Abstract
This study investigates various factors that may influence the willingness to give resources to people in need. To this end, we created an experiment based on lottery-games. The results suggest that the willingness to share depends on the identifiability of the recipient, and the framing of the decision problem. Furthermore, individual distribution strategies could be observed.

Background
Past research suggests that the willingness to give resources to another person depends on:
- Identifiability of a victim [1].
- Framing of the decision [2].
- Time constraints for the decision [3].
- Uncertainty: Reduced responsibility for giving person [4].

Hypothesis
1. Identifiability: Higher willingness to share with an identified recipient (physically present).
2. Framing Effect: Higher willingness to share in loss-framed compared to gain-framed lottery-games.
3. Time pressure: Shorter time limits influence the amount of sharing.
4. Stronger framing effects under shorter time constraints.

Materials
- 3 betting options: 1, 10, 50 points.
- Probabilities (win/lose): 0.3, 0.4, 0.6, 0.7.
- Time limit to respond: 1s or 3s.
- Probabilities (win/lose): 0.3, 0.4, 0.6, 0.7.
- Time constraints for the decision [3].
- Framing of the decision [2].

Results
Overall effects
Within-Subject Framing Effects

Expected Results

T & K’s fourfold pattern:

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<th>Probability by Frame</th>
<th>High</th>
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Unexpected Results

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Conclusion
- Higher willingness to share when the recipient is identified.
- People share more points in gain-framed lotteries.
- Amount of bets increase with the amount of probabilities.
- Individual differences in distribution strategies.
- Fourfold pattern not shown.
- No effect of time pressure.

References

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