

## **ABSTRACT**

Data from eleven experimental treatments involving 692 subjects provide a systematic exploration of the existence and nature of motives for reciprocal behavior in two-person games. The experimental design supports discrimination between motivations of reciprocity and (non-reciprocal) altruism. The existence of reciprocal behavior is found to be dependent on the level of social distance but not on the level of monetary payoff. Alternative decision contexts such as framing the decision task as market exchange or eliciting strategy responses do not significantly change reciprocal behavior. However, the larger context in which a decision is made does have a significant effect on reciprocally-motivated behavior. These findings on payoff levels, social distance, decision context and reciprocity have implications for a wide scope of research including both theoretical and behavioral work.