

Cooperation on dynamic networks within an uncertain reputation environment

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Abstract. Reputation plays a key role among the mechanisms supporting cooperation in our society. This is a well-known observation and, in fact, several studies have shown that reputation may substantially increase cooperation among subjects playing Prisoner's Dilemma games in the laboratory. Unfortunately, recent experiments indicate that when reputation can be faked cooperation can still be maintained at the expense of honest subjects who are deceived by the dishonest ones. As experimental work is limited due to financial and other reasons, we present here an agent-based simulation model inspired by, and calibrated against, the results obtained in the experiment.

11 We thus simulate much larger population sizes over longer times, and test other model parame-
12 ters to see whether the observed behavior generalizes in those yet untried conditions. The results
13 show that the collective behavior is qualitatively similar in larger systems and stable over longer
14 times horizons. We conclude that the findings of the experimental work are meaningful, taken into
15 account that the model is strictly tailored to our particular experimental setting. We argue that
16 simulations like the ones presented here may also be useful to cheaply and quickly suggest settings
17 and options to enhance and facilitate further experiments.

18 **Introduction**

19 Reputation is one of the most important mechanisms that allow cooperation to evolve and stabilize
20 in social interactions. Building and maintaining a good reputation is key in this respect because
21 it encourages trust and socially responsible behavior. For reputation to be useful, it has to take
22 the form of some “marker” or some public information that characterizes a particular individual
23 and must be easily recognized and interpreted by others. In contrast to direct *reciprocity*, which
24 requires repeated interactions between the same people to support cooperation, reputation is an
25 indirect mechanism that relies on an individual’s previous behavior with other individuals. This
26 behavior is somehow made public knowledge in different forms and thus requires communica-
27 tion and information capabilities. Thus, when encountering another previously unseen person,
28 individuals can act on the basis of the reputation of the former. Cooperation is costly but helps
29 build a good reputation which, in turn, may lead to more cooperative acts towards oneself and to
30 a better functioning society as a whole. While direct reciprocity is at work in small groups and
31 organizations in which people meet frequently and repeatedly, reputation is a more general indirect
32 mechanism that may work in larger and/or anonymous groups.

33 Cooperation based on reputational knowledge, or indirect reciprocity, has long been studied
34 through theoretical models [1–6], as well as experimentally [7–13]. In the present study we are
35 particularly concerned with interacting populations that take the form of a social network in which
36 each individual has a certain number of primary neighbors. In this context, it is crucially impor-
37 tant that individuals in the network have control over which partners they interact with. In other
38 words, they must be able to form new links and sever unwanted ones based on the availability of

39 information about the actions of current and possible partners. If this is the case, cooperation may
40 evolve and maintain itself to a remarkable degree thanks to positive assortment among cooperators.
41 This has been convincingly shown in theoretical models and numerical simulations [14–20] and,
42 most importantly, by recent experiments with human subjects [11–13, 21–24]. Of particular rele-
43 vance for us here are the experiments reported in references [11–13] which examine the interplay
44 of the dynamical network factor and of the reputation knowledge on the amount of cooperation.
45 These studies conclude that it is reputation that plays the most important role in the evolution of
46 cooperation in the population.

47 The previous discussion and the cited research both assume that reputation is perfectly reliable
48 and truly reflects the behavior of an individual, e.g., under the form of a list of individual’s actions
49 extending in the past for a given length. However, in the real world this information can be ma-
50 nipulated in various ways, leading to uncertainty about the true reputation an individual is worth.
51 Manipulating one’s reputation is difficult as long as individuals interact face-to-face in small groups
52 where unfair behavior is simpler to spot and very detrimental to an individual if discovered. But
53 even in groups indirect reciprocity fails to work if only group image scoring is available and there
54 is uncertainty about individual reputation [25]. In the modern society many social and commer-
55 cial interactions take place through communication networks [26] and a variety of social media.
56 In most instances, such interactions involve people who know each other only through an online
57 identity [27], without any connection whatsoever in the physical world. This makes manipulating
58 a piece of information such as an individual’s reputation easier and much more likely, while, on
59 the other hand, it affects many more people as the interactions in the digital world take place with
60 larger numbers of subjects.

61 In a recent experiment we framed this question in a simplified environment as a dyadic Pris-
62 oner’s Dilemma (PD) [28, 29] in which participants were allowed to modify their reputation by
63 paying a cost [13] and, critically, they had no way to know whether another player’s reputation
64 was true or fake.

65 Our experiment highlighted interesting behaviors and collective emergent phenomena although
66 the results from the laboratory are still limited in several ways. Due to their high cost and the time
67 and organization they take it is very difficult to go beyond the study of only a few experimental
68 conditions at best, which means that the influence of the variation of several parameters cannot be

69 studied in practice. It is also the case that the number of participants is usually severely limited to
70 a few tens owing to the classroom sizes of the typical laboratory. There have been recent advances
71 on this last point and it is now possible to run experiments with hundreds, or even thousands, of
72 participants by using suitable web-based interfaces (see, e.g. [30]) but this is not yet widespread
73 practice. Besides, experiments with large populations have problems of their own and the explo-
74 ration of the parameter space remains out of the question.

