ONLINE APPENDIX TO: “POLITICAL IDENTITY: EXPERIMENTAL EVIDENCE ON ANTI-AMERICANISM IN PAKISTAN”

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A1 Description of Piloting

We developed our protocol for Experiment 1 in a series of pilots. First, in November 2012, we ran a small pilot and focus group discussion with 20 undergraduate students at the Lahore University of Management Sciences (LUMS). Next, before running the full experiment, we ran a larger pilot study in the field with 143 subjects. The exercise comprised 6 separate sessions, with approximately 24 subjects per session. 71 subjects participated on June 24th, 2013, in Islamabad and 72 subjects participated on June 25th, 2013, in Peshawar. Anticipating the necessity of having Pakistanis conduct the main experiment, we used the larger pilot to train our lab coordinators, allowing us to avoid the direct involvement of any foreigners in the implementation of the main experiment. The pilot study allowed us to refine our experimental design and to establish that we could carry out the activity safely with minimal risk to enumerators or participants. We committed in advance not to include data from the pilot studies in our main analysis.

We also conducted a pilot study prior to Experiment 2 to refine our experimental design and to establish that we could carry out the activities safely, with minimal risk to enumerators and participants. Again, we committed in advance not to include data from the pilot study in our main analysis.
### Table A.1: Rejection Rates in Experiment 1 (Controlling for Covariates and Session FE)

<table>
<thead>
<tr>
<th>Offer</th>
<th>Difference</th>
<th>Panel C: differences (low Payment - high Payment)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>U.S. Gov’t</td>
<td>LUMS</td>
</tr>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
</tr>
<tr>
<td></td>
<td>Private</td>
<td>0.180***</td>
</tr>
<tr>
<td></td>
<td>Public</td>
<td>0.050</td>
</tr>
<tr>
<td>Difference</td>
<td>0.066</td>
<td>-0.064*</td>
</tr>
<tr>
<td></td>
<td>Panel B: high payment</td>
<td>0.057</td>
</tr>
<tr>
<td></td>
<td>Public</td>
<td>0.053</td>
</tr>
<tr>
<td>Difference</td>
<td>-0.027</td>
<td>-0.031</td>
</tr>
<tr>
<td></td>
<td>Panel C: differences (low Payment - high Payment)</td>
<td>0.093*</td>
</tr>
</tbody>
</table>

Notes: This table replicates the differences in rejection rates presented in Table 2, controlling for fixed effects and all the covariates presented in Table 1 (the unconditional means presented in Table 2 are suppressed to reflect the fact that differences here are conditional on controls and fixed effects). Panel A presents rejection rates in the low payment condition for each combination of offer×privacy condition, and differences in rejection rates depending on offer and privacy conditions. Panel B presents the same information for the high payment condition. Panel C presents differences for each cell between the low and high payment conditions. Standard errors clustered at the session level are presented in brackets. For differences in rejection rates, we denote: * significant at 10%; ** significant at 5%; *** significant at 1%.
### Table A.2: Does Rejecting Payment Predict Real Political Behavior?

<table>
<thead>
<tr>
<th>Dependent Variable</th>
<th>Member of PTI</th>
<th>Member of PML-N</th>
<th>Signed up to PTI</th>
<th>Signed up to PML-N</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
<td>(4)</td>
</tr>
<tr>
<td>Rejected Bonus Payment (=1)</td>
<td>0.020</td>
<td>0.276*</td>
<td>-0.021</td>
<td>-0.222</td>
</tr>
<tr>
<td></td>
<td>[0.018]</td>
<td>[0.145]</td>
<td>[0.014]</td>
<td>[0.136]</td>
</tr>
<tr>
<td>Mean (rejected=0)</td>
<td>0.032</td>
<td>0.371</td>
<td>0.040</td>
<td>0.457</td>
</tr>
<tr>
<td></td>
<td>[0.009]</td>
<td>[0.083]</td>
<td>[0.010]</td>
<td>[0.085]</td>
</tr>
<tr>
<td>Sample</td>
<td>Full</td>
<td>Party Member</td>
<td>Full</td>
<td>Party Member</td>
</tr>
<tr>
<td># Observations</td>
<td>611</td>
<td>52</td>
<td>611</td>
<td>52</td>
</tr>
<tr>
<td>Covariates</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Notes:** This table reports the coefficients from regressions of measures of political preference on a dummy equal to one for respondents who rejected a bonus payment offer from the US Government. The sample in columns 1, 3, and 5 is comprised of all subjects contacted in stage 1, recontacted in stage 2, and randomly assigned to receive a bonus payment offer (the revealed preference condition). Columns 2 and 4 is a subsample who were already a member of a party when they were contacted in stage 1 of the experiment. White heteroscedasticity robust standard errors are in brackets. * significant at 10%; ** significant at 5%; *** significant at 1%.

