

1 **Title:**  
2 Comparison of social complexity in two independent pastoralist societies

3 **Authors:**

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21 **Abstract**

22 Pastoralists rely on networks of cooperating households containing relatives and others to help with  
23 production and various other daily activities. To understand how socioecological differences and  
24 commonalities affect different social networks, we compared cooperative decision-making using gift games  
25 for 755 people working in herding groups across six sites in two countries (Saami areas in Norway and  
26 Tibetan areas in China). We found that members of the same herding group received more gifts from each  
27 other. Most variance in gift-giving between study sites was due to differences in the effects of relatedness.  
28 Tibetan herders were more likely than Saami herders to give gifts to closer relatives belonging to  
29 geographically distant herding groups. Also, stated reasons of giving gifts were different in the two societies:  
30 kin and wealth (measured by herd size) were more important among Tibetan pastoralists, while reciprocity  
31 was more important among Saami. Social ties within and beyond the family as well as the centrality of  
32 herding groups within social networks are general patterns of social organization favoring cooperation  
33 among pastoralists.

34 **Significant statement**

35 Pastoralists around the world have independently developed social institutions built around cooperative  
36 herding units, known as *siidas* in Norway and *ru skor* in China. Our study investigates how kin and non-kin,  
37 in the same herding group or belonging to other groups, as well as wealth (measured by herd size) are  
38 associated with cooperation. Our results show that communities in both countries exhibit similar social  
39 pattern in terms of who they chose to give gifts to, despite differences in socioeconomic status and culture.  
40 Most of the variance in cooperation occurred between sites, primarily due to the effect of kinship. Members  
41 of the same herding group were preferred recipients of gifts, regardless of kinship, although closer kin were  
42 more likely to receive gifts. The stated reasons for giving were different in the two sites: *siidas* prioritized  
43 reciprocity whereas *ru skor* preferred kin and less wealthy herders.

44 **Keywords:**

45 Evolution of cooperation; social networks; field experiment; social institutions

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74 **Introduction**

75 Empirical studies of social evolution in humans have shown how cooperative interactions among kin of  
 76 varying degree, as well as non-kin, are shaped in part by social and ecological contexts (Henrich et al. 2005;  
 77 Ruffle and Sosis 2006; Cronk 2007; Herrmann et al. 2008; Buchan et al. 2009; Lamba and Mace 2011;  
 78 Prediger et al. 2011; Apicella et al. 2012; Balliet and Lange 2013; Gerkey 2013; Leibbrandt et al. 2013; Silva  
 79 and Mace 2014; Wu et al. 2015; Smith et al. 2016; Thomas et al. 2018). Previous studies have found more  
 80 between-group than within-group variability in cooperativeness, where ‘groups’ can refer to societies in  
 81 different countries (Henrich et al. 2005), ethnic groups in the same country (Wu et al. 2015), or villages and  
 82 camps within a single ethnic group (Lamba and Mace 2011; Apicella et al. 2012). Researchers disagree about  
 83 the extent to which this variation is driven by differences in market integration and stable society-wide  
 84 cultural norms (Henrich et al. 2005), or more localized differences in demography (Lamba and Mace 2011,  
 85 Smith et al 2016) and/or different expectations of trust and fairness (Gurven et al. 2008).

86 Assortment is fundamental for cooperation to evolve, and social networks are shaped by individuals  
 87 clustering on a number of dimensions, including reciprocal benefits, shared genes, reputations, need,  
 88 economic condition, or the ‘market value’ of potential social partners (Nowak and May 1992; Fletcher and  
 89 Doebeli 2009; Allen et al. 2017). Disruptions to socioecological systems can have unforetold consequences  
 90 on social networks, especially for smaller-scale societies whose members rely on flexible cooperative  
 91 interactions with others to survive and thrive: a pertinent example being pastoralists. Pastoralists often find  
 92 themselves socially marginalized in nation states and tend to inhabit arid or marginalized areas not well-  
 93 suited to farming. Many herders are experiencing challenges due to climate change, pasture fragmentation,  
 94 changes in land tenure, globalization, and threats to their way of life. Although strategies of subsisting on  
 95 herd animals have existed in various forms for thousands of years (Honeychurch and Makarewicz 2016) little  
 96 is known about the patterns and processes of contemporary pastoralist cooperation in different  
 97 socioecological contexts.