75 In view of this situation we argue here that experiments can be usefully complemented and
76 calibrated by numerical simulation models. However, by this we do not mean the standard theo-
77 retical models based on replicator dynamics ideas and on microscopic strategy revision rules like
78 payoff-based or imitation-based [31], which turn out to be mostly inapplicable to complex situa-
79 tions like the one studied in our experiment. Rather, we think of suitable numerical versions of
80 the actual behavioral strategies that people use when playing in the laboratory. So, in our view,
81 experiments and computer simulations go hand in hand, with experiments suggesting suitable be-
82 havioral models and simulations extending the domain of exploration of the parameter space that
83 cannot be reached by experiments alone. In turn, numerical simulation results can also suggest
84 new experiments or experimental settings that would have been difficult to design without that
85 knowledge.

86 To make the article self-contained and for the sake of the reader, we first summarize the exper-
87 imental setting in the next section. In the rest of the paper we present the numerical model that
88 has been designed starting from the experimental results and its application to a more complete
89 study of the model parameters. We conclude with the discussion of the obtained results and some
90 suggestions for further work.

91 **Summary of the Experimental Setup**

92 In our experimental sessions seven groups of twenty subjects connected in a social network played
93 a Prisoner’s Dilemma game with their neighbors [13]. In this two-person game, players must
94 decide whether to cooperate (C) or to defect (D). Similarly to several recent experimental settings
95 (e.g. [11, 21–23]), the chosen action is the same with all neighbors. Note that if actions could be
96 chosen independently for each neighbor the network structure becomes almost irrelevant and the

97 system turns to a collection of independent pairwise games. If both agents cooperate, each receives
98 a payoff R . If one defects and the other cooperates, the defector receives T and the cooperator
99 receives the payoff S . If both defect, each receives P . Since $T > R > P \geq S$, defection is a
100 dominant strategy and a rational payoff-maximizing player will choose to defect, although mutual
101 cooperation yields a higher collective payoff, whence the dilemma. Subjects played a weak PD
102 game ($P = S$) with their immediate neighbors with $T = 10, R = 7, P = 0$, and $S = 0$. Payoff
103 values are the same as those used in [11], where it was shown that the possibility to rewire links
104 allows for cooperation to emerge when information about past actions of others, which amounts
105 to their reputation, is available. The initial set of connections between the participants was chosen
106 to be a regular lattice of degree 4. Participants played 30 rounds of the sequence described below.
107 See [13] for more details on the experimental protocol.

108 The reputation of a player was expressed through a *cooperation index* α which is the number
109 of times the player has cooperated in the last five moves, thus $\alpha \in [0, 5]$. We considered two
110 treatments: a baseline one, called *Real Reputation* (RR) in which the cooperation index cannot be
111 manipulated, and a modified one in which participants were informed that all of them were allowed
112 to vary their cooperation index by paying a cost, called *Fake Reputation* (FR). At the beginning,
113 all players receive an initial α of 3 based on the actions sequence *CDCDC*. Note that this form
114 of reputation is related to but different from the one used in [11] where explicit past choices of
115 each player were available to all others. In contrast, in our experiment there is some uncertainty
116 about the current behavior of a player even in the RR treatment. This uncertainty comes about
117 because only the number of cooperative actions of the current first neighbors and potential partners
118 is known, but not their order. In addition, neighbors are just unlabeled anonymous individuals who
119 cannot be recognized from one round to the next. As a result, only an average success rate of
120 interactions with other unspecified participants is provided.

121 In the Real Reputation (RR) treatment each round consisted of the following four stages: i) ac-
122 tion choice; ii) neighborhood modification; iii) link acceptance decision; iv) feedback on payoffs.
123 In the first stage, players receive information on the cooperation index of their current neighbors
124 and have to select one of two actions. In the second stage, participants may decide to unilaterally
125 suppress a link with a neighbor and they are also given the option to offer a link to a new,
126 randomly chosen partner; in both cases, they only know the α value of the corresponding subject.

127 In the following stage, participants see all link proposals from other players (and their α), which
128 they can either accept or reject. After these decision stages a new network is formed, and sub-
129 jects accumulate their payoff by playing the PD game in pairs with their current neighbors. They
130 are neither informed about their neighbors' payoffs nor about their neighbors' individual current
131 actions. Participants never know the full network topology.

132 The Fake Reputation (FR) treatment is identical to the RR treatment with the following fun-
133 damental difference: participants never know whether the observed cooperation index α of their
134 partners is the real one or has been modified. Consequently, in this setup there is an additional
135 stage between the first and the second stage of the RR treatment during which participants may
136 choose to pay a cost in order to modify their α value. The chosen cost was 4 points per modified
137 reputational point, per round. There is no cost if one just wants to show her true cooperation index.

138 **Model description**

139 **Initial setup**

140 The initial configuration for the set of N agents is a random regular random graph of degree 4,
141 which represents a dynamical network where edges can be created and removed during the model
142 dynamics. The initial degree is chosen to be the same as in the experimental treatments in [13].
143 Every agent i has a cooperation index α_i , that indicates how many times the agent cooperated
144 in the last five rounds, that is, $\alpha_i \in [0, 5]$. Cooperation indices are part of the information
145 provided during the experiment at each round to each agent about their neighbors. The agents play
146 a Prisoner's Dilemma (PD) game with their neighbors using the same strategy against all of them,
147 as described in the experimental setting. To compare with the results of the previous experiment,
148 the payoff values have been chosen to be the same as in [13], i.e., $T = 10$, $R = 7$ and $P = S = 0$.