### Table A.3: Do Stated Preferences Predict Real Political Behavior?

<table>
<thead>
<tr>
<th>Dependent Variable</th>
<th>Member of PTI</th>
<th>Member of PML-N</th>
<th>Signed up to PTI</th>
<th>Signed up to PML-N</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
<td>(4)</td>
</tr>
<tr>
<td>Panel A: Negative Views About U.S. Government</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rejected Bonus Payment (=1)</td>
<td>-0.034**</td>
<td>-0.188</td>
<td>0.008</td>
<td>0.188</td>
</tr>
<tr>
<td></td>
<td>[0.017]</td>
<td>[0.119]</td>
<td>[0.018]</td>
<td>[0.125]</td>
</tr>
<tr>
<td>Mean (rejected=0)</td>
<td>0.063</td>
<td>0.479</td>
<td>0.047</td>
<td>0.354</td>
</tr>
<tr>
<td></td>
<td>[0.013]</td>
<td>[0.073]</td>
<td>[0.011]</td>
<td>[0.070]</td>
</tr>
<tr>
<td>Panel B: Negative Views About U.S. Aid</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rejected Bonus Payment (=1)</td>
<td>-0.002</td>
<td>-0.037</td>
<td>-0.002</td>
<td>-0.037</td>
</tr>
<tr>
<td></td>
<td>[0.019]</td>
<td>[0.126]</td>
<td>[0.019]</td>
<td>[0.126]</td>
</tr>
<tr>
<td>Mean (rejected=0)</td>
<td>0.051</td>
<td>0.429</td>
<td>0.051</td>
<td>0.429</td>
</tr>
<tr>
<td></td>
<td>[0.011]</td>
<td>[0.071]</td>
<td>[0.011]</td>
<td>[0.071]</td>
</tr>
<tr>
<td>Sample</td>
<td>Full</td>
<td>Members of Sample政治 party</td>
<td>Full</td>
<td>Members of Sample政治 party</td>
</tr>
<tr>
<td># Observations</td>
<td>601</td>
<td>72</td>
<td>601</td>
<td>72</td>
</tr>
</tbody>
</table>

**Notes:** This table replicates the results from Table A.2 using stated instead of revealed preferences. White heteroscedasticity robust standard errors are in brackets. * significant at 10%; ** significant at 5%; *** significant at 1%.
Figure A.1: Map of Experiment 1 Laboratory Locations in Pakistan
Figure A.2: Urdu Versions of Literacy Screening Tests for Experiment 1
Figure A.3: Experiment 1 Enrollment Desk Outside of the Lab in Islamabad
Figure A.4: Experiment 1 Session in Islamabad
Figure A.6: Survey Version to Session-Participant Number Mapping in Experiment 1

Note: Please refer to the detailed descriptions of activity/envelope #2 below for a description of the different versions of the survey (denoted by letters ‘a’ to ‘x’).
A3 Experimental Protocols

Experiment 1 Materials
Informed Consent Form

Appendix I: Survey Respondent Introduction and Consent Script
UNIVERSITY OF CALIFORNIA – LOS ANGELES
CONSENT TO ACT AS A RESEARCH SUBJECT

DESCRIPTION: You are invited to participate in a research study in economics and psychology. No personal identifying information will be kept.

TIME INVOLVEMENT: Your participation will take approximately 1 hour.

RISKS AND BENEFITS: There are no foreseeable risks associated with this study. With the exception of your payments, there are no foreseeable benefits. We cannot and do not guarantee or promise that you will receive any benefits from this study.

PAYMENTS: You will receive between 500 and 1500 Pakistani Rupees for your participation depending on your decisions and on chance.

SUBJECT’S RIGHTS: If you have understood what I am saying and have decided to participate in this project, please understand your participation is voluntary and you have the right to withdraw your consent or discontinue participation at any time without penalty or loss of benefits to which you are otherwise entitled. The alternative is not to participate. You have the right to refuse to answer particular questions. We are not collecting any identifying information in order to guarantee your privacy.

CONTACT INFORMATION:
Questions: If you have any questions, concerns or complaints about this research, its procedures, risks and benefits, contact our local collaborator Dr. Ali Hasanain, Lahore University of Management Sciences (to be filled in with accurate phone number).

I'd like to continue now unless you have any questions.

