REPLICATION ARCHIVE
for
Behavioral Biases among Producers: Experimental Evidence of Anchoring in Procurement Auctions
Review of Economics and Statistics

The repository contains the following folders:

- **data** This folder contains the data sets used in the paper
- **code** This folder provides the scripts (stata .do) files replicating the results of the paper
- **outputs** The output figures and tables are provided in the folder. Note that these will be over-written each time the corresponding scripts are executed.

The **data** folder contains the following datasets:

1. **SS1and2.dta** contains data for the participants in StewardShares (SS) I and II experiment.
2. **SS3.dta** contains data for StewardShares III experiment.
3. When the code is executed, an intermediate dataset **SSpooled.dta** pooled dataset combining observations from SS I, II and III is created and added to the **data** folder. The script that creates this dataset is also provided (01_appendSS1and2with3.do in the "code" folder).

SS1and2.dta and SS3.dta are anonymized datasets containing observations from the auctions conducted in StewardsShares I, II, and III. These data are directly used in the analysis and production of the results in the paper. All required intermediate variables are generated within the code provided with this repository. A data dictionary with the variable descriptions in each dataset is provided at the end of this document.

The **code** folder includes the following scripts:

1. **00_master.do** installs packages used in analysis, creates output directory, relative folder paths, and runs all scripts in sequence to generate outputs. Users are required to specify the path to the project directory on line 32 of the script.
2. **01_appendSS1and2with3.do** appends the data from SS I & II with SS III, keeping covariates that are common across both datasets
3. **02_Fig1_descriptiveplots.do** creates Figure 1 of the paper
4. **03_Fig2_coefplots_glm.do** creates Figure 2 in the paper
5. **04_Fig3_experience_effect.do** creates Figure 3 of the paper
6. **05_TableA1A2_desctables.do** creates appendix tables A1 and A2
7. **06_TableA4_participation.do** creates appendix table A4
8. **07_TableA5_varyingspecs.do** creates appendix table A5

9. **08_TableA6_varying_exp.do** creates appendix table A6

Placing the downloading **code** and **data** folders within the same directory, and executing **00_master.do** (after specifying the directory path on line 32 of this script) will create a folder named **outputs**, generate the necessary intermediate data and variables, and produce the paper figures and tables (in .tex format) that are exported to the **output** folder.

The data and code are provided in Stata format. The replication programs require Stata version 14.2 or above, and will run on either MacOS or Windows operating systems.

CODEBOOK:

Dataset:	**SS1and2.dta**		
variable number	variable name	storage type	variable label
1	responseid	str17	Unique variable for each agvise submission.
2	itemnum	byte	0=5ftgrass; 1=15ftgrass; 2=30ftgrass; 3=5ftforest; 4=15ftforest; 5=30ftforest; 6
3	slidervariation	byte	0 represents the sliders starting at 0%; 1 represents the sliders starting at 10
4	_5ftgrassbid	byte	Respondent's bid
5	cost5ftgrasstotal	double	The total cost of the project for this bid.
6	cost5ftgrasslandowner	double	The cost to the landowner for this bid.
7	cost5ftgrassud	double	The cost to UD for this bid.
8	_15ftgrassbid	byte	Respondent's bid
9	cost15ftgrasstotal	double	The total cost of the project for this bid.
10	cost15ftgrasslandowner	double	The cost to the landowner for this bid.
11	cost15ftgrassud	double	The cost to UD for this bid.
12	_30ftgrassbid	byte	Respondent's bid
13	cost30ftgrasstotal	long	The total cost of the project for this bid.
14	cost30ftgrasslandowner	double	The cost to the landowner for this bid.
15	cost30ftgrassud	double	The cost to UD for this bid.
16	_5ftforestbid	byte	Respondent's bid
17	cost5ftforesttotal	double	The total cost of the project for this bid.
18	cost5ftforestlandowner	double	The cost to the landowner for this bid.
19	cost5ftforestud	double	The cost to UD for this bid.
20	_15ftforestbid	byte	Respondent's bid
21	cost15ftforesttotal	long	The total cost of the project for this bid.
22	cost15ftforestlandowner	double	The cost to the landowner for this bid.
23	cost15ftforestud	double	The cost to UD for this bid.
24	_30ftforestbid	byte	Respondent's bid
25	cost30ftforesttotal	long	The total cost of the project for this bid.
26	cost30ftforestlandowner	double	The cost to the landowner for this bid.
27	cost30ftforestud	double	The cost to UD for this bid.
28	phostankbid	byte	Respondent's bid
29	costphostanktotal	long	The total cost of the project for this bid.
30	costphostanklandowner	long	The cost to the landowner for this bid.
31	costphostankud	long	The cost to UD for this bid.