149 **Agent dynamics**

150 Following the experimental setting (see previous section and [13]), two model treatments have
151 been considered: one in which the cooperation index cannot be manipulated (RR), and a modified
152 one in which agents can change their cooperation index by paying a cost (FR). At the beginning,

153 agents receive a random sequence of past actions of length five, so their initial cooperation index
 154 has an average value of 2.5 but it may be different for each of them. This is slightly different from
 155 the corresponding experimental setup but it is done to avoid the possibility of entering a loop of
 156 stereotyped behavior, given the greater regularity of the model evolution rules described below.

157 Mirroring the experiment, in the RR treatment, each round has four stages named: action
 158 choice, neighborhood modification, link acceptance, payoff feedback. These proceed as follows:

159 **Action choice.** Agents receive information on the cooperation index of their current neigh-
 160 bors, and select cooperation or defection as the action for all the PD games with their neigh-
 161 bors. Each agent computes the normalized average cooperation index of its neighbors as $\hat{\alpha}_i =$
 162 $\frac{1}{k_i} \sum_{j \in \eta_i} \alpha_j / 5 \in [0, 1]$, where k_i is the number of neighbors of agent i and η_i is the set of agent i 's
 163 neighbors numbers. Then, the agent chooses to cooperate with probability $p_{coop} = F\hat{\alpha}_i$, where F
 164 is a tunable parameter on the agent's decision-making process.

165 **Neighborhood modification.** Agents may suppress, unilaterally, a link with the neighbor that
 166 has the worst cooperation index, and they can propose a link to a random agent, which was not
 167 already linked to them. The suppression of the link occurs with probability p_{cut} , which is based
 168 on the complementary probability $p_{accept} = 1 - p_{cut}$ of accepting a link. The probability of link
 169 acceptance, p_{accept} , is based on the average cooperation index of the agent's neighborhood, $\hat{\alpha}_i$, and
 170 on the cooperation index of the agent that has proposed the link, α_j .

171 **Link acceptance.** Agents evaluate all the link proposals by seeing the corresponding agent's
 172 cooperation index, α_j , of all their potential neighbors. We assume that when $\alpha_j > \hat{\alpha}_i$ we have
 173 $p_{accept} = 1$ and $p_{accept} = 0$ for $\alpha_j = 0$. In all the other cases, when $0 < \alpha_j < \hat{\alpha}_i$ we have
 174 $p_{accept} = \alpha_j / \hat{\alpha}_i$.

175 **Feedback on payoffs.** All agents receive their payments by accumulating payoffs from all the
 176 PD games in which they are involved.

177 The FR treatment is identical to the RR treatment but the agents never know if the observed
 178 cooperation index is the real one. Consequently, as in [13], there is an additional stage between the

179 first and second stage of the RR treatment. In that additional stage, agents can pay a cost in order to
 180 increase their *observable* cooperation index. This modification costs 4 points per increased point,
 181 as in [13], and the purchased points are only valid for the round they are currently playing.

182 In the simulated FR treatment, we introduce a new kind of agent type, called *cheater*, to be
 183 defined below. The fraction of cheaters in the agent population is regulated by the parameter
 184 $f_{ch} \in [0, 1]$, where $f_{ch} = 1$ stands for a population entirely composed by cheater agents. All the
 185 other agents are called *reliable*. A cheater agent defects with probability $\rho_D^{ch} \in [0, 1]$ and it behaves
 186 as a reliable agent with probability $1 - \rho_D^{ch}$, i.e. cooperates with probability $p_{coop} = F\hat{\alpha}_i$. Whenever
 187 a cheater agent i has a cooperation index smaller than its neighbourhood average cooperation index,
 188 that is, $\alpha_i < \hat{\alpha}_i$, it purchases reputational points for that round until $\alpha_i \geq \hat{\alpha}_i$. On the other hand,
 189 reliable agents purchase reputational points until $\alpha_i \geq \hat{\alpha}_i$ with probability $\rho_R^{rel} \in [0, 1]$ and with
 190 probability $1 - \rho_R^{rel}$ they keep their cooperation index unchanged.

191 For the sake of clarity, the main variables and parameters of the model are summarized, with
 192 their meanings, in Table 1.

193

α_i	cooperation index of agent i
$\hat{\alpha}_i$	average cooperation index of agent i 's neighbors
F	factor on agents' decision (model parameter, [MP])
$p_{coop} = F\hat{\alpha}_i$	probability of cooperation for reliable agents
p_{accept}	probability of accepting a new link
$p_{cut} = 1 - p_{accept}$	probability of cutting a link to a neighbor
f_{ch}	fraction of cheater agents in the population (MP)
ρ_D^{ch}	probability of direct defection for cheater agents (MP)
ρ_R^{rel}	probability of purchasing reputation for reliable agents (MP)

Table 1: Variables and parameters of the model and their meanings.

194 1 Results

195 We present the results of numerically simulated systems for the RR and FR treatments using the
 196 same number of agents (20) as in the laboratory experiments [13], and adopting the agent update
 197 rules described in the previous section. The maximum number of rounds we simulated in this study
 198 was 100, instead of the 30 used in the experimental setting, to check the stability of our results with
 199 a longer time horizon. We have studied a wide range of values for all the model parameters: f_{ch} ,
 200 ρ_D^{ch} and ρ_R^{rel} . We have also considered the effect of a damping term on the action decision making
 201 process varying the parameter F . For the FR treatment, the initial fraction of cheater agents in the
 202 population was chosen to be $f_{ch} = 0.5$, that is, half of the population plays as a cheater agent while
 203 the other half as a reliable one. The value $f_{ch} = 0.5$ is similar to what we empirically measured
 204 in [13]. Also, according to experimental results, we use $\rho_R^{rel} = 0.25$, that is, the probability that a
 205 reliable agent purchases reputational points. We then investigate system dynamics for $\rho_D^{ch} < 0.5$
 206 and $F = 0.95$ and 1. Figure 1 shows how the cooperation index evolves as a function of the round
 207 number during the simulations for different values of ρ_D^{ch} and for $F = 0.95$. The RR model, i.e.
 208 $f_{ch} = 0, \rho_R^{rel} = 0, F = 0.95$, is also shown for comparison. Results for $F = 1$ are similar and have
 209 been omitted. The observable cooperation index (Fig. 1, right image) reaches higher values, as it
 210 intuitively should, and similarly to what was observed in the experiment [13].

