	0.008	0.022
	(0.035)	(0.015)	(0.013)	(0.018)
DTF3T	0.000	0.000	0.000	0.000
	(0.028)	(0.007)	(0.009)	(0.008)
D2TFT	0.072	0.021	0.070**	0.057**
	(0.048)	(0.023)	(0.028)	(0.025)
Grim	0.089	0.000	0.045*	0.024
	(0.056)	(0.025)	(0.025)	(0.025)
Grim2	0.000	0.095*	0.021	0.015
	(0.046)	(0.056)	(0.020)	(0.028)
Grim3	0.046	0.038	0.024	0.081***
	(0.040)	(0.044)	(0.025)	(0.029)
DGrim2	0.028	0.000	0.023	0.030
	(0.046)	(0.028)	(0.019)	(0.020)
DGrim3	0.000	0.018	0.021	0.000
	(0.020)	(0.025)	(0.019)	(0.014)
PTFT	0.047	0.000	0.004	0.000
	(0.036)	(0.013)	(0.009)	(0.008)
2PTFT	0.000	0.004	0.029	0.010
	(0.020)	(0.022)	(0.022)	(0.014)
FC	0.000	0.000	0.008	0.035*
	(0.021)	(0.018)	(0.020)	(0.021)
Alt	0.000	0.000	0.006	0.000
	(0.010)	(0.000)	(0.013)	(0.004)
Sum2	0.128**	0.229***	0.126***	0.160***
	(0.062)	(0.071)	(0.037)	(0.043)
Payback	0.123	0.069	0.043	0.031
γ	0.721***	0.551***	0.674***	0.578***
	(0.070)	(0.034)	(0.038)	(0.030)
β	0.800	0.860	0.815	0.849

Bootstrapped standard errors (with 1000 repetitions) in parentheses.
Level of Significance: $^{***}p < 1\%$; $^{**}p < 5\%$; $^{*}p < 10\%$
$\beta \equiv \frac{1}{1+\exp\left(\frac{-1}{\gamma}\right)}$.

Table 6: SFEM Output—Late Supergames

Strategies	**Baseline**		**Non-Baseline**	
	Below Median	**Above Median**	**Below Median**	**Above Median**
AllC	0.028	0.073	0.050	0.020
	(0.045)	(0.058)	(0.033)	(0.022)
AllD	0.374***	0.221***	0.332***	0.326***
	(0.095)	(0.069)	(0.054)	(0.051)
TFT	0.023	0.019	0.013	0.021
	(0.025)	(0.028)	(0.014)	(0.019)
TF2T	0.001	0.058	0.106***	0.115***
	(0.025)	(0.055)	(0.033)	(0.039)
TF3T	0.082*	0.117*	0.080*	0.014
	(0.048)	(0.065)	(0.041)	(0.022)
2TFT	0.000	0.031	0.021*	0.022
	(0.013)	(0.027)	(0.011)	(0.016)
2TF2T	0.000	0.018	0.000	0.009
	(0.024)	(0.031)	(0.019)	(0.017)
T2	0.000	0.000	0.000	0.005
	(0.007)	(0.002)	(0.008)	(0.008)
DTFT	0.029	0.072**	0.008	0.025*
	(0.034)	(0.033)	(0.012)	(0.014)
DTF2T	0.040	0.019	0.003	0.022
	(0.034)	(0.025)	(0.011)	(0.015)
DTF3T	0.000	0.004	0.001	0.018
	(0.018)	(0.014)	(0.006)	(0.014)
D2TFT	0.000	0.009	0.024	0.018
	(0.014)	(0.024)	(0.018)	(0.020)
Grim	0.046	0.033	0.022	0.023
	(0.038)	(0.029)	(0.016)	(0.019)
Grim2	0.071	0.021	0.073**	0.048*
	(0.050)	(0.032)	(0.031)	(0.027)
Grim3	0.064	0.119**	0.062*	0.081**
	(0.044)	(0.053)	(0.036)	(0.034)
DGrim2	0.009	0.006	0.015	0.025
	(0.024)	(0.012)	(0.013)	(0.018)
DGrim3	0.009	0.000	0.018	0.000
	(0.017)	(0.007)	(0.017)	(0.008)
PTFT	0.015	0.000	0.007	0.000
	(0.012)	(0.004)	(0.011)	(0.004)
2PTFT	0.016	0.000	0.021	0.017
	(0.021)	(0.007)	(0.015)	(0.012)
FC	0.000	0.000	0.006	0.000
	(0.024)	(0.010)	(0.011)	(0.013)
Alt	0.000	0.000	0.012	0.000
	(0.003)	(0.004)	(0.009)	(0.004)
Sum2	0.132**	0.123**	0.127***	0.177***
	(0.053)	(0.056)	(0.035)	(0.044)
Payback	0.060	0.055	0.000	0.015
γ	0.546***	0.471***	0.545***	0.476***
	(0.043)	(0.027)	(0.031)	(0.023)
β	0.862	0.893	0.862	0.891

Bootstrapped standard errors (with 1000 repetitions) in parentheses. Level of Significance: $^{***}p < 1\%$; $^{**}p < 5\%$; $^{*}p < 10\%$.
$\beta \equiv \frac{1}{1+\exp\left(\frac{-1}{\gamma}\right)}$.