Classroom Entry Games.
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(Modified from Camerer and Lovallo, AER 1999)

General Setup:

Each period, players choose whether or not to enter a market.
If a player does not enter, he receives X points.
If a player does enter, his payoff will depend on the size of the market (which is provided in the game tables) and the number of other players who enter the market. Payoff = X + Y * (Market Size- Number of Entrants)

Choose the market size based on class size (anywhere from 1/5 to 1/2 of the number in class).
Start with the same market size for the first several periods, then change market size.

Example: For class of 24
X = 25, Y = 50

Period	Market Size	Entry Decision	Total Entrants	Payoff
1	6			
2	6			
3	6			
4	6			
5	7			
6	7			
7	8			
8	8			
9	5			
10	5			

First Experiment: Simultaneous entry (Entry Game A).
Second Experiment: Simultaneous entry with random ranking (Entry Game B).
Third Experiment: Simultaneous entry with skill-based ranking (Entry Game C).

Entry Game A
Instructions and Record Sheet

Each period, you choose whether or not to enter a market.
If you do not enter, you will receive 25 points.
If you do enter, your payoff will depend on the size of the market (which is provided in the table below) and the number of other players who enter the market. Your total payoff will be 25 +50(Market Size- Number of Entrants).
You may not communicate or coordinate your decision with any other players in any manner.

Period	Market Size	Entry Decision	Total Entrants	Payoff
1	6			
2	6			
3	6			
4	6			
5	7			
6	7			
7	8			
8	8			
9	5			
10	5			
Total Payoff				

Entry Game B
Instructions and Record Sheet

Each period, you choose whether or not to enter a market.
If you do not enter, you will receive 25 points.
If you do enter, your payoff will depend the number of other players who enter the market and your efficiency level compared to the other entrants in the market.

Each period, you will make your entry decision and at the end of the period, I will announce the number of entrants. You may not communicate or coordinate your decision with any other players in any manner.

Once all entry decisions have been made, I will randomly assign efficiency levels to each of the players. Once levels have been assigned, entrants will be ranked based on efficiency levels. Payoffs depend on the entrants' relative ranks.
Entry payoff for highest rank entrant = 100
Entry payoff for 2nd highest rank= 90
Entry payoff for 3rd highest rank= 80
Entry payoff for 4th highest rank= 65
Entry payoff for 5th highest rank= 50
Entry payoff for 6th highest rank= 35
Entry payoff for 7th highest rank= 20
Entry payoff for 8th highest rank= 5
Entry payoff for all others = 0

Randomly Assigned Efficiency Level = _____

Period	Entry Decision	Total Entrants	Rank	Payoff
1				
2				
3				
4				
5				
Total Payoff				

Entry Game C
Instructions and Record Sheet

Each player will be given the same short trivia quiz. I will collect all completed quizzes.

Now for each period, choose whether or not to enter a market.
If you do not enter, you will receive 25 points.
If you do enter, your payoff will depend on the number of other players who enter the market and your score on the trivia test compared to the other entrants.

Each period, you will make your entry decision and at the end of the period, I will announce the number of entrants. You may not communicate or coordinate your decision with any other players in any manner.

Once all entry decisions have been made, I will announce each player's score on the trivia test which will be used to assign ranks to each of the entrants. Payoffs depend on the entrants' relative ranks.
Entry payoff for highest rank entrant = 100
Entry payoff for 2nd highest rank= 90
Entry payoff for 3rd highest rank= 80
Entry payoff for 4th highest rank= 65
Entry payoff for 5th highest rank= 50
Entry payoff for 6th highest rank= 35
Entry payoff for 7th highest rank= 20
Entry payoff for 8th highest rank= 5
Entry payoff for all others = 0

Score on Test = _____

Period	Entry Decision	Total Entrants	Rank	Payoff
1				
2				
3				
4				
5				
Total Payoff				