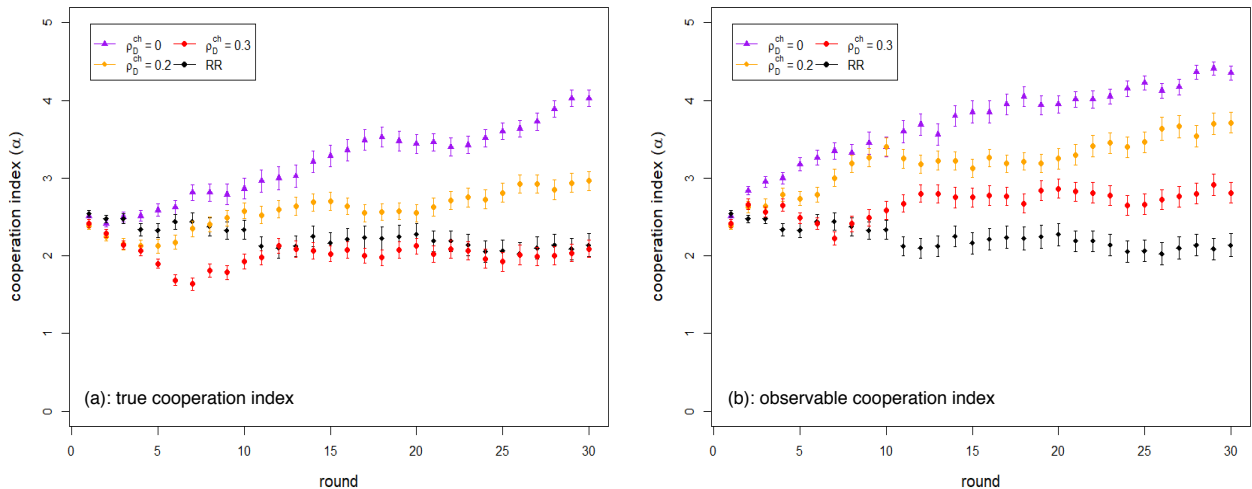


Figure 1: Cooperation index as a function of the rounds of play in the simulated RR and FR model. (a): real cooperation index evolution; (b): observable cooperation index evolution. Results are averages of 25 runs. Standard deviations are shown as error bars.

211 The model parameter selection has been made after comparing the simulation results with the
 212 ones in [13] and selecting those values that give the aggregate behavior that appears to be closer
 213 to the experimental results. We found that the most suitable choices were: $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$,
 214 $f_{ch} = 0.5$, and $F = 0.95$.

215 Cooperation index

216 Simulated results are compared with empirical ones in Fig. 2 adopting $F = 0.95$. The results
 217 are quite close to the experimental ones. It can be observed that, for the chosen parameter set, a
 218 difference of about half a point exists between real and visible cooperation in the FR treatment. Of
 219 course, the similarity between experimental and simulated results is not surprising: it was expected
 220 since we chose parameter values in the model that were suggested by the experimental results.
 221 Indeed, our goal is not to have generic agents that collectively behave as the real ones, which would
 222 be almost hopeless, but rather “statistical” agents that individually resemble the human ones that
 223 took part in the experiment in their decision-making behavior. In other words, the intention here
 224 is not to “explain” the observed behavior. On the contrary, we assume this behavior in order to
 225 enhance by simulation the limited range of the experimental settings.

