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## **Does strategic kindness crowd out prosocial behavior?**

By Åshild A. Johnsen and Ola Kvaløy

### **Highlights:**

- We investigate the relationship between intrinsic and strategic reciprocity.
- Subjects play a trust game twice with and without knowing about the second period.
- Subjects anticipate strategic reciprocity.
- Subject are more trustworthy when second period comes as a surprise.
- Strategic reciprocity crowd out intrinsic reciprocity.

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