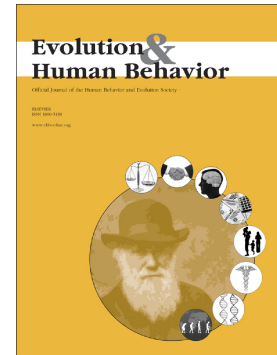


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When to diversify, and with whom? Choosing partners among out-group strangers in lowland Bolivia

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ABSTRACT

Evidence from the ethnographic and archaeological records reveals that humans often rely on out-group relationships for access to non-local resources and resource buffering. However, little is known about how actors choose out-group cooperative partners. The existing literature suggests that (in-group) partner choice is based on characteristics associated with greater cooperation (e.g., trustworthiness and productivity). Is out-group partner choice based on the same criteria as in-group? Because out-groups may be unique sources of resource access, we suggest that out-group partner choice should track characteristics of both the candidate partner *and* the partner's group that are associated with benefits for the actor. To assess partner choice, we employed a non-anonymous, one-shot economic game where participants could allocate money toward in-group and out-group strangers. Participants were from three populations of Bolivian horticulturalists (n=200) that range in their market integration and

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