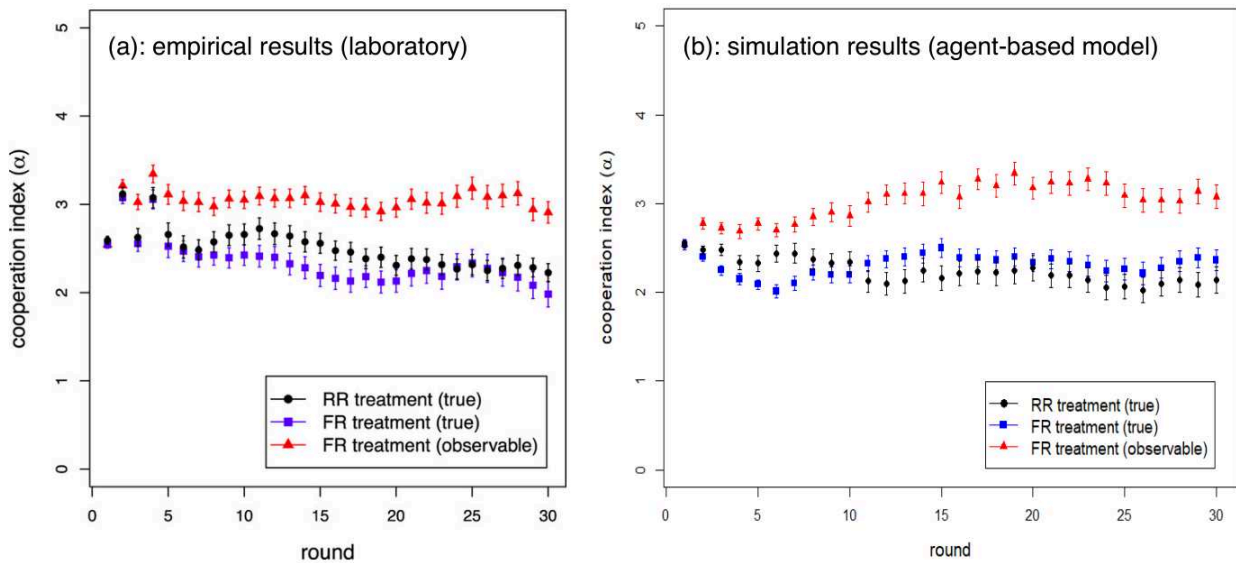


Figure 2: Cooperation index as a function of round. Left image: average experimental results [13]. Right image: numerical simulation results. Results are averages over 25 repetitions. The RR parameter values are: $f_{ch} = 0$, $\rho_R^{rel} = 0$; while FR ones are: $f_{ch} = 0.5$, $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$.

226 **Purchased points**

227 As said above, the FR treatment is characterized by the fact that players, unknown to the others, are
228 allowed to purchase reputation points at each round. A useful view of the individual’s behavior is
229 given by a plot in which each individual is represented by a dot. The x-coordinate of a given indi-
230 vidual is the average number of points it has purchased per round during the run; the y-coordinate
231 of the individual gives its cooperation frequency during the run. This is what is depicted in Fig. 3.
232 The inset panel in this figure represents the same data for the experimental results. The vertical
233 line is an arbitrary (but, as can be seen from the plot, reasonable, in so far as there are seemingly
234 two different groups of subjects) threshold that separates players that buy less than half a point per
235 round in average, from those that buy more than half a point. For the sake of clarity, we recall here
236 that we dubbed the first group of players “reliable”, while the others were called “cheaters”. This

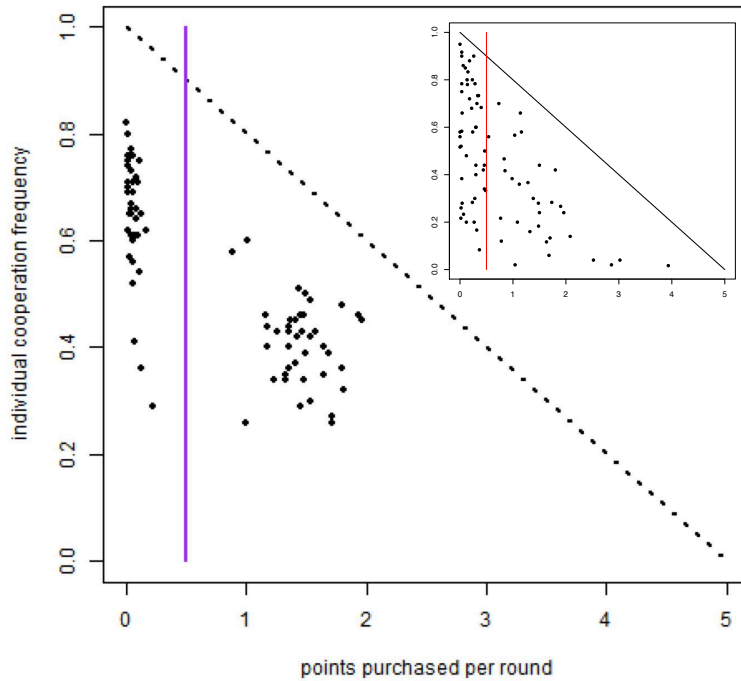


Figure 3: In this plot, each individual is represented by a dot whose abscissa gives the average number of points the individual purchased per round and whose ordinate represents the individual’s cooperation frequency averaged over all rounds in the simulation run. The inset panel reports the same data from the experiment in [13]. Parameters values are the same as those of Fig. 2 ($f_{ch} = 0.5$, $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$, $F = 0.95$).

237 binary classification is a simplification but it allows us to group behaviors instead of treating them
238 as a continuous variable. This is useful to understand the system behavior in terms of well-defined
239 behavioral types and gave useful results when applied to the experimental data [13].

240 Given that we introduced an amount of cheater agents approximately equal to the experimen-
241 tally observed quantity ($f_{ch} = 0.5$), it is again not surprising that the simulated population behavior
242 is qualitatively similar to the experimental results with human subjects. It can be observed, how-
243 ever, that the simulation results are more concentrated, a phenomenon that can be attributed to the
244 average artificial agent behavior compared to the more idiosyncratic human players which have a
245 more spread-out distribution in the scatter plot. In both cases, cheaters cooperate less on average.

246 **Frequency of cooperation**

247 We continue the comparison between human agents and artificial agents behavior by showing the
248 histograms giving the fraction of the population that has a given average cooperation index in the
249 FR treatment for reliable and cheater players respectively. This is shown in Fig. 4 where simulation
250 results are reported. Comparing them with the laboratory results in [13] one can see that the general
251 patterns are similar in both cases, although the distributions for the simulated population are more
252 centered between 1 and 2 for the true cooperation index distribution (left panel) and between 2
253 and 4 for observable cooperation index distribution. This is essentially a consequence of the less
254 erratic behavior of the agents.

