1. The data collected are available in two files: Data.xlsx and Survey.xlsx. Data.xlsx contains decision data, and Survey.xlsx contains response data from the postexperiment survey.
2. Instructions on how to read the data and interpret the variables are as follows (which are also available in the worksheet named “Codebook” of each Excel file):

Data.xlsx

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| --- | --- | --- |
| **Column** | **Name** | **Interpretation** |
| A | Task | Task indicator: 1 = newsvendor task, 2 = forecast sharing task |
| B | Period | Round index: 1 - 15 |
| C | Group | Group index; If two participants were matched into pairs in a given round, they had the same group index; different pairs had different group indices. |
| D | role | Role indicator: 1 = supplier, 2 = retailer |
| E | cn | A participant's own country of origin: 1 = Chinese, 0 = U.S. |
| F | pcn | A participant's partner's country of origin in the current round: 1 = Chinese, 0 = U.S. |
| G | repeated | Repeated-interaction indicator: 1 = repeated-interaction, 0 = single-interaction |
| H | Cost | The supplier's production cost; 20 or 80 |
| I | CL | Low cost indicator: 1 = low cost, 0 = high cost |
| J | Wprice | The wholesale price: 100 |
| K | Rprice | The retail price: 140 |
| L | YL | The lower bound of the market uncertainty: -75 |
| M | YH | The upper bound of the market uncertainty: 75 |
| N | X | The retailer's private forecast information: 100 - 400 |
| O | Y | The realized market uncertainty in the current round |
| P | report | The retailer's forecast report in Task 2 |
| Q | production | The supplier's production quantity |
| R | Profit | The realized profit earned by a participant in the current round |
| S | TotalProfit | The cumulative profit earned by a participant up to the current round |
| T | ID | Participant ID |
| U | Earnings | The cumulative dollar earnings for a participant up to the current round |
| V | exchange | The conversion rate between experimental dollars and U.S. dollars |

Survey.xlsx

|  |  |  |
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| **Column** | **Name** | **Interpretation** |
| A | ID | Participant ID |
| B | cn | A participant's own country of origin: 1 = Chinese, 0 = U.S. |
| C | pcn | A participant's partner's country of origin in the current round: 1 = Chinese, 0 = U.S. |
| D | CL | Low cost indicator: 1 = low cost, 0 = high cost |
| E | repeated | Repeated-interaction indicator: 1 = repeated-interaction, 0 = single-interaction |
| F | role | Role indicator: 1 = supplier, 2 = retailer |
| G | male | Gender indicator: 1 = male, 0 = female |
| H | ages | The age of the participant |
| I | yearsown | The number of years a participant has lived in the country where we recruited him/her |
| J | schoolyear | Year at school: 1 = freshman, 2 = sophomore, 3 = junior, 4 = senior |
| K | econmajor | Indicator for whether a participant is majored in economics: 1 = yes, 0 = no |
| L | gtyes | Indicator for whether a participant knows game theory: 1 = yes, 0 = no |
| M | workyears | The number of years a participant spent in management-related work positions |
| N | cntrust | A participant's response score on whether Chinese or U.S. individuals are better described as trusting in general: 1 - 7; the higher the number, the more the participant thinks that U.S. individuals are better described as trusting in general |
| O | cntrustworthy | A participant's response score on whether Chinese or U.S. individuals are better described as trustworthy in general: 1 - 7; the higher the number, the more the participant thinks that U.S. individuals are better described as trustworthy in general |

1. There is no data that cannot be disclosed.
2. The analyses in this paper do not require any special code.
3. The information about sample sizes, treatments, and measures is reported in the paper.