

Abstract

The present study examined a public goods dilemma under a selective play paradigm. In addition to understanding the determinants of cooperation behavior, I also explored preference for partners as influenced by endowment level, cooperation rate, the kind of information displayed, and social value orientation. Results indicated that high endowment individuals contributed more in absolute magnitude but proportionally less (relative to their endowment). Consistent with previous findings, prosocials contributed more than proselfs. When cooperation information was displayed, there was a higher cooperation level whereas a lower cooperation level was observed with the display of endowment information. For choice of partners, cooperators and high endowment individuals were more likely to be chosen as partners when cooperation and endowment information was displayed respectively. These results suggest that displaying cooperation information will help promote contribution while cooperators and higher endowment individuals are more popular as partners. It is also interesting to note the overshadowing effect of endowment information over cooperation information on people's partner selection.