98 Pastoralists around the world tend to organize their labor in cooperative herding groups (Næss 2012). These  
 99 groups are typically formed of several related households, allowing herders to pool risk, achieve economies  
 100 of scale, and survive in otherwise uncertain environments, while also facilitating communication,  
 101 monitoring and sanctioning ( Mace 1998; Næss et al. 2010; Aktipis et al. 2011; Næss 2012). Within their  
 102 social networks, pastoralists rely on herding groups whose members are made up of kin and non-kin  
 103 ( Thomas et al. 2015); these groups often include close kin, suggesting a role for inclusive fitness benefits,  
 104 possibly as a byproduct of assortment regardless of direct cooperative interactions. Pastoralist groups in  
 105 eastern Africa have developed norms allowing those in need to freely borrow livestock from herding  
 106 partners with a surplus of animals, without obligations to repay (Cronk 2007); others leverage their  
 107 friendship networks to recruit raiding partners (Glowacki et al. 2016).

108 Saami herders in Norway and herders on the Qinghai-Tibetan Plateau (QTP) in China utilize similar social  
 109 institutions: cooperative groups—called *siida* in the Saami languages (Paine 1994) and *ru skor* among  
 110 Tibetan herders QTP (Nietupski 2012)—that collaborate on herding tasks and share pastures at certain times  
 111 of year. In Norway, a *siida* consists of one or more license owners and is a cooperative herding group,  
 112 traditionally consisting of several related families (although kinship is not a necessary criterion for  
 113 membership). *Siidas* are grouped into districts: formal administration units defined by the government  
 114 (Thomas et al. 2016). In China, members of the same *ru skor* are often related because brothers who  
 115 establish new households tend to stay in the same group. Several *ru skor* will form a production group (called  
 116 *sheng chan dui* in Chinese (Yamaguchi 2011)), usually below the village level, but herding and daily life  
 117 activities are mostly clustered within *ru skor*.

118 Pastoralism in Saami areas of Norway and on the QTP varies greatly in scale and extent. Reindeer herding  
 119 encompasses approximately 120,000 km<sup>2</sup> (> 40% of mainland Norway), with a little over 3,000 herders  
 120 owning ~250,000 reindeer (Anonymous 2016). There are around 5 million Tibetan herders owning 12 million  
 121 yaks and 30 million goats and sheep, with over 1.6 million km<sup>2</sup> of rangelands (~64% of QTP in China; see  
 122 (Næss 2016) and SI Text).

123 Organization of winter pastures in Finnmark, Norway, shifted in the late 1970s from a customary land tenure  
 124 system to a common system; today, winter pastures are in the process of becoming privatized or semi-  
 125 privatized. Following the Reindeer Husbandry Law of 1933, reindeer herding in Finnmark was formally (and

126 physically) separated into different summer districts: pasture areas that can consist of several summer *siidas*,  
127 bounded by fences. In contrast, winter pastures are currently being reorganized primarily through  
128 establishing fixed winter *siida* grazing boundaries and user rules (Næss 2017). Rangelands on the QTP were  
129 leased to households starting in the early 1990s, based on the number of inhabitants and are enclosed by  
130 fences. By the end of 2003 around 70% of China's usable rangeland was leased through long-term contracts,  
131 where 68% was contracted to individual households and the rest to groups of households or to villages,  
132 although estimates vary (Næss 2013). In the study area, winter pastures were first contracted to individual  
133 households whereas the summer pastures were contracted to a maximum of three households (Cao et al.  
134 2013). There are also households grazing separately from others, both in winter and summer areas; the  
135 preference for herding alone rather than in groups has been increasing since privatization was introduced.  
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137 To investigate variation in cooperative herding behavior within and between the two countries, we analyzed  
138 cooperative behavior from individual herders working in herding groups within six study sites. Our data  
139 encompasses 212 reindeer herders in 33 *siidas* across summer and winter districts within two zones in  
140 Finnmark, northern Norway and 1,192 yak herders from 172 *ru skors* in four villages in Maqu county, in the  
141 eastern part of QTP, China. Henceforth, we will refer to these districts in Norway and villages in China as our  
142 'study sites' (or 'sites'). We employed a gift allocation task to reveal the structure of existing social  
143 relationships, similar to those used in studies of groups of hunter-gatherers (Apicella et al. 2012; Thompson  
144 et al. 2015) and pastoralists (Thomas et al. 2015; Glowacki et al. 2016). In these gift games, participants  
145 anonymously distributed gifts to at least one other person (see Methods).