Please acknowledge that [Interviewer Name Here] has explained this study to you and answered your questions before we continue.
On-site literacy screening script for Experiment 1

Clean the chicken and then wash it. Add half a cup of water. Add cloves and garlic and cook the chicken until it is slightly tender. Blend together almonds, pistachios, fig, coconut, ginger, chick peas, poppy seeds and yogurt in a blender. Put some cooking oil in a pot and warm it. Add some onion to it and allow it to become green. Then add to it crushed spices, salt, and red chili powder and cook. Then stuff the cooked spices in the chicken’s stomach. Cover the outside of the chicken with this preparation as well. Cover the baking dish with cooking oil and put the chicken in the dish. Then put this dish in an oven pre-heated to 200 degrees centigrade, and let it bake for 35 to 40 minutes. Then put some cooking oil on the chicken and bake it for another 10 minutes. When the chicken starts turning red, take it out. Your delicious, sweet chicken is ready! Serve with salads.¹

¹This text was taken from a free online repository of recipes in Urdu (http://www.lawaonline.com/blog/murg-mewa-dar-recipes-pakistani-cooking-urdu-recipes/), accessed July 7, 2013.
Experiment 1 Lab Instructions
Welcome. Thank you for coming.

I'm [INSERT NAME HERE] from the research team at the Lahore University of Management Sciences. The objective of today’s research activity is to study how people make decisions in different situations.

In front of you is a page turned face down and a large brown envelope. Please do not open the brown envelope yet and do not turn over the page.

The study today comprises different types of questions, which must be answered in different ways.

To help you understand how different types of questions are to be answered, the white page contains some examples for practice. These are not part of the actual study.

I will first explain how each of these types of questions are to be answered, and then we will practice. You are free to ask questions at any time during this exercise. Turn over the white page now.

The first question is the statement “Patang baazi aik acha shauk hai” (Kite-flying is a good hobby). Please look at the answer options and check the box that most accurately describes your opinion about this statement.

Are there any questions about this format?

The second question asks: “Kia aap teaching kay shuhbay sai taluq rakhtay hain?” (Are you part of the teaching profession?) If you are part of this profession, check “Haan” (Yes). Otherwise, check “Nahin” (No).

Are there any questions about this format?

The third question asks: “Zel mein diay gayay bayanaat mein sai aap kitnay biyanaat sai muttafiq hain.” (Of the statements below, how many are you in agreement with?)

- Patang bazee kee ijaazat honi chahiyyay (Kite flying should be permissible)
- Haftay mein 3 sarkari chuttiyaan honi chahiyein (There should be 3 official days off per week.)
- Mulk mein taleem kee sif aik zabaan honi chahiyyay (There should be only one language of instruction in the country)
- Mulk mein koi bhee gaari CNG par nahi chalni chayiay (No car in the country should be allowed to run on CNG = Compressed Natural Gas)

This is followed by five options:
  i. 0 bayanaat (statements)
**Experiment Instructions**

ii. 1 bayanaat  
iii. 2 bayanaat  
iv. 3 bayanaat  
v. 4 bayanaat  

Suppose you agree with statement 1 and 3, but not 2 and 4. Please check the box you would tick. (Enumerator should now go around the room to check that option iii is ticked).

Now suppose you agree with statements 2 and 4, but not 1 and 3. How does your answer change? (Enumerator: It doesn’t)

Next, suppose you changed your mind and decided you disagreed with 4 also. How should your answer change? (Enumerator: the answer is ii)

Next, suppose you agree with all four statements. What should your answer be? (Enumerator: v)

Finally, suppose you do not agree with any statement. What should your answer be? (Enumerator: i)

Are there any questions about this format?

Question 4 is the statement: How do you view getting medical treatment from a hakeem (traditional provider/quack)? Very negatively (1), very positively (5), or something in between?

Circle one of the following: 1 2 3 4 5

Suppose that you think that a hakeem’s treatment is very positive. How would you answer? (Enumerator: 5)

Suppose that you think hakeems are generally bad, but also occasionally provide good treatment. How would you answer? (Enumerator: 2)

Suppose you think hakeems are just as good or as bad as other medicine providers. How would you answer? (Enumerator: 3)

Are there any questions on this format?

This examples page was meant to cover question formats that are most different from each other. The actual survey may contain a few other formats, but these should be easy to understand.
**Experiment Instructions**

Are there any questions? Please hand in the white papers but do not open the envelopes yet.

So far, we have discussed how to answer individual questions. Before we begin, I am going to provide you some other important instructions. Please listen carefully.

You may not talk to any other participants at any point during the study. If you do speak with another participant, you will be asked to leave.

In front of you, is a large brown envelope that contains four small white envelopes, each with a short questionnaire that you have to fill out. Do not open it yet.

We ask that you please consider your answers and complete these questionnaires carefully. Your responses are anonymous and you should feel free to answer candidly. You should answer the survey privately; please do not discuss your answers with anyone else.

As a participation fee, you will be given Rs. 300. This 300 Rs. is yours even if you choose not to complete the study. When you begin the study, you will find the Rs. 300 in the first small white envelope we will ask you to open in a few minutes.