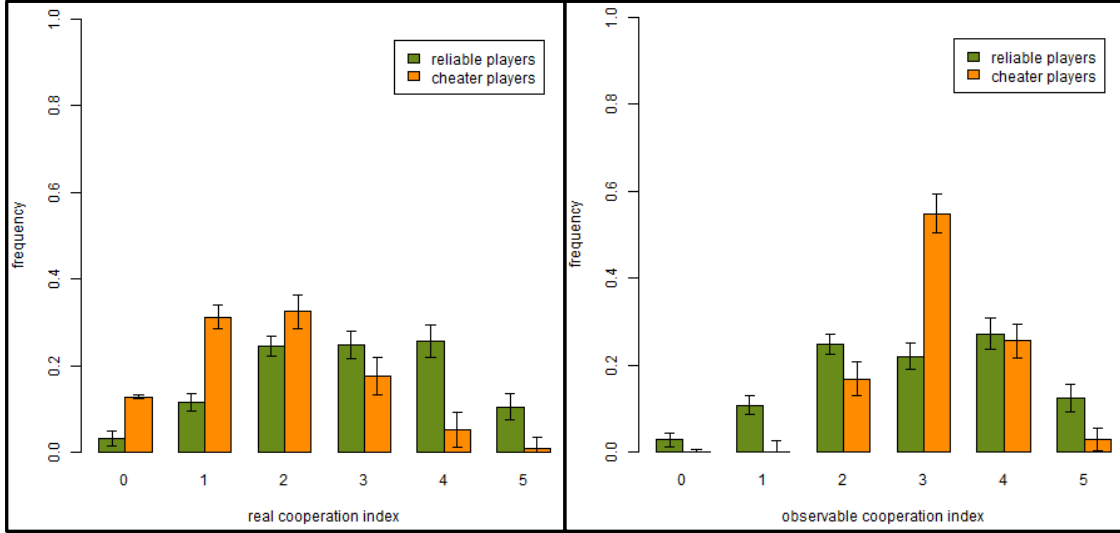


Figure 4: Frequency of reliable and cheater players for real (left) and observable (right) cooperation index in the simulated FR treatment. Results are averages over 25 runs. Parameters values are the same as those of Fig. 2 ($f_{ch} = 0.5$, $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$, $F = 0.95$).

255 Scaling up the population size

256 All the results shown until now were for a population size of 20, the same size that was used in the
 257 laboratory experiment [13]. This is interesting enough but one is left with the question of whether
 258 a larger number of participants would give rise to fundamentally different behavior. We want also
 259 to stress that human subjects were aware of the fact that they were playing against other people in
 260 the room, putting them in a situation of a small-scale experiment. However, the same experimental
 261 protocol can be easily extended to a larger population. We thus assume that participants' incentives
 262 and consequent behavior should not completely change when playing in a larger pool of people.
 263 Managing a large number of subjects is difficult to do in a laboratory setting, although today there
 264 exist web-based systems that allow hundreds of people to participate in an experiment. Yet, those
 265 experiments are hard to set up, control, and analyze, not to speak of the financial aspects involved.
 266 Thus, numerical simulation provides a cheap means to explore untried possibilities.

267 In what follows, we report results for simulations performed with 500 agents that interact dur-
 268 ing 100 rounds in the simulated FR treatments. Figure 5 depicts the average cooperation results.
 269 Compared with the laboratory results for 20 participants (left panel), it is clear that the trend is

270 maintained and the fluctuations are lower in the larger simulated population. In particular, it is
 271 reassuring to see that nothing odd happens when more players interact during more rounds; rather,
 272 the behavior becomes more stable and statistically reliable (right panel). We also conducted simu-
 273 lations with 1000 agents with basically the same results that we omit for the sake of brevity.

274 Now, comparing player type frequencies in the large populations in the FR treatment, we find
 275 very similar trends for the real cooperation index, as shown in Fig. 6 (left panel), while visible
 276 cooperation frequencies (right panel) seem to experience a shift towards the right of the x-axis and
 277 cheaters essentially stay around cooperation index 3, instead of being mainly distributed between
 278 indices 3 and 4 as in the smaller population (see Fig. 4).

279 In the following Fig. 7 we show the scatterplots of the points purchased per round by each
 280 individual against the individual's cooperation frequency in large simulated populations. The cor-
 281 relation patterns are similar to what happens for smaller system sizes (see Fig. 3): we observe
 282 cheaters cooperating less in the average but that in the large population case the density of points
 283 in the two regions is much higher and points are less scattered around. Thus, it appears that using
 284 more agents in the simulations really gives crisper and more stable patterns of behavior.