146 Studies to date have not analyzed cross-cultural variation in cooperation among populations following  
147 similar subsistence strategies and social organization, but where there are differences in country-level social,  
148 political and ecological contexts. To address this gap, we examine variation in cooperative behavior within  
149 and between groups of pastoralists living in Norway and China. The main aim of this study is to understand  
150 cross-cultural variation in cooperation among herders in Norway and China as well as the causes of variation  
151 by investigating patterns of gift giving. Since previous studies found that herders gave gifts to social partners  
152 who were members of their own herding group and/or relatives (Thomas et al. 2015), we expect that, across  
153 all sites, members of the same herding group will be preferentially chosen as gift recipients, especially when  
154 those members are relatives. Nevertheless, considering the differences in pasture organization, we expect  
155 that the spatial constraints and shared borders in Finnmark necessitate higher levels of between-group  
156 cooperation and coordination to ameliorate issues such as mixing of herds, compared to the situation on  
157 QTP. Moreover, due to the individualized pasture situation on the QTP, we expect that kinship is a more  
158 important determinant for gift giving than group membership compared to Finnmark. In addition, previous  
159 studies have also found that herders gave gifts to people reputed to be high-quality partners, young people  
160 new to the lifestyle (Thomas et al. 2015), or people who were high status in terms of wealth and leadership  
161 (Glowacki et al. 2016) or other social skills (Smith et al. 2017). Consequently, we also explore the similarities  
162 and differences in terms of stated reasons of gift-giving between sites as well as how herding success,  
163 measured as herd size (Næss 2010), influences gift giving between sites.  
164

## 165 Methods

166  
167 MGT conducted fieldwork in Karasjok, Norway, in July and August 2013 and in Kautokeino, Norway, in June-  
168 August 2016, employing local assistants to aid in interviews and translation. Participants were adult reindeer  
169 herders of any gender. JD conducted research in QTP, China, in July-October 2016, employing three local  
170 assistants to help in translation and field work. In each site, we asked adult male and female herders to play  
171 economic games following a demographic questionnaire. Kinship networks were created in slightly different  
172 ways in the different sites: see SI for details.

### 173 Gift games

174 Participants were endowed with a fixed gift and were asked to give everything away to at least one other  
175 person; they were not allowed to keep anything for themselves. Herders in QTP and Karasjok, Finnmark,  
176 could give their gifts to a maximum of three people; there was no limit in Kautokeino, but the median  
177 number of gifts given away was two (the maximum given by any one herder was 7 gifts). In Finnmark,

178 participants could only give gifts to licensed herders within their district (*siidaandeler*; in English meaning  
179 *siida*-share, or effectively heads of households). In China, participants could give to anybody in the same  
180 site, except people in their own household. See SI Text for further discussion.  
181 Participants in Norway were presented with a list of names of license owners in their district, with associated  
182 anonymous ID numbers; the ID numbers of their chosen recipients were recorded. In China, we asked  
183 participants to name any members of the same site that they wish to give gifts to; we also asked for the  
184 recipients' other information, e.g. name of his/her family head etc., to avoid any mistakes, as locals are likely  
185 to share the same name.  
186 Participants in China were endowed with 15 yuan (\$4.33 purchasing power parity [PPP] in July 2015);  
187 herders in Karasjok, Norway, were given vouchers representing 15 liters of petrol (225 Norwegian kroner;  
188 \$24.92 PPP in July 2013); herders in Kautokeino, Norway, were endowed with 35 liters in petrol vouchers  
189 (525 NOK; \$52.34 PPP in July 2016). PPP amounts were calculated from the OECD's indicators for the  
190 relevant years and countries (OECD 2017); see Table S1. In addition to the game endowments, we also gave  
191 small gifts to each person as compensation for their participation: in China, we gave them sweets or laundry  
192 powder; in Norway participants in Kautokeino received 300 NOK and participants in Karasjok received 150  
193 NOK. At the end of each field season in Norway and China, participants in Karasjok and QTP were paid in  
194 cash, while those in Kautokeino were paid by bank transfer. Payments included participation fees. Gift game  
195 participants were also asked to report their reasons for giving gifts as an open-ended question.  
196 An individual's position in their social network, as measured by indirect ties (e.g. friends of friends), has  
197 been associated with benefits including increased reproductive success (Brent 2015; Page et al. 2017). We  
198 quantified social network position in terms of individuals' betweenness and eigenvector centrality (Table  
199 S2); higher betweenness scores mean that an individual acts as a bridge or broker between otherwise  
200 unconnected people, while higher eigenvector centrality means that individuals are connected to other  
201 well-connected people (Brent 2015). We also estimated modularity—a measure of how a network can be  
202 partitioned into communities (Newman 2006; Fortunato 2010).