If you complete the survey, you may be offered an additional payment.

Each small envelope is numbered so please make sure you open them in order. You may only open one envelope at a time and must keep the rest in the large brown envelope.

Once you have completed a questionnaire in one small envelope, and proceed to the next numbered envelope, you may not open the previous envelope again. Let me explain:

You must first open the envelope marked “1”, and only envelope 1.

Once you complete the questions in envelope 1, you should close envelope 1, and replace it in the larger envelope. Only then you may open envelope 2.

Once you complete the questions in envelope 2, you should close envelope 2, and replace it in the larger envelope. Only then you may open envelope 3.

Once you complete the questions in envelope 3, you should close envelope 3, and replace it in the larger envelope. Only then you may open envelope 4.

Once you complete the questions in envelope 4, you should close envelope 4, and replace it in the larger envelope.

Again, after you complete and close an envelope, you may not re-open that envelope.
Experiment Instructions

Please closely follow our guidance, and the written instructions, on when to open envelopes. If you do not follow these rules, you will be asked to leave.

Instructions for Experimenter: Repeat instructions as necessary at the beginning of the session.

After you complete the questions and close envelope 4, your participation will be complete. You can then close the larger envelope. Please stay seated until the study is complete; we will give all participants 1 hour to complete the study. You will wait in your seat for the other participants to complete the participation, before payment occurs.

Do you have any questions?

This is your last chance to ask questions. We will not answer any questions at any point during the experiment.

You may now open the large envelope and open envelope 1.
Activity/Envelope 1

Standard Big 5 survey adapted to use in Pakistan. This is used in all survey versions (versions A-X).
Activity/Envelope1

Instructions for filling out the questionnaire:

1. Read every statement carefully and encircle the response you agree with.
   a. If you completely disagree with the statement, encircle (1).
   b. If you mostly disagree with the statement, encircle (2).
   c. If you are indifferent to the statement, encircle (3).
   d. If you mostly agree with the statement, encircle (4).
   e. If you completely agree with the statement, encircle (5).

2. This test has no concept of right or wrong, nor do you have to be an expert to solve it. Respond as sincerely as possible. Write your opinion as carefully and honestly as possible. Answer every question and ensure that for every response, you have encircled the right option. During the test, if you encircle the wrong option by mistake or if you change your mind after encircling a response, do not erase it. Instead, mark the wrong response with a cross and encircle your correct one.

Statements:

1. I am not depressed 1 2 3 4 5
2. I like to be amongst lots of people 1 2 3 4 5
3. I don’t like to waste time day-dreaming 1 2 3 4 5
4. I try to be polite to everyone I meet 1 2 3 4 5
5. I keep all my things clean and tidy 1 2 3 4 5
6. I often feel inferior to other people 1 2 3 4 5
7. I laugh easily 1 2 3 4 5
8. When I find out the right way to do something, I stick with it 1 2 3 4 5
9. I often get into quarrels with my family members and coworkers 1 2 3 4 5
10. I pace my work such that I am able to complete everything on time 1 2 3 4 5
11. Sometimes when I am under intense psychological pressure, I feel as if I am about to fall to pieces 1 2 3 4 5
12. I don’t consider myself to be a jolly person 1 2 3 4 5
13. Art and wonders of nature fascinate me 1 2 3 4 5
14. Some people think that I am selfish and egoistic 1 2 3 4 5
15. I am not a very organized person 1 2 3 4 5
16. I rarely feel lonely or sad 1 2 3 4 5
17. I really enjoy talking to people 1 2 3 4 5
18. I think that listening to controversial speakers can confuse students and lead them astray 1 2 3 4 5
19. I prefer cooperation over conflict 1 2 3 4 5
20. I try to complete all tasks entrusted to me according to my conscience 1 2 3 4 5
21. I often feel mentally stressed and anxious 1 2 3 4 5
22. I often long for thrilling situations 1 2 3 4 5
23. Poetry has very little or no influence on me 1 2 3 4 5
24. I am mistrustful and skeptical about the intentions of others 1 2 3 4 5
25. My objectives are very clear and I work to achieve them in a very organized way.
26. Sometimes I feel completely worthless.
27. I usually prefer to work alone.
28. I often try new and exotic dishes.
29. I believe that if you give them the chance, people will always exploit you.
30. I waste a lot of time before starting to work.
31. I rarely feel scared or depressed.
32. I often feel full of energy.
33. I don't pay much attention to the moods and feelings evoked by surroundings and circumstances.
34. People who know me usually like me.
35. I work very hard to achieve my goals.
36. I often get frustrated by the way people treat me.
37. I am a jolly and optimistic person.
38. I believe that we should consult religious leaders for making decisions involving moral affairs.
39. Some people think I am cold-hearted and selfish.
40. When I start something, I don't rest until I finish it.
41. Often when things start taking a turn for the worse, I give up and abandon my work.
42. I am not a jolly and optimistic person.
43. Sometimes while studying poetry or looking at masterpieces of art, I feel chills of thrill and excitement.
44. I am strict and stubborn in my attitude.
45. Sometimes I am not as trustworthy as I ought to be.
46. I am rarely sad or depressed.
47. Fast pace is a highlight of my life.
48. I have little interest in pondering over the working of the universe or the human condition.
49. I usually try to be concerned and care about others.
50. I am useful person and always do my work.
51. I often feel helpless and wish someone else would resolve my problems.
52. I am a very active person.
53. I have a lot of intellectual curiosity in me.
54. If I don't like someone I let him/her know about it.
55. I feel that I can never keep myself organized.
56. Sometimes I want to hide myself due to shame.
57. I would prefer to live on my own terms as opposed to being a leader for others.
58. I often enjoy abstract ideas and theories.
59. If need be, I am ready to use people to get my own work done.
60. I try to do everything perfectly.
Please give us answers to the following questions.

