

Trust Game

as referenced in “Exclusion and the European Project:
Building Trust with Roma Communities”*

Participants were assigned roles as either senders or receivers. Non-Roma senders were then randomly and anonymously paired with either Roma or non-Roma receivers. These are the rules of the game:

Each partner receives 6 euros. The first participant, the sender, can send some, none, or all of that to her partner. Whatever she does not send, she keeps. The amount that she sends is doubled, and then the other partner, the receiver, receives this doubled sum in addition to her original 6 euros. The receiver then divides this entire sum in any way she chooses between herself and her partner. Whatever she does not send back to the sender, she keeps.

Sender can maximize the amount of money she has by sending all of it to her partner— as the 6 euros then double to 12 and are added to the receiver’s original 6, the receiver has a total of 18 euros. An even split between the sender and the receiver would result in each getting 9 euros. If, however, the sender does not trust that the receiver will send anything or enough back, the best strategy is to send nothing to the receiver.

Accordingly, the main quantity of interest was the average amount that non-Roma senders sent to their Roma partners, compared to the average amount they sent to their non-Roma partners.

For more, see “*Reaching the Individual: EU Accession, NGOs, and Human Rights,*” at <http://www.anabracic.com/research.html> .

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