Responders' Rejection Rate

Relative frequency of rejections

Round

Relative frequency of rejections

Open

Covered
Proposers' Equal Offer Rate Rate

relative frequency of equal offers

covered

open

round
Proposers' Reaction to Rejections
in the open treatment

Change in Equal Offer Rates

First Half Rejection Rates
Proposers' Switches to the Equal Offer

Switch to equal offer significantly more likely after rejection.

Responders can effectively build up a group reputation for being "tough".
Responders' Average Payoffs as a Function of the Rejection Rate

Responders' Payoff in % of Cake

Rejection Rate

Responders' Average Payoffs as a Function of the Rejection Rate

covered

open
Comparison of Proposers' and Responders' Average Payoffs (in % of the Cake)

The size of the dot corresponds to the rejection rate of the session.