1.1 Are you currently engaged in any economic activity from which you earn income?
   1. Yes
   2. No

1.2 Apart from your main economic activity, are you engaged in any other economic activity?
   1. Yes
   2. No

1.3 Which of these best describes your secondary economic activity? (S.A.)
   1. Employee receiving wages / salary
   2. Daily paid / casual worker / in temporary employment
   3. Agricultural crops or livestock related self employment
   4. Other self employment
   5. Other (describe ______________)

1.4 Which of the following types of agricultural crop/livestock activities are you involved in? (mark all)
   1. Rice
   2. Wheat
   3. Cotton
   4. Other grains (corn, maize, etc.)
   5. Tobacco
   6. Other (specify: _________________________)

1.5 How often do you receive income from these agricultural crop/livestock self employment activities? (mark all)
   1. At least weekly
   2. At least every two weeks
   3. At least monthly
   4. Less frequently than monthly

Personal Information

1.6 What is your age and year of birth?
   Years ___________ Months ___________ Year of Birth ___________

1.7 Gender
   1. Male
   2. Female

1.8 Marital Status
   1. Single/Never Married
   2. Married
   3. Widowed
   4. Divorced
   5. Separated
1.9 What ethnic group do you belong to?
1. Punjabi
2. Pashtun
3. Tajik
4. Hazara
5. Baluchi
6. Other (Specify....................)

1.10 What religious group do you belong to?
1. Shia
2. Sunni
3. Christian
4. Hindu
5. Sikh
6. Other (Specify....................)

1.11 Which languages do you speak at home?

<table>
<thead>
<tr>
<th>Language</th>
<th>1. Yes</th>
<th>2. No</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Pashto</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>b. Persian/Dari</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>c. Balochi</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>d. Punjabi</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>e. Urdu</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

1.12 What is the highest level of education that you have completed? _______

1=Completed Grade 1,
2=Completed Grade 2,
3=Completed Grade 3,
4=Completed Grade 4,
5=Completed Grade 5,
6=Completed Grade 6,
7=Completed Grade 7,
8=Completed Grade 8,
9=Completed Grade 9,
10=Completed Grade 10 (Matric/ O Levels),
11=Completed Grade 11,
12=Completed Grade 12 (FSC/A Levels),
13=Completed some years at university,
15=Completed university degree,
16=Masters,
17=Technical Training,
18=Not gone to school

1.13 Then how many years of formal education have you had?
Years ______
Please place the completed survey back in envelope 1.

After that, you should close and seal envelope 1, and place it in the larger envelope.

After that, you may open envelope 2.
Activity/Envelope 2

Thank you for completing the survey. In return for completing the survey, we can offer you a bonus payment. Funding for the bonus payment comes from \{Survey versions A-L: Lahore University of Management Sciences; Survey versions M-X: the U.S. government\}. We can pay you \{Survey versions A, B, C, G, H, I, M, N, O, S, T, U: 100 Rs.; Survey versions D, E, F, J, K, L, P, Q, R, V, W, X: 500Rs\} for completing the survey, but in order to receive the bonus payment you are required to acknowledge receipt of the funds provided by \{Survey versions A-L: Lahore University of Management Sciences; Survey versions M-X: the U.S. government\} and thank the funder. If you choose not to accept the payment, you will forgo the bonus payment of \{Survey versions A, B, C, G, H, I, M, N, O, S, T, U: 100 Rs; Survey versions D, E, F, J, K, L, P, Q, R, V, W, X: 500 Rs\}, but not the payment of 300 Rs for your participation.

The letter of acknowledgment and thanks can be found on the next page.

