

### **Abstract**

Recently reputation mechanisms have been proposed to provide a new solution to the social dilemma problem. Several experimental studies showed that people made use of information about others' behaviors in social dilemma in order to decide on their behaviors in a social exchange situation (e.g., Prisoner's dilemma). Specifically, they were willing to give more of their resources to social dilemma cooperators than to defectors. As a result, cooperation in social dilemma situations were facilitated. However, why precisely people behaved in this manner in a social exchange context has not been fully investigated. The current study examines the potential psychological mechanisms that serve to make behaviors in social exchanges contingent on others' behaviors in social dilemmas. To investigate these mechanisms, we conducted two experimental studies and our results showed that a perception of disposition causes people to use reputational information. Future research should investigate how linkage based on perception of disposition can be adaptive