The Pie Game: A New Economic Game Exploring the Complexity of Real-World Financial Generosity

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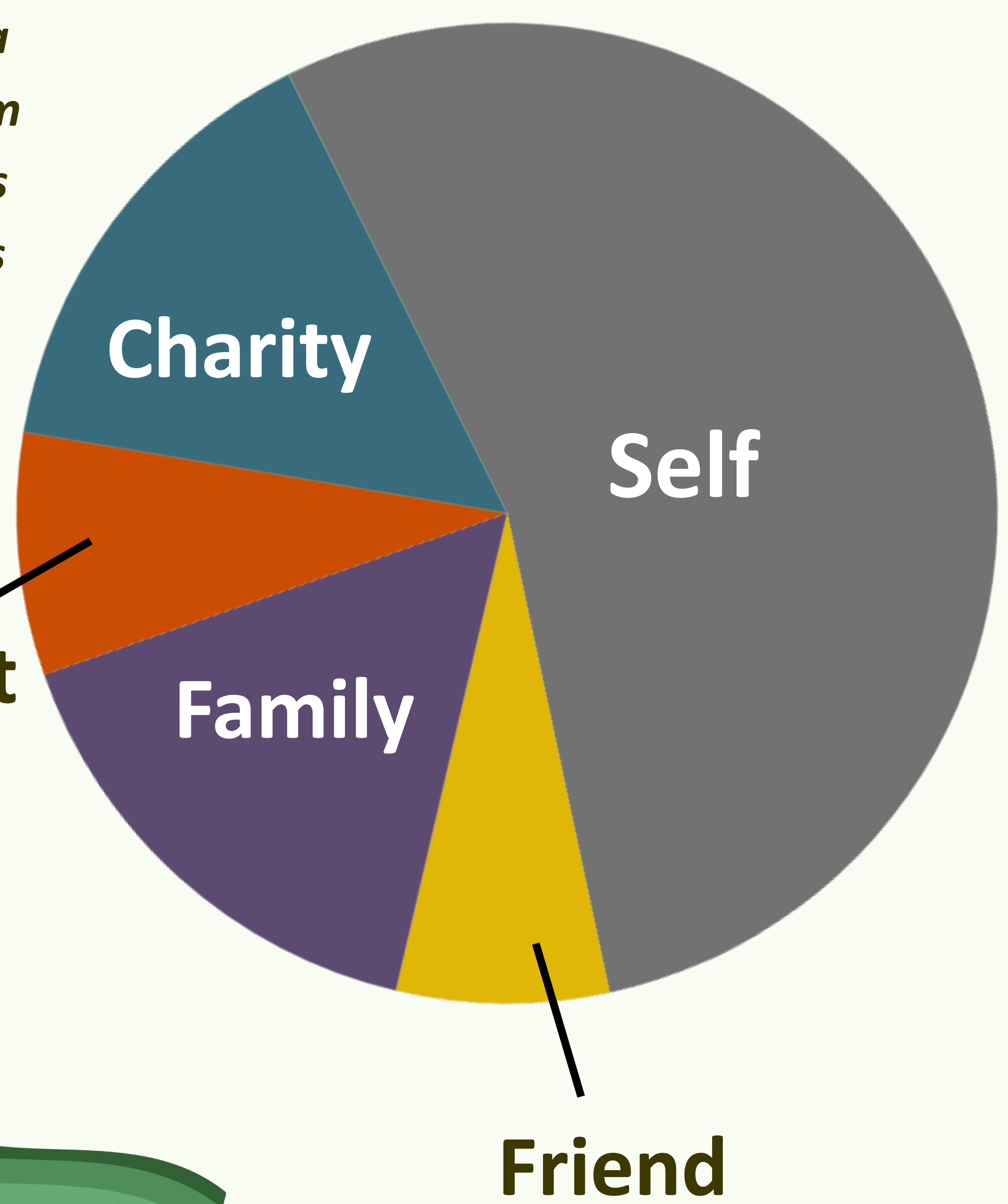
Introduction:

- People are more likely to give money to others when money is earned and are less generous when giving it to a stranger (Winking & Mizer, 2013; Umer et al., 2022).
- However, limited research has explored people's motives behind financial generosity
- Does where the money comes from and who they're giving it to lead to different donation decisions? What motivates these decisions?