\{Survey versions G-L, S-X: If you choose to accept the bonus payment, in order to receive this additional payment, you will be asked to turn the letter in to the survey coordinator in the front of the room, so other participants will see you turn in the letter. Once you have made your decision on the next page, please place the letter into envelope 2, whether or not you chose to accept the bonus payment.\}

\{Survey versions A-F, M-R: If you choose to accept the bonus payment, in order to receive this additional payment, your decision will be completely private; you will simply replace the letter in envelope 2 and submit it with your other survey materials at the end of the study, so no other participants will know your choice. Once you have made your decision on the next page, please place the letter into envelope 2, whether or not you chose to accept the bonus payment.\}

After that, you should close and seal envelope 2, and place it in the larger envelope.

After that, you may open envelope 3.

Letter of acknowledgment and thanks
Letter of acknowledgment and thanks

☐ I gratefully thank Lahore University of Management Sciences for its generosity and I accept the bonus payment offer.

☐ I choose not to accept the bonus payment offer.
1) [Survey versions A-X]
In the previous section, you were asked to check a box to indicate that you thanked the funder for their generosity. There are 24 people in this room. How many people in this group, excluding yourself, do you believe were willing to accept the additional payment by checking the box?

*If your guess is one of the three closest to the true number (among participants in this group), you will receive an extra 300 rupees.*

Please indicate your belief about how many checked the box here _____

2) [Survey versions A-X]
There are 24 participants in this session. Approximately, how many people in this room are you acquainted with?

1 – No one

2 - Between 1 and 6

3 - Between 7 and 12

4 – Between 13 and 18

5 - Between 19 and 23

6 – Everyone
LIST EXPERIMENTS: [DO NOT TRANSLATE THIS LINE]

**Control:** [Survey versions A, D, G, J, M, P, S, V]
The following are four policies some government officials express support for. Please report HOW MANY of the four you support. You do not need to indicate which ones you support, just how many.

a. Providing the poor with free electricity generators
b. Establishing an independent state in Kashmir that is not part of India and not part of Pakistan
c. Ensuring that civilians (President or Prime Minister) control the military
d. Reducing number of people eligible for the Benazir Income Support Program, but increasing payments to those eligible

TOTAL THAT YOU SUPPORT (CIRCLE ONE) 0 1 2 3 4

______________________________

**Treatment 1:** [Survey versions B, E, H, K, N, Q, T, W]
The following are five policies some government officials express support for. Please report HOW MANY of the five you support. You do not need to indicate which ones you support, just how many.

a. Providing the poor with free electricity generators
b. Establishing an independent state in Kashmir that is not part of India and not part of Pakistan
c. Ensuring that civilians (President or Prime Minister) control the military
d. Reducing number of people eligible for the Benazir Income Support Program, but increasing payments to those eligible
e. Refusing humanitarian aid from the US government

TOTAL THAT YOU SUPPORT (CIRCLE ONE) 0 1 2 3 4 5

______________________________

**Treatment 2:** [Survey versions C, F, I, L, O, R, U, X]
The following are five policies some government officials express support for. Please report HOW MANY of the five you support. You do not need to indicate which ones you support, just how many.

a. Providing the poor with free electricity generators
b. Establishing an independent state in Kashmir that is not part of India and not part of Pakistan
c. Ensuring that civilians (President or Prime Minister) control the military
d. Reducing number of people eligible for the Benazir Income Support Program, but increasing payments to those eligible
e. Supporting the activities of Pakistan Tehreek-e-Insaf (PTI)

TOTAL THAT YOU SUPPORT (CIRCLE ONE) 0 1 2 3 4 5
Envelopes

[Survey versions A-X]

Please place the completed survey back in envelope 3.

After that, you should close and seal envelope 3, and place it in the larger envelope.

After that, you may open envelope 4.
Activity/Envelope 4

SURVEY VERSIONS A-X

This is the final section. Please complete the questions below and then place this document back in the envelope.

1. How do you view aid provided by the Japanese government to Pakistan? Very negatively (1), very positively (5), or something in between?
   Circle one of the following: 1 2 3 4 5

2. How do you view the Japanese government overall? Very negatively (1), very positively (5), or something in between?
   Circle one of the following: 1 2 3 4 5

3. How do you view aid provided by the United States government to Pakistan? Very negatively (1), very positively (5), or something in between?
   Circle one of the following: 1 2 3 4 5

4. How do you view the United States government overall? Very negatively (1), very positively (5), or something in between?
   Circle one of the following: 1 2 3 4 5

5. How willing are you to take risks? Are you very unwilling to take risks (1)? Are you very willing to take risks (5)? Or, something in between?
   Circle one of the following: 1 2 3 4 5

6. Do you know the name of the chief minister of your province? Please write the name below:

7. How do you think your political views on Japan compare to other individuals in the room? More anti-Japanese (1), more pro-Japanese (5), or something between?
   Circle one of the following: 1 2 3 4 5

8. How do you think your political views on receiving aid from Japan differ relative to other individuals in the room? Less willing to accept aid (1), more willing to accept aid (5), or something in between?
   Circle one of the following: 1 2 3 4 5
9. How do you think your political views on the United States compare to other individuals in the room? More anti-American (1), more pro-American (5), or something between?