203

## 204 Statistical analyses

205 To analyze gift decisions, we fit Bayesian multilevel logistic regressions with varying intercepts for gift game  
206 participants nested within study sites. The predictors were: coefficient of relatedness; a binary variable  
207 representing whether or not a pair of herders (dyad) were membership of the same herding group; and an  
208 interaction between these two (see 'Model specification' section in Supplementary Information). This  
209 model structure allows us to estimate site-level effects as well as control for the non-independence of  
210 potential gift givers in dyads (Gelman et al. 2013; McElreath 2016); similar model structures have been used  
211 in previous studies employing gift games (Apicella et al. 2012; Thomas et al. 2015). A subset of models also  
212 included varying slopes for sites in order to estimate the different effects of relatedness and group  
213 membership between areas (Schielzeth and Forstmeier 2009; McElreath 2016) .

214 For the analysis of how herding success affects decisions to give gifts, we used herd size as an indicator of  
215 herding success; this has been used by other researchers as a reliable indicator of pastoralist production  
216 and family wealth (Roth 1996; Næss 2010). Since the most important source of income is from livestock,  
217 herding size is a reliable measure of herding success. Herd size was calculated from self-stated information  
218 or from government documents. We fitted Bayesian multilevel linear regressions with varying intercepts for  
219 study site to predict herd size z-scores (see Table S2 for specifications). Herd sizes were standardized to  
220 mean = 0 over 1 standard deviation, grouped within sites, to allow direct comparison across countries given  
221 the order of magnitude difference in livestock ownership (Fig. S5).

222 All models were run for 2,000 iterations, discarding the first half as warm-up. We fitted one chain for models  
223 of gift giving (due to the computational and temporal constraints of fitting such complex models to a large  
224 dataset) and four chains for the social network analysis. We checked that  $\hat{R}$  scores (the potential scale  
225 reduction factor, measuring convergence of chains) were close to 1.0; they were in all cases.

226 For model selection in both regression analyses, we compared the approximate leave-one-out cross-  
227 validation information criteria (Vehtari et al. 2016)—an estimate of out-of-sample-predictive fit—and  
228 calculated model weights by stacking posterior predictive distributions (Yao et al. 2017); in both cases, we  
229 selected the model carrying most weight for analyses presented here. All models were fitted in R 3.3 (R Core  
230 Team 2012) using the packages *rstanarm* (R Core Team 2012) and *loo* (Vehtari et al. 2016; Yao et al. 2017);  
231 social network statistics were calculated with *iGraph* (Csardi and Nepusz 2006). See SI Text for details of

232 model specifications.  
233

## 234 Results

235 In total, 755 participants gave a total of 1,214 gifts (Table 1; note that the differences in sample size between  
236 countries are partly due to differences in population sizes and scale of the herding lifestyle, as well as  
237 different lengths of field seasons spent in each country). Models of the gift networks include only the gift  
238 game players as 'egos' (i.e. potential givers) but all the other members of the same site as 'alters', producing  
239 219,112 within-site dyads. There were 28-60 winter herding groups in the four Tibetan sites, 24 winter  
240 herding groups in one Saami site and 9 summer herding groups in the other. The mean number of people  
241 in the Tibetan herding groups ranged from 3.98 ( $\pm 1$  standard deviation [SD] = 4.26) to 12.46 (SD=18.05), and  
242 in the Saami herding groups ranged from 5.71 (SD=3.33) to 8.33 (SD=4.72). There were no differences in  
243 mean group relatedness between the sites (Table 1).