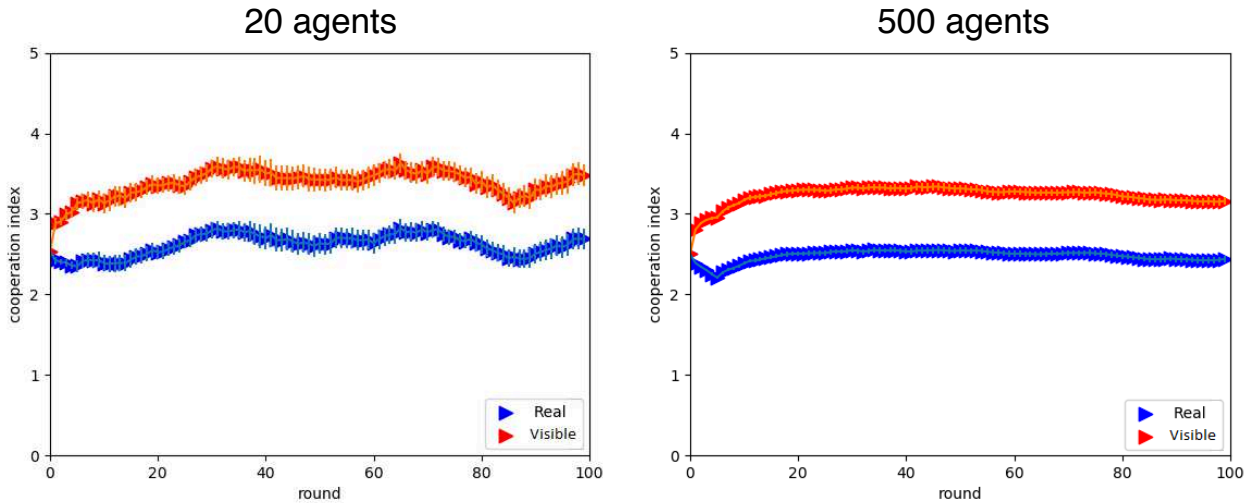


Figure 5: Comparing average cooperation in populations of size 20 (left) and size 500 (right). Blue curves: real cooperation index. Red curves: visible cooperation index. Parameters values are the same as those of Fig. 2 ($f_{ch} = 0.5$, $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$, $F = 0.95$). Results are averages over 25 runs of the simulated system.

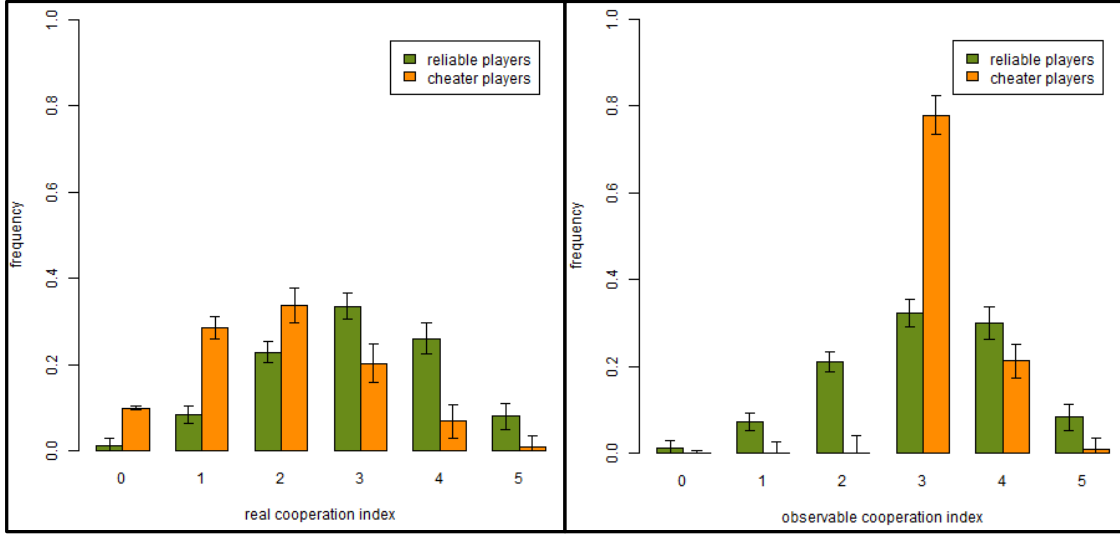


Figure 6: Real (a) and visible (b) cooperation index frequency for reliable and cheater players in the large population, i.e. 500 agents. See also Fig. 4 for comparison with the same results on the small simulated system. Parameters values are the same as those of Fig. 2 ($f_{ch} = 0.5$, $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$, $F = 0.95$). Simulation data are averages over 25 runs.

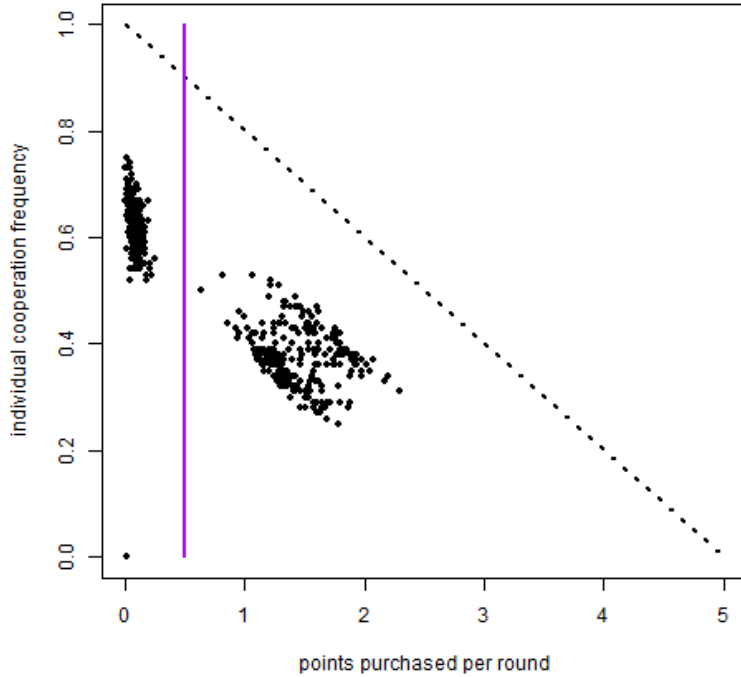


Figure 7: Number of points purchased per round by each individual having a given cooperation frequency for a population of 500 agents in a simulated FR treatment. Parameters values are the same as those of Fig. 2 ($f_{ch} = 0.5$, $\rho_D^{ch} = 0.3$, $\rho_R^{rel} = 0.25$, $F = 0.95$).