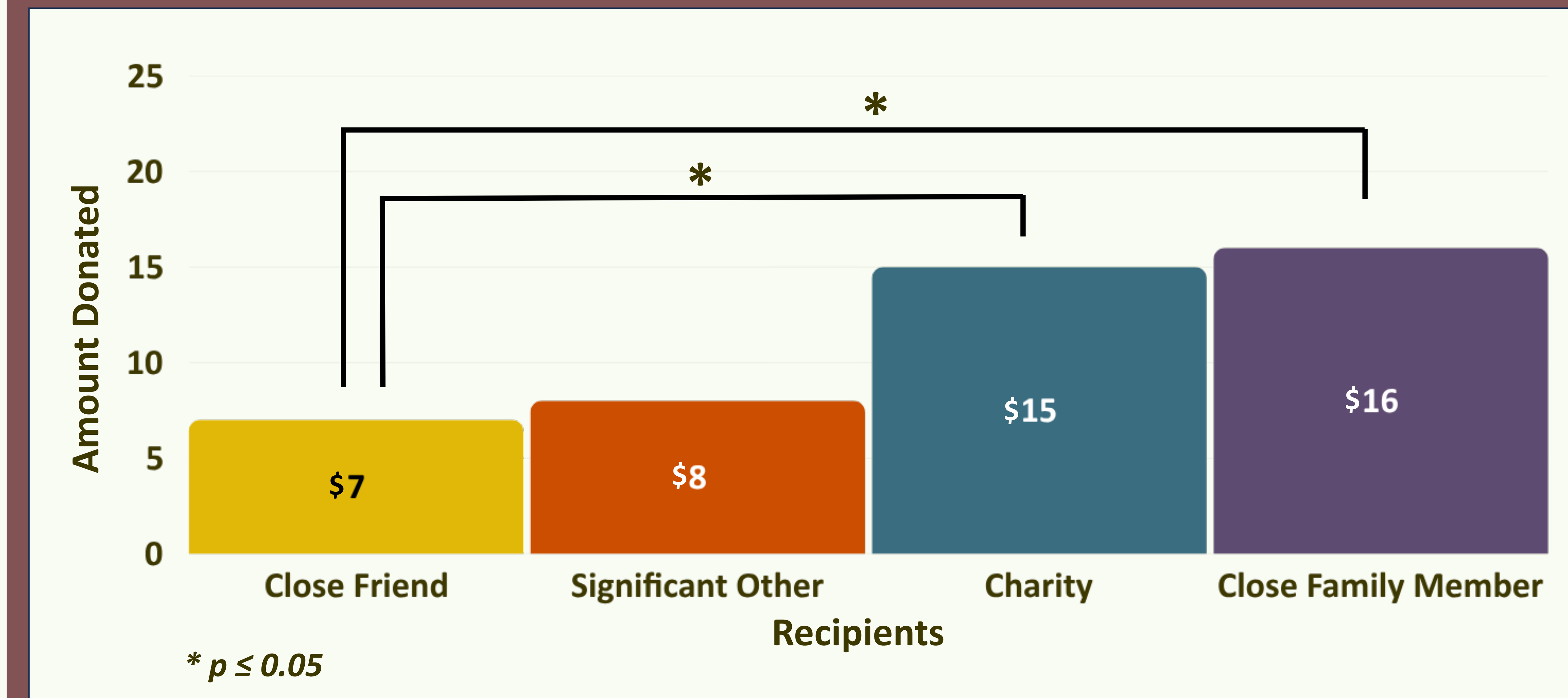
Methods:

- 28 participants (M = 19 years old)
- Reported their economic background and personal beliefs
- Played the *Pie Game* and participated in a semi-structured interview

