**APPENDIX**

## QUESTIONNAIRE AND VIGNETTE SCREENSHOT

**Below is the questionnaire. Each question or display text was presented on the page one at a time. Answer choices were randomly present or randomly reversed for scales.**

**Q1:** Before entering the survey, please answer the following question.

Puppy is to dog, as kitten is to...

1. Cat
2. Bird **[terminate from survey]**
3. Horse **[terminate from survey]**

**Q2:** First, we have just a few questions about you so that we can better understand the results of our survey.

Thinking about politics these days, how would you describe your own political viewpoint?

1. Very Liberal
2. Liberal
3. Moderate
4. Conservative
5. Very Conservative
6. Not Sure

**Q3:** Did you vote in the 2020 General Presidential Election?

1. Yes, I definitely voted
2. I usually vote, but did not in 2020
3. I cannot recall if I voted or not
4. No, I did not vote

**Q4:** **[if Q3 = 1]** For whom did you vote for President?

1. Joe Biden (Democrat)
2. Donald Trump (Republican)
3. Someone else **[text box]**

**Q5:** If you had to choose, which issue do you think is the most important issue facing the country?

1. Immigration
2. The Economy and Unemployment
3. Preventing the spread of COVID-19
4. National Security
5. Health Care Costs

**Display page:** Next you are going to read about a scenario involving a candidate running for the United States House of Representatives. We would like to know what you think about this candidate. You will be asked questions about this candidate over the next few pages. Please press the arrow button to continue.

**Experimental Design. All six treatments are highlighted in brackets.**

**The U.S. caps the number of immigrants seeking asylum to 15,000 per year**. Asylum occurs when the U.S. grants protection for immigrants who are victims of persecution in their home country.

Consider a candidate for the U.S. House of Representatives. The candidate has taken several public stances during the campaign including a position on **immigration.**

The candidate's position during the campaign is **raise the cap of immigrants seeking asylum from 15,000 to 50,000 per year. [treatment 1, also appears for all other treatments]**

Now suppose this candidate **won the election.** Once in office, the candidate **still supports raising the cap of immigrants seeking asylum from 15,000 to 50,000 per year. [treatment 2, only visible for this treatment]**

Now suppose this candidate **won the election.** Once in office, the candidate **no longer supports raising the cap** and instead supports the current cap of 15,000 immigrants seeking asylum per year. **[treatment 3, also appear for treatments 4-6]**

**[Outcome measures below asked for all treatments]**

**OM1:** We would like you to **rate this candidate** using something we call a feeling thermometer. Ratings between 50 degrees and 100 degrees mean that you feel favorable and warm toward the person. Rating between 0 degree and 50 degrees mean that you don't feel favorable toward that person and that you don't care too much for that person. You would rate the person at the 50 degree mark if you don't feel warm or cold toward that person. **How would you rate this candidate? [Answer choice is a slider scale]**

**OM2:** What is your best guess about this candidate's **ideology**?

1. Very Conservative
2. Conservative
3. Moderate
4. Liberal
5. Very Liberal
6. Not sure

**SCREENSHOT OF REPOSITIONING VIGNETTE:**

**The U.S. caps the number of immigrants seeking asylum to 15,000 per year**. Asylum occurs when the U.S. grants protection for immigrants who are victims of persecution in their home country.

Consider a candidate for U.S. House of Representatives. The candidate has taken several public stances during the campaign including a position on **immigration.**

The candidate's position during the campaign is **raise the cap of immigrants seeking asylum from 15,000 to 50,000 per year.**

Now suppose this candidate **won the election.** Once in office, the candidate **no longer supports raising the cap** and instead supports the current cap of 15,000 immigrants seeking asylum per year.

## BALANCE ASSESSEMENT

I present a balance tests, which is a way of ensuring that the randomization worked. The table includes means and standard deviations for pre-treatment covariates by treatment group and the F test p-value from a multinomial logistic regression. The goal is to have covariates *not* predict treatment assignment in the regression (which would show that no specific demographic is overly represented in a condition). The F test p-value of .5076 shows that the covariates do not jointly predict treatment ($p<.05$ needed), and therefore the randomization worked correctly.

**TABLE A1: BALANCE ASSESSMENT RESULTS**

| | Campaign Position | Consistent in-Office | Reposition in-Office |
|---|---|---|---|
| Party Identification (0=Ind) | -0.0884 | -0.1678 | -0.1874 |
| | [.9258] | [.9243] | [.8973] |
| Ideology (0=Mod) | 0.0147 | -0.0598 | -0.1148 |
| | [1.1579] | [1.1644] | [1.1742] |
| 2020 Turnout (1=Voted) | 0.7794 | 0.7885 | 0.7564 |
| | [.4151] | [.4088] | [.4297] |
| Most Important Issue: Immigration (1=Yes) | 0.1345 | 0.1356 | 0.1429 |
| | [.3415] | [.3428] | [.3503] |
| 2020 Trump Voter (1=Yes) | 0.334 | 0.2759 | 0.2412 |
| | [.4721] | [.4475] | [.4283] |
| Household Income (1-24) | 9.558 | 9.6923 | 9.2765 |
| | [6.6823] | [6.7436] | [6.5884] |
| Education (1-8) | 4.4916 | 4.477 | 4.5047 |
| | [1.9809] | [1.9813] | [1.8982] |
| Race: White (1=Yes) | 0.6954 | 0.7195 | 0.719 |
| | [.4607] | [.4497] | [.45] |
| Observations | 476 | 435 | 427 |
| Standard deviations in brackets & F test p-value: 0.5076 | | | |