244 Herders in Finnmark gave 74.1% of their 147 gifts to members of the same herding group, while herders in  
245 Tibet gave 40.6% of 1,067 gifts to members of the same group (Fig. S1). In Norway, the average amount  
246 received was \$10.61 purchasing power parity (PPP); the maximum amount received by any one herder was  
247 \$122.13 PPP. The average amount received in China was \$2.38 PPP, with the maximum amount received  
248 being \$33.18 PPP. Table S1 summarizes gifts by site.

249 *Siidas* and *ru skor* were composed of at least first cousins ( $r \geq 0.125$ ) as well as non-kin (Fig. S2). In the  
250 Tibetan sites, approximately equal numbers of close kin (grandparents, parents, siblings and children;  $r \geq$   
251 0.25) belonged to other herding groups, whereas few close family members worked for other groups in  
252 Finnmark. Proportionally more gifts were given to non-kin on the QTP than to kin (range across the four  
253 sites: 61.5% – 70.5%) and in Karasjok, Finnmark (53.5%; Fig. S3).

254 The Kautokeino site in Finnmark appears to be different from Tibetan sites in terms of gift-giving behavior,  
255 with the majority of gifts (77.6%) going to relatives rather than non-kin. This may be in part due to the  
256 recognition of distantly related herders ( $r$  between 0.0078 and 0.0630; Fig. S2), which may have occurred  
257 because of different data collection techniques in this site (see SI Methods) or due to there being no upper  
258 limit on number of gift recipients (see Methods). However, the Kautokeino data focused specifically on  
259 cooperation in winter *siidas*, which tend to be smaller and more family-oriented groups (Paine 1994).

260 Across all study sites in both regions, relatedness and herding group co-membership positively predicted  
261 gift-giving, while the interaction term was negative (Fig. 1; Table S3 and Table S4). Taken together, the  
262 predicted probabilities of gift giving as relatedness and group membership co-vary reveal similarities and  
263 differences within and between countries (Fig. 2). Across sites, members of the same herding group were  
264 more likely to receive gifts compared to people belonging to other groups. In the two sites in Finnmark,  
265 herders preferred to give gifts to members of their herding group regardless of relatedness, although closer  
266 kin in the same *siida* were most likely to receive gifts. This pattern matches district-level evidence that  
267 kinship structures reindeer herders' cooperation and productivity (Næss et al. 2010; Næss et al. 2012).

268 Non-kin and distant kin in the QTP sites were more likely to receive gifts if they belonged to the same herding  
269 group as the giver. Tibetan herders were slightly more likely to give gifts to close kin belonging to other  
270 herding groups (Fig. 2); As in previous cross-cultural studies of cooperation (Henrich et al. 2005; Lamba and  
271 Mace 2011; Wu et al. 2015), there was more variance between sites than within, and in this case there was  
272 little variation between individuals within sites (Table 2 and Table S5). In the best-fitting model (Fig. 1), 46.4%  
273 of the variance was explained by the between-site differences in the interaction between relatedness and  
274 herding group membership, while the varying slopes for relatedness explained a further 24.2% (Table 2 and  
275 Table S5). In a null model with only varying intercepts for egos nested in sites, 85.5% of the variance was  
276 explained by differences between sites (Table S5). Overall, there were no systematic biases in parameter  
277 estimates or variances across sites (Fig. 1).

278 Despite being given anonymously, gifts were reciprocated at higher rates than expected by chance,  
279 especially among herders in the two sites in Finnmark, where 26.32 - 28.17% of gifts were reciprocated (Fig.  
280 S4). There was strong assortment on gift giving within herding groups, with assortativity coefficients ranging  
281 from 0.56 to 0.82 in Finnmark and from 0.26 to 0.61 in QTP. Participants did not preferentially give gifts to  
282 same-sex herders in most of the study sites, with the exception of Jilehe and Tawa in QTP; in these two sites,  
283 annual average income per household is lower compared to other sites in China. In the two Saami sites, the  
284 lack of assortment on sex is likely due to male-bias as a consequence of most licensed herders being male.