285 Regarding the evolution of the degree distribution we have noticed that in the small population
286 case the network quickly saturates and becomes an almost complete graph. This behavior is very
287 close to the trend observed in the experiment [13]. In the large population case the trend is the
288 same and the degree growth rate is even faster in the large population.

289 From the previous results for larger populations we can infer that using more agents does indeed
290 improve the stability of the dynamical systems and the associated statistics since there are far less
291 fluctuations. Nevertheless, it is also clear that the small and the large systems basically show the
292 same trends in all measured quantities, at least in the particular case studied here. This means that
293 using the typical 15 to 25 participants in a laboratory experiment, numbers that are often dictated
294 by logistic and financial limitations, does not seem to impair the qualitative nature of the results.
295 On the other hand, if one can afford many more participants, the simulations suggest that the results
296 are more stable and their statistical significance is higher.

297 **Conclusions**

298 Our main objective in the present study was to design a numerical simulation model of a system
299 where reputation can be faked, based on artificial agents since such a model can be suitably param-
300 eterized and can be run quickly and repeatedly, substituting the need for actual experiments. Our
301 agent model does not try to faithfully reproduce the idiosyncrasies of particular human agents, it
302 rather strives to represent the rules of typical agents such that the collective behavior of the agents'
303 interactions results in a global dynamics that is qualitatively in agreement with the experimental
304 observations. To validate our model design, we first compared the numerical simulation results
305 with the same system size as in the laboratory experiment. Having thus obtained a good quali-
306 tative fit, we then studied much larger systems over longer time horizons, that would make them
307 either unfeasible or difficult to study in a laboratory with human participants. The main results we
308 obtained is that larger populations essentially behave in the same qualitative manner as the small
309 one, except that all results have smaller fluctuations, both because the populations are larger and
310 also because one can easily and quickly perform many repetitions of the virtual experiment before
311 taking the averages.

312 This result has two interesting implications. First, it justifies the use of classroom-size labo-

313 ratory experiments, at least in this case, and suggests that people might behave in a large system
314 by just keeping the links that have a reasonable observable reputation and making new links to
315 similar ones, leading to a growth of the mean degree. This is a clear-cut prediction that raises the
316 question as to whether real people, with limited attention and cognitive capabilities can actually
317 behave in that manner. We envisage that the way information about the (very many) other partici-
318 pants can be key to the verification of this prediction. Second, large scale simulations suggest that
319 the observation could exhibit less fluctuations compared to those of small size experiment. This
320 seems to indicate that it could be better, in terms of the statistical significance of the results, to run
321 a large system than many instances of smaller ones, something that again requires experimental
322 verification. In this sense, it has to be kept in mind that, following the findings about static PD
323 experiments [32], we have proposed a model where payoffs do not play any role. It then goes
324 without saying that it would be important to check the accuracy of this assumption by repeating
325 the experiments in small size systems with different payoffs; if the model is valid in these other
326 setups, we would then have a very general manner to describe quite a large range of experiments.

327 Another point about the comparison of our model with other experimental setups relates to one
328 of the findings of our large scale simulations, namely the rapid growth of the number of links in
329 the system. Such large growth rates are possible only because link creation and deletion are free in
330 the model. However, actual socio-economic networks have mean degrees that do not exceed 15 in
331 most measured cases (see, for instance [33]). This is because in the real social world link creation,
332 and even link cutting, are not free. They often imply a cost, either economical or of other types.
333 Moreover, issues such as time and attention span limitations prevent actors to engage in too many
334 simultaneous contacts. It would certainly be interesting to modify the network dynamics part of our
335 model so as to take these factors into account. Likewise, concepts such as the degree distribution
336 function, the mean distance, or the clustering coefficient would not make much sense for our
337 very dense final population graphs. However, our main purpose here was to create a numerical
338 counterpart of the experimental setting we used in [13]. The experiments we are proposing here
339 would allow us to extend our model to those, more realistic situations.

340 To conclude, we stress that, by design, the main limitation of our approach is that it cannot be
341 applied to other situations as it has been purposely tailored to the setting described in the exper-
342 iment. On the other hand, using general game-theoretical models such as learning or replicator

343 dynamics would certainly have prevented us from approximately matching the human behavior in
344 the experiment. Another advantage of the specialized agent system is that simulations may also be
345 used to suggest further experiments to be tried out as we have done above. We are thus led to argue
346 that the parallel use of experiments with people and of suitably designed agent simulations greatly
347 enhances the scope of both laboratory experiments and agent-based simulations. Eventually, the
348 interaction of models and experiments should lead to a better understanding of the behavior of a
349 large class of people, and the discrepancies could be classified by looking at the differences with
350 this average behavior. That would be a real contribution to advancing the behavioral sciences. We
351 hope that the success of the model we are presenting here stimulates further work along these lines.

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358 **Author contributions**

359 All authors conceived the study. P. L. wrote the code to run computer simulations and performed
360 data analysis. All authors discussed the results, drew conclusions and wrote the manuscript.

361 **Additional information**

362 **Competing interests.** The authors declare no competing interests.

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