**Charismatic speech**

Hi, my name is Jean and I have been asked by the experimenters to brief you about the stakes in this game. I stand to win or lose nothing from how you play; however, there will be no greater pleasure for you than to see your group and the children in the hospital benefit together. Let me tell you why.

Some of you may think “I am just here just to participate in an experiment and to earn some money.” However, you can help Lausanne’s children hospital achieve its mission; and, this is a noble mission. Your efforts will make a difference to sick children: Children with cancer, children with leukaemia, and children with all sorts of serious illnesses. This is something worth doing; I think it is a right thing to do.

In the game there is common moral interest pitted against a selfish immoral interest. Either you all cooperate so you and the children benefit, or you choose the selfish option and collectively lose. In your dilemma, there will be three things at stake: your monetary benefit, but also your pride, and your feeling of self-worth. Why?

You will be given 20 points in each period. Putting them all in the shared account protects the public good and benefits the children; putting them all in your personal account protects your self-interest. If everyone acts selfish you all earn 200 points and the children get nothing. However, if you all cooperate and always put all your points in the shared account, you can each make 320 points. That is not only 60% more for you, but you also help the sick children in the hospital. Who would not want that?

There may be a cunning person out there thinking: “I will let the fools put their money in the shared account, but I will always put mine in my private account and profit from their cooperation.” It is true that this strategy allows you to earn some extra money, that is 440 points, but do you really want to be this person? Would this feel right to you? Is it fair to the children in the hospital? As a defector may make more money, but he will walk out of this lab knowing that he looked out for himself, that he took advantage of the group, and let the children down.

You might wonder “will my extra contributions to the public account really help?” Yes, they will! This reminds me of a story about an old man who while walking along the seashore noticed a girl picking up starfish and throwing them into the sea. The old man approached her saying: “what are you doing?” She replied: “I am throwing starfish into the sea, because the sun is coming up and the starfish will die.” “But,” said the man, “there are thousands of starfish, the sun is high, and the tide is going out. How can you possibly make a difference?” The girl bent down, picked up a starfish, threw it into the sea and said: “well, I made a difference to that one.”

So, do what is right, do what takes courage, and think of the common good. Even if you are the only one contributing in your group, well, the fewer the contributors the greater your share of honor. So, what are you going to do?

**Non-charismatic speech**

Hi, my name is Jean and I have been asked by the experimenters to brief you about the stakes in this game. I stand to win or lose nothing from how you play; however, there will be no greater pleasure for you than to see your group and the children in the hospital benefit together. Let me tell you why.

Of course, you are here to participate in an experiment and to earn some money. That is clear. At the same time by participating in this experiment, the decisions that you take can also help Lausanne’s children hospital achieve what is a noble mission, which is to help children who are sick with all kinds of illness, including cancer, leukaemia, and other serious conditions. Therefore, the experiment in which you are partaking can have an impact on these children.

In the game, there is a friction between private and common interest. Cooperation between all the players translates into collective increased payoffs for all players and the children too. Thus, players are in a dilemma and the utility they gain from partaking will depend on the money they make, but it can also be psychological in nature.

You will be given 20 points in each period. Putting them all in the shared account is the cooperative option with respect to the public good, which also benefits the children; putting them all in your personal account translates into looking out for your self-interest. If everyone looks out for their self-interest, you can make a maximum of 200 points. If everyone cooperates the maximum you make is 320 points, which is 60% more and which means more earnings for everyone, and also means helping the sick children in the hospital too.

How the payoffs are set up in this game makes it quite clear that some cunning players may take advantage of the goodwill and the cooperation of other contributors and never contribute in the public account of the game. It is apparent that, in the end, defectors will earn some extra money, that is 440 points, but then they have to face the psychological cost of their conduct with respect to the other players and the children in the hospital too. The defector has to balance having made more money by not cooperating, against the psychological costs incurred for not having cooperated and for failing to help the children too.

So you might think, “well, I will just play the game—my extra contributions to the public account won’t really help.” Yes, your contributions to the public account will help! Just think of the concrete way your individual contribution can help a child in the hospital. Every contribution can make a difference. The more money you contribute to the public account, the more money we can give to the children’s hospital. At the end of the day, we can make a difference to the sick children. So please contribute as much as you can. Doing so will really help make a difference to the children. Of course, this will help you to earn some extra money too, so we are all winning here.

To conclude, it is clear that cooperation is the best option for all and it is that which should be brought to the fore. Even if you are the only remaining contributor maximize your monetary and psychological utility knowing the challenge you faced alone.