285  
286 Measures of indirect connections were not associated with herd sizes (Table S2), suggesting that direct social  
287 bonds (i.e. gifts, in this case) are more important for pastoralist cooperation than how herders are connected  
288 to third parties and beyond.  
289 In the four Tibetan sites, modularity was higher than expected by chance, implying a stronger community  
290 structure featuring dense clusters of individuals giving gifts to one another (Fig. S4). In Karasjok, modularity  
291 was slightly lower than expected by chance, with only 4.9% of the randomly generated modularity scores  
292 being less than the observed modularity; modularity scores in Kautokeino were indistinguishable from  
293 chance. This suggests more instances of cooperation between clusters of herders in Finnmark compared to  
294 QTP, potentially resulting from increased interdependence due to larger per-capita herds operating in a  
295 more spatially constrained environment.

296  
297 Herd sizes are different between the two countries, on average, where *Saami* pastoralists kept larger herds  
298 compared to people on the QTP (Fig. S5). We use Gini coefficients, a commonly used measure of wealth  
299 inequality, to investigate the inequality in herd sizes (Levine 2015). Gini coefficients are higher within the  
300 Tibetan sites (range: 0.385 – 0.454) than within Finnmark (range: 0.257 – 0.292); Tibetan Gini coefficients  
301 are slightly lower (i.e. higher equality) than reported by Levine (Levine 2015). Across different herding  
302 groups in the Tibetan sites, herders receiving more gifts had below-average herd sizes (Fig. 3 and Fig. S6),  
303 indicating that gifts tended to go to poorer herders, contrary to patterns observed among East African  
304 pastoralists, who gave gifts to wealthier social partners (Glowacki et al. 2016). This pattern was not  
305 associated with age (Fig. S6 and Table S2) and it likely driven by the Tibetan herders' general preference to  
306 give gifts to poorer herders, as stated during their interviews. In contrast there is no association between  
307 gifts and herd size in either of the Saami sites. Between-subject differences accounted for almost all variance  
308 in predicting herd size (99.6%); there was almost no variation between sites (0.4%; Fig. S7).

309 We also investigated the stated reasons for giving gift to each particular person in the gift game. For Saami  
310 reindeer herders, 34% of the gifts were given for reasons of 'current or future reciprocity'; giving to 'good  
311 herders' (18%) was also a common reason (Thomas et al. 2015). 'Good herders' in this case means being  
312 experienced and respected herders from their local point of view. Very few of Saami herders reported that  
313 they will give to the poor (3%) or to family (16%). Among Tibetan herders, the most popular reason for giving  
314 gifts was 'Family' (32%); 22% of gift givers also reported that the recipients were poorer than themselves,  
315 and they gave gifts as a donation (see Table 3 for the full text of self-report reasons of giving gifts in the two  
316 countries). Only 11% of stated reason were for reciprocity. In short, *siida* members were more likely to report  
317 that they preferred to give because of the potential for future reciprocity compared to the Tibetan herders  
318 (see Table S6, Chi-square=11.51, df=2, P=0.003).

319

## 320 Discussion

321 Through analyzing the social networks that emerged from allocation decisions in an economic game, we  
322 found that although most variation in gift giving occurred between sites, there were comparable patterns  
323 within the same country as well as broad similarities regardless of study site. Pastoralists strongly depended  
324 on members of their herding groups, especially close relatives. Tibetan herders in China were more likely to  
325 give gifts to their close relatives who might not live in the same herding group compared to reindeer herders  
326 in Norway. In pastoralist societies, family members can be spread over great distances meaning that it is  
327 difficult to provision these kin, especially in harsh environments where the chance of daily interaction is  
328 small. Among Tibetan herders, close kin in the same herding group are geographically and psychologically  
329 close and may be considered members of the same household who might be supported by other means. A  
330 similar result was also found in a hunter-gather group where sharing within the same camp was not very  
331 frequent (Marlowe 2004).

332  
333 Overall, herders rely on a combination of kin (Næss et al. 2010) and the social institution of their herding  
334 group, as reflected by their gift-giving decisions. Saami reindeer herders indicated that they preferred to  
335 give more because of expected 'current or future reciprocity', whilst Tibetan yak herders reported that they  
336 preferred to give gifts to 'family members'. Self-report data are widely used by demographers, psychologists  
337 and other social scientists as a direct and simple way to understand people's preferences and/or local norms,