## REGRESSION TABLES

### TABLE A2: FAVORABILITY (OUTCOME MEASURE) MODELS

| | | Proximity Subgroups | | |
|---|---|---|---|---|
| | 1 | 2 | 3 | 4 |
| | Overall | Conservatives | Maintain | Liberal |
| | | | | |
| Consistent (yes=1) | 4.431** | 4.147 | 1.008 | 3.486 |
| | [1.991] | [3.405] | [2.605] | [3.045] |
| Reposition (yes=1) | -5.937*** | 11.25*** | -1.567 | -36.18*** |
| | [1.995] | [3.274] | [2.665] | [3.082] |
| Household income | 0.108 | -0.0158 | 0.0154 | 0.166 |
| | [0.135] | [0.227] | [0.175] | [0.217] |
| Education | 1.615*** | 1.224 | 0.0923 | 1.223* |
| | [0.454] | [0.787] | [0.610] | [0.675] |
| White (yes=1) | -11.45*** | -17.63*** | -8.173*** | 0.103 |
| | [2.230] | [3.959] | [3.036] | [3.243] |
| Black (yes=1) | -1.241 | 3.983 | -4.221 | 1.787 |
| | [3.100] | [5.791] | [3.985] | [4.502] |
| Male (yes=1) | 2.210 | 7.289*** | 1.022 | 2.493 |
| | [1.671] | [2.787] | [2.184] | [2.658] |
| Constant | 47.79*** | 34.21*** | 52.80*** | 68.10*** |
| | [2.970] | [5.445] | [4.126] | [4.023] |
| | | | | |
| Observations | 1,337 | 445 | 539 | 353 |
| R-squared | 0.056 | 0.113 | 0.017 | 0.380 |

Standard errors in brackets

*** p<0.01, ** p<0.05, * p<0.1

**TABLE A3: IDEOLOGY (OUTCOME MEASURE) MODELS**

| | | Proximity Subgroups | | | Party Identification Subgroups | | |
|---|---|---|---|---|---|---|---|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| | Overall | Conservatives | Maintain | Liberal | Democrats | Independents | Republicans |
| | | | | | | | |
| Consistent (yes=1) | -0.770 | -3.303 | 3.438 | -2.025 | 0.414 | 4.958 | -2.756 |
| | [1.957] | [3.534] | [2.901] | [3.743] | [2.653] | [5.595] | [3.283] |
| Reposition (yes=1) | -25.32*** | -27.13*** | -19.16*** | -31.13*** | -29.35*** | -16.88*** | -19.86*** |
| | [2.002] | [3.465] | [3.076] | [3.781] | [2.684] | [5.322] | [3.523] |
| Household income | -0.0345 | 0.114 | 0.0504 | -0.151 | -0.196 | -0.213 | 0.277 |
| | [0.134] | [0.237] | [0.199] | [0.264] | [0.179] | [0.385] | [0.230] |
| Education | 0.813* | 0.720 | 2.222*** | 0.192 | 1.094* | 4.301*** | 0.217 |
| | [0.451] | [0.815] | [0.698] | [0.835] | [0.602] | [1.308] | [0.792] |
| White (yes=1) | 2.280 | 5.897 | 1.451 | -1.953 | 0.835 | -1.475 | 1.141 |
| | [2.242] | [4.089] | [3.515] | [4.071] | [2.906] | [5.638] | [4.439] |
| Black (yes=1) | -10.04*** | -23.07*** | -3.773 | -7.256 | -8.067** | -17.62** | -10.14 |
| | [3.097] | [6.079] | [4.501] | [5.728] | [3.788] | [7.389] | [7.116] |
| Male (yes=1) | -0.686 | -1.785 | 0.609 | -2.893 | -2.416 | 2.766 | -2.235 |
| | [1.669] | [2.933] | [2.493] | [3.272] | [2.235] | [4.653] | [2.920] |
| Constant | 68.78*** | 71.69*** | 58.28*** | 72.69*** | 67.83*** | 53.98*** | 74.51*** |
| | [2.969] | [5.648] | [4.741] | [4.977] | [3.895] | [7.237] | [5.771] |
| | | | | | | | |
| Observations | 1,223 | 420 | 475 | 328 | 635 | 144 | 444 |
| R-squared | 0.153 | 0.194 | 0.143 | 0.204 | 0.206 | 0.216 | 0.084 |

Standard errors in brackets
*** p<0.01, ** p<0.05, * p<0.1