Circle one of the following: 1 2 3 4 5

10. How do you think your political views on receiving aid differ from the United States relative to other individuals in the room? Less willing to accept aid (1), more willing to accept aid (5), or something in between?

Circle one of the following: 1 2 3 4 5

11. Would your decision of whether to take the additional payment by checking the box have changed if the payment amount was increased by 100 rupees?

1 – Yes
2 – No

12. Would your decision of whether to take the additional payment by checking the box have changed if the payment amount was increased by 300 rupees?

1 – Yes
2 – No

13. Would your decision of whether to take the additional payment by checking the box have changed if the payment amount were offered by the government of Japan?

1 – Yes
2 – No

14. Would your decision of whether to take the additional payment by checking the box have changed if the payment amount were offered by the University of California (an American university unaffiliated with the government).

1 – Yes
2 – No

Please place this completed survey back in envelope 4, seal the envelope, and place envelope 4 in the large envelope. Then, raise your hand to indicate that you have completed the survey.
Experiment 2 Materials
Stage 1 Consent
Hello! I’m here on behalf of SEDCO Associates, which is a local survey firm. I’m here to talk to you about the upcoming local level elections that are scheduled to occur at the end of October in Lahore, as well as the rest of Punjab.

If you have any further questions regarding this study, you can reach the Principal Investigator, Michael Callen (Harvard University) on this number +1-XXXXX.

If you want further information regarding SEDCO, please contact us at 042- XXXXX.

In this study, only people above the age of 18 can participate.

For further questions, you can contact our research coordinator, Usman Naeem, on this number 0321- XXXXX.
Stage 1 Instrument
VERSION A

Section 1

Hello! I’m here on behalf of SEDCO Associates, which is a local survey firm. I’m here to talk to you about the upcoming local level elections that are scheduled to occur at the end of October in Lahore, as well as the rest of Punjab.

Have you heard about them?

This is the first time in Pakistan that these elections are being held locally on a party-basis. The purpose of my visit today is to talk about these elections.

On a scale of 1 to 10, how important do you think these elections are for service provision in your neighborhood?

_______

Before we move further, I would like to inform you that we are also collecting anonymous citizen feedback regarding these elections. This envelope contains a piece of paper with a question on it. Please write down your response to this question under it and put this paper back in the envelope.

{Hand over the envelope. Continue once it is handed back. If respondent says that he is illiterate, end the survey and move on to the next house.}

Section 2

Between the two parties, PML-N and PTI, which party do you perceive as being more able to bring benefits and services to you and your local community?
A. PML-N
B. PTI

Between the two parties PML-N and PTI, which party do you perceive as more anti-American?
A. PML-N
B. PTI

Political party members are registered with political parties. Parties usually provide information to their members before important events like rallies, meetings etc. and keep them updated about the general proceedings of the party. Are you presently a member of a political party? Are you a member of a political party?

C. Yes. Which Party?: ________________________ (Skip to section 3)
D. No
As part of our goal of promoting participation in political life, we would like to provide you an opportunity to become a member of one of two political parties. Becoming a member of a party will allow you to stay up to date regarding important developments in party politics. If you are interested, we can sign you up today. This is a print-out of the official party website. We can fill the form together right now, and we will sign you up online at our offices. Signing up should only take us about 2-3 minutes to complete.

If you are interested in signing up, which party would you like to join?

A - PML-N
B - PTI

(Note for enumerator: If asked about why just these 2 parties, enumerator should respond: “Because these are the only two major parties for which it is possible to sign up online”

If the respondent was unwilling to sign up for a party, please mark an X here:

_______

Section 3

1. Name
   ________________________________ (full name)

2. Age
   ___________________________ years

3. Marital Status
   ___________________________ (single / married / widower)

4. Years of Education
   ___________________________ (number of years)

5. Engaged in economic activity (job/business etc)
   _____________ (yes / no)

6. Religious affiliation
   ___________________________ (Muslim/Christian etc)

7. Caste/Biradri
   ___________________________ (Jatt/Rajput etc)

8. Are you registered to vote
   _________________ (yes/no)

9. Do you plan on voting
   _________________(yes/no)
Stage 2 Consent
Greetings,

My name is ___ and today I am here on behalf of DCS, which is a Pakistani Research Organization. DCS is conducting an economics and psychology research study in your area.