338 although sometimes people say one thing while doing another (Du and Mace 2018; Thomas et al. 2018b).  
339 Due to the nature of conducting gift games over long periods of time, we cannot be completely sure that at  
340 least some of the reciprocity observed was not due to participants arranging, outside of the game, to give  
341 gifts to one another (Wiessner 2009; Gervais 2017). Even if such behavior occurred, the games would still  
342 be collecting information about real-world relationships and thus would be indicative of important instances  
343 of reciprocity.  
344 Sociality arises when there are more benefits than costs to living in a group. The relations between different  
345 dyads living in the group can be represented as a social network. Social networks evolve when individuals  
346 can balance their costs and benefits in order to maximize their fitness. Smith et al (2016) show that the  
347 likelihood of reciprocal cooperation is more frequent in stable hunter-gatherer communities than in more  
348 unstable bands; in the less stable environment, demand-sharing and tolerated theft occur more often. Here,  
349 the social and economic situation is different in two pastoralist societies, where reindeer herders in Norway  
350 live in a more stable and economically better environment compared to the Tibetan herders in China who  
351 are living in less developed conditions. Keeping stable relationships with kin and non-kin in the same herding  
352 group will help secure their livelihood. Our results also show that, among Tibetan herders, cooperation is  
353 more kin-based. Giving gifts as a donation was also important for Tibetan pastoralists but not for Saami  
354 herders. Showing generosity might be an important strategy in cooperation because it increases social status  
355 while, at the same time, increasing the chance of receiving more help if in need (Gurven et al. 2000). We  
356 also argue that people tend to show they are generous so that everyone else in the group will know their  
357 prosocial tendencies, helping them gain higher social status. In addition, Tibetans are Buddhist, where  
358 teachings advocate generous behavior; even, or perhaps especially, in religious communities, costly acts can  
359 be acts of status enhancement (Power 2016).  
360 Future research should tie in observational measures of cooperation—especially costly forms of  
361 cooperation, such as labor investment—as well as measures of reproductive success to produce a more  
362 comprehensive evolutionary account of social behavior in pastoralist societies. Beyond pastoralism, our  
363 results have relevance for the role of social institutions, population structure and the multilevel organization  
364 of human communities (Dyble et al. 2016)(Dyble et al. 2016) in shaping observed similarities and variation  
365 across cultural groups.  
366

## 367 Ethics

368 This research was approved in part by the University College London research ethics committee and by  
369 Lanzhou University. Fieldwork in Kautokeino, Norway, was undertaken in accordance with the “General  
370 guidelines for research ethics” as stipulated by the Norwegian National Research Ethics Committee (NNREC;  
371 <https://www.etikkom.no/en/>). Specifically, interviews were undertaken in accordance with NNREC’s  
372 ethical checklist by: (1) obtaining written informed consent; (2) ensuring that no dependent relationship  
373 exists that could influence the subjects’ decision to give consent; and (3) guaranteeing anonymity and  
374 confidentiality of the informants. See SI Text for descriptions of the study sites and data collection  
375 procedures.

## 376 Data, code and materials

377 Data are deposited in [URL; DOI] and code to reproduce our analyses is available from  
378 <https://github.com/matthewgthomas/hierarchies-gifts/>

## 379 Competing interests

380 We have no competing interests

## 381 Author contributions:

382 MGT, DJ, BJB, RM and MWN designed research; MGT and DJ collected data; MGT analyzed data; and MGT,  
383 DJ, BJB, RM and MWN wrote the paper.  
384



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## 514 Figure and table captions

515

516 Fig. 1: Network diagrams showing gifts given between participants in each field site: A-D are Cairima,  
517 Duolong, Jilehe and Tawa in Tibet; E and F are Karasjok and Kautokeino in Finnmark. Nodes represent  
518 individuals within each community, coloured by herding group membership; larger nodes received  
519 more gifts. Edges show gift giving, where thicker arrows indicate larger gifts. Spatial location in the  
520 figures is arbitrary and does not represent spatial location in the site.

521

522 Fig. 2: Log-odds from the best-fitting multilevel logistic model predicting gift giving; this model  
523 contains varying intercepts and varying slopes (Table S3). Points show medians, colored by study site;  
524 thick lines are 80% credible intervals; and thin lines are 95% credible intervals. Top panel shows  
525 varying intercepts for each site (intercepts for individuals within sites not shown); remaining panels  
526 show slopes for each predictor, varying by site. Grey dotted line represents no effect; each  
527 parameter estimate was statistically distinguishable from log-odds = 0. Parameter estimates and  
528 variances are shown in Table S3; Fig. 2 shows predictions from this model.