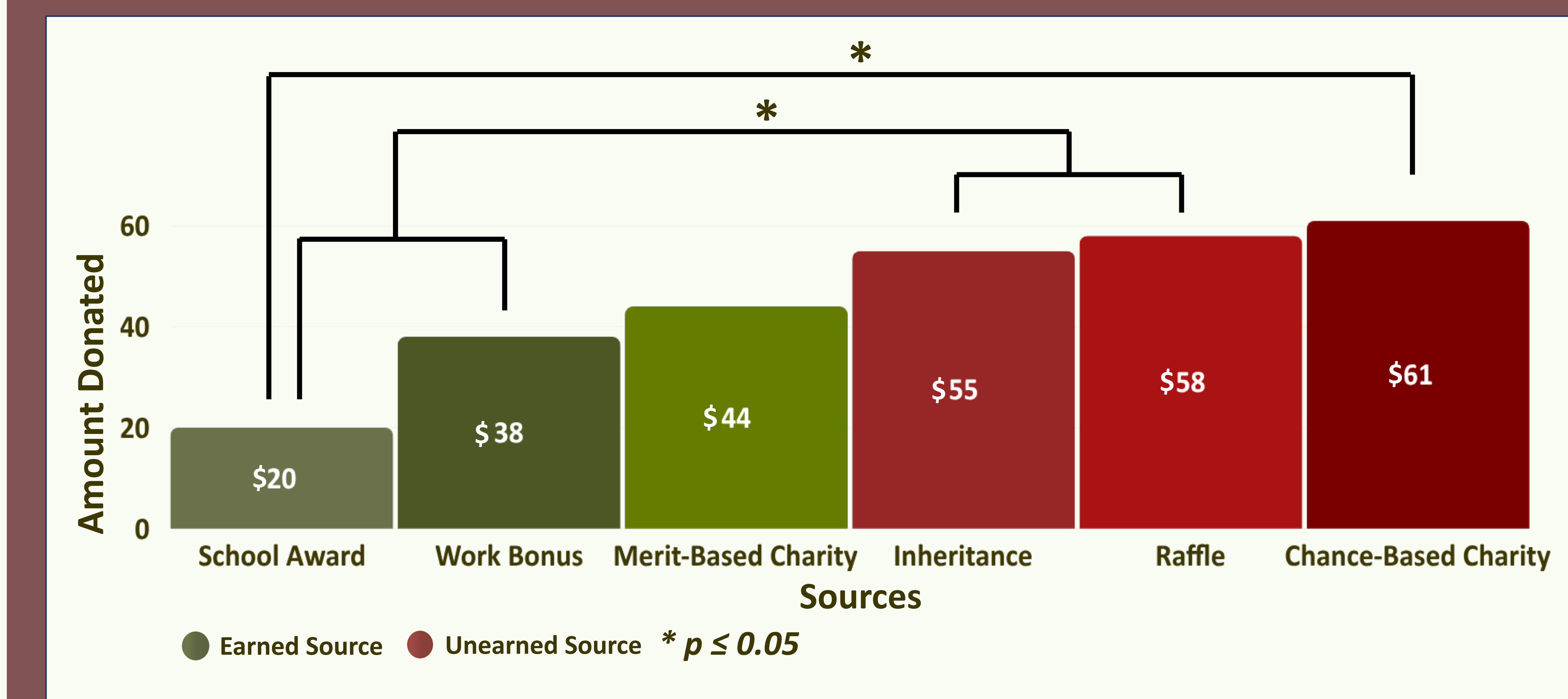
Participants received a hypothetical $100 from various money sources to keep for themselves and/or donate to a family member, close friend, charity, or significant other



People are more generous to charity and family



People are less generous when money is earned



Quotes About Recipients:

> *"My older brother [has] guided me throughout my entire life. So I feel like the least I can do is pay him back a little bit."*

> *"I felt the need to give it to [charity], because I know there [are] people in need, and you should always help people."*

Quote About Sources:

> *"[The school award is] work that I put in. It might as well be the same as a job [...] I would like to reap some of the reward of the effort that has been put in."*

Discussion:

- People's financial generosity may depend upon their relationships with the recipient and perceived merit of the money source
- May inform societal and economic needs by revealing the complexity of generosity
- Further research should consider using the pie game when participants are not expecting to discuss their decisions afterward to see if this alters response patterns

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