32	primingrankphostrench	byte	On a scale from 1 to 9, how desirable do you consider a trench phosphorus filter
33	phosfilternumber	byte	If yes, how many do you want installed on your land?
34	phosfilterbid	byte	Respondent's bid
35	costphostrenchtotal	long	The total cost of the project for this bid.
36	costphostrenchlandowner	long	The cost to the landowner for this bid.
37	costphostrenchud	long	The cost to UD for this bid.
38	poultryhouse	byte	How many abandoned poultry houses do you want to undergo this practice?
39	poultrybid	byte	Respondent's bid
40	costpoultrytotal	double	The total cost of the project for this bid.
41	costpoultrylandowner	double	The cost to the landowner for this bid.
42	costpoultryud	double	The cost to UD for this bid.
43	age	int	age
44	productionyears	double	How many years have you been involved in agriculture production?
45	numofacresowned	double	6. How many acres do you own?
46	numofacresleased	double	7. How many acres do you lease?
47	rowcropacres	double	What is your land usage, in acres...Row crops (such as corn or soy)
48	realbid	float	Participant's bid if they said they were interested. Excludes bids placed by par
49	noncrp	float	Have you participated in any local, county, state, or federal conservation progr
50	treatment	long	treatment
51	totalacres	float	Acres owned plus acres leased
52	group	float	group(identifier)
53	agvise	float	Which of the AgVISE experiments
54	costitem	double	Total cost of the item bid on.
55	primingvariation	byte	0 and 1: No Priming. 2 and 3: Priming
56	isagweek	byte	1 true 0 false
57	state	long	state
58	gender	long	Male=1; Female=2
59	isowner	long	Are you the owner or operator of your agricultural land? 1=Yes; 2=No
60	iscrp	long	Do you participate in the Conservation Reserve Program (CRP)?
61	bidindicator	float	Indicator for a participant that placed a real bid
62	crpindicator	float	1=Has participated in CRP 0=Has not
63	inag1and2	float	Indicates that the individual particpated in both agvise 1 and 2
64	ag1and2id	float	group(ag1and2)
65	personid	float	Participant ID

Dataset:	**SS3.dta**		
variable number	variable name	storage type	variable label
1	acreshog	double	Acres damaged by hogs
2	acreslease	long	Acres leased
3	acresown	double	Acres owned
4	acresrow	double	Acres under row crops
5	age	byte	Age
6	agyears	byte	Number of years in agriculture
7	bid	byte	Participant's bid %
8	default	byte	High Anchor
9	knowledge	byte	Aware
10	steward	byte	Stewardship treatment
11	bidindicator	byte	Place bid ==1
12	person_id	float	Participant ID
13	auction	float	Auction/recruitment group
14	state	long	state
15	gender	long	Male=2; Female=1
16	owner	long	Owns land (2 = Yes; 1 = No)
17	iscrp	long	Participate in CRP
18	noncrp	long	Any other conservation program
19	damage	long	Any hog damage in past year?
20	totalacres	float	Total agricultural land (acres)
21	fracbid	float	Participant's bid (0 to 1)