529

530 Fig. 3: Predicted herd size (standardized) from number of gifts received (in-degree in the gift network) for  
531 males (green) and females (blue) in Tibetan pastoralists. The model was fitted on the subset of 1,071 herders  
532 for whom we had information about age, sex, and herd size. See Methods for model specification and Table  
533 S2 for the candidate set of models. Lines show parameter estimate medians and shaded ribbons are 95%  
534 credible intervals. See Table 1 for standard deviations in herd size to ease interpretation of these z-scores.

535

536 Table 1: Descriptive statistics of the samples in each site. 'Mean  $r$  in groups' refers to the grand mean  
537 coefficient of relatedness within each herding group within study sites.

538

539 Table 2: Estimated variances and variance partition coefficients (VPCs) for varying intercepts and slopes in  
540 the best-fitting multilevel model (Table S5). Parentheses show standard deviations of the variance estimates;  
541 note that this was not calculated for the population average intercept, as this was a logistic regression  
542 without an error term.

543

544 Table 3: Self-reported reasons of giving gifts in *Siida* and *ru skor*. The reasons of giving gifts were listed in  
545 descending order.

546

547 **Tables**

548 Table 1: Descriptive statistics of the samples in each site. 'Mean *r* in groups' refers to the grand mean coefficient of relatedness within each herding group within study  
 549 sites. Note that in the Finnmark: Kautokeino site, there was one herder whose gender we did not know.

Study site	N	No. givers	No. gifts	Mean (SD) age	No. females	No. males	No. groups	Mean (SD) N in groups	Mean <i>r</i> in groups	Mean (SD) herd size
Finnmark: Karasjok	75	30	71	51.94 (12.14)	14	61	9	8.33 (4.72)	0.19	438.67 (185.38)
Finnmark: Kautokeino	137	30	76	47.76 (11.35)	40	96	24	5.71 (3.33)	0.07	431.03 (195.27)
Tibet: Cairima	239	138	212	37.4 (18.56)	111	128	60	3.98 (4.26)	0.17	49.24 (42.92)
Tibet: Doulong	256	147	212	34.73 (17.09)	129	127	50	5.12 (5.57)	0.17	52.79 (39.38)
Tibet: Jilehe	349	213	342	36.82 (18.79)	171	178	28	12.46 (18.05)	0.09	75.26 (54.66)
Tibet: Tawa	348	197	301	37.65 (17.06)	191	157	34	10.24 (11.69)	0.15	60.24 (45.66)
<b>Totals</b>	<b>1,404</b>	<b>755</b>	<b>1,214</b>	<b>99 (99)</b>	<b>656</b>	<b>747</b>	<b>205</b>	—	—	—

550

551 Table 2: Estimated variances and variance partition coefficients (VPCs) for varying intercepts and slopes in the best-fitting multilevel model (Table S5).  
 552 Parentheses show standard deviations of the variance estimates; note that this was not calculated for the population average intercept, as this was a logistic  
 553 regression without an error term.

Variance component	Variance	VPC
Population-average intercept	0.133	1.80 %
Egos nested in sites intercepts	0.002 (0.05)	0.03 %
Study site intercepts	0.679 (0.82)	9.22 %
Relatedness slopes	1.78 (1.33)	24.16 %
Herding group membership slopes	1.358 (1.17)	18.44 %
Relatedness × herding group slopes	3.414 (1.85)	46.36 %

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Table 3: Self-reported reasons of giving gifts in *Siida* and *ru skor*. The reasons of giving gifts were listed in descending order of prevalence.

<i>Siida</i> (Norway)		<i>ru skor</i> (China)	
Reasons	Number	Reasons	Number
Current or future reciprocity	24 (34%)	Family	307 (32%)
Good herders	13 (18%)	Need help/Poor	207 (22%)
Family	11 (16%)	Current or future reciprocity	196 (21%)
Young/new owners	7 (10%)	Friends	151 (16%)
No reason given	6 (8%)	No reason given	85 (9%)
Deserving	3 (4%)	<b>Total</b>	<b>946 (100%)</b>
Lazy	3 (4%)		
Need help/Poor	2 (3%)		
Friends	1 (1%)		
Selfish	1 (1%)		
<b>Total</b>	<b>71(100%)</b>		

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