

- a. 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.
- b. 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

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

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

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