You will receive Rs. 100-300/- for participating in this study. You will not be required to give any identifying information to participate in this study.

If you have any further questions regarding this study, you can reach the Principal Investigator, Michael Callen (Harvard University) on this number +1-XXXXX.

If you want further information regarding DCS, please contact us at 042- XXXXX.

In this study, only people above the age of 18 can participate.

For further questions, you can contact our research coordinator, Usman Naeem, on this number 0321- XXXXX.
Stage 2 Instrument
Stage 2 Android Survey

Probabilities for versions:
A – 50 percent
B – 50 percent

Screen 1 (if version A)

Hello,

This is a 5-10 minute survey. We have limited funds, so in addition to the Rs.100 guaranteed, we are offering an extra payment through a lottery where you can earn up to Rs.200 more, for a total of Rs.300. The outcome of the lottery will be determined at the end of your participation.

Screen 2 (if version A)

(Short big 5)

<table>
<thead>
<tr>
<th>No.</th>
<th>Question</th>
<th>Answer</th>
<th>Codes</th>
<th>Instructions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I like to be amongst lots of people</td>
<td></td>
<td>1 = Strongly disagree</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>2 = Disagree</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>3 = Indifferent</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>4 = Agree</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>5 = Strongly agree</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Some people think that I am selfish and egoistic</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>I am not a very organized person</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>I often feel mentally stressed and anxious</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>I am mistrustful and skeptical about the intentions of others</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>I don’t pay much attention to the moods and feelings evoked my surroundings and circumstances</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>I work very hard to achieve my goals</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>I am a jolly and optimistic person</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>I often feel helpless and wish someone else would resolve my problems</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>I have a lot of intellectual curiosity in me</td>
<td></td>
<td>Same as 1</td>
<td></td>
</tr>
</tbody>
</table>

Screen 3 (if version A)

(Stated preference)

1. How do you view the United States government overall? Very negatively (1), negatively (2), neither negatively nor positively (3), positively (4), very positively (5)?
   Circle one of the following:   1  2  3  4  5
2. How do you view aid provided by the United States government to Pakistan? Very negatively (1), negatively (2), neither negatively nor positively (3), positively (4), very positively (5)?
   Circle one of the following:  1  2  3  4  5

Screen 4 (if version A)

(Final screen displays total amount, where amount includes Rs.100 guaranteed payment, and with 33 percent probability a lottery of Rs.0, Rs.100 or Rs.200, so that the total payment is either Rs.100, Rs.200, or Rs.300.)
Please collect your total payment of Rs. ......... From the recruiter

Screen 1 (if version B)

Hello,

This is a 5-10 minute survey. We have limited funds, so in addition to the Rs.100 guaranteed, we are offering an extra payment through a lottery where you can earn up to Rs.100 more, for a total of Rs.200. The outcome of the lottery will be determined at the end of your participation.

Screen 2 (if version B)

(Short big 5)

<table>
<thead>
<tr>
<th>No.</th>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td></td>
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<tr>
<td>2</td>
<td>Some people think that I am selfish and egoistic</td>
<td>Same as 1</td>
</tr>
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<td>3</td>
<td>I am not a very organized person</td>
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</tr>
<tr>
<td>4</td>
<td>I often feel mentally stressed and anxious</td>
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<td>5</td>
<td>I am mistrustful and skeptical about the intentions of others</td>
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<tr>
<td>6</td>
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<tr>
<td></td>
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</tr>
<tr>
<td></td>
<td>problems</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>I have a lot of intellectual curiosity in me</td>
<td>Same as 1</td>
</tr>
</tbody>
</table>

Screen 3 (if version B)
You are one of 50 percent who are taking this survey receiving this offer to receive an additional Rs.100.

Funding for this bonus payment comes from the US government. We can pay you Rs.100 for completing the survey, but in order to receive the bonus payment you are required to acknowledge receipt of the funds provided by the US government and thank the funder. If you choose not to accept the payment, you will forego the bonus payment of Rs.100, but not the payment of Rs.100 for your participation, or the lottery payment that you are awarded at the end. Please note that the enumerator has no way of knowing whether you accepted or rejected the bonus payment.

The letter of acknowledgment and thanks can be found on the next page.

Screen 4 (if version B)

Option 1: I gratefully thank the US government for its generosity and accept the payment
Option 2: I do not accept the payment

Screen 5 (if version B)

(Final screen displays total amount, where amount includes Rs.100 guaranteed payment, Rs.100 bonus payment if offer is accepted, and with 50 percent probability a lottery of Rs.0, Rs.100, so that the total payment is either is either Rs.100, Rs.200, or Rs.300.)

Please collect your total payment of Rs. ........ From the recruiter