PART I: US Adult Sample (Amazon MTurk)

| Variable | Description |
|---|---|
| q1 | The hospital is effective (from does not fit at all=1 to fits very well=7) |
| q2 | The hospital is effective in accomplishing its core mission (from does not fit at all=1 to fits very well=7) |
| q3 | The hospital is effective in delivering a very good service (from does not fit at all=1 to fits very well=7) |
| q4 | The hospital has disproportionate administrative rules and procedures (from does not fit at all=1 to fits very well=7; reversely coded) |
| q5 | A high level of administrative procedures negatively affects the hospital's efficiency (from does not fit at all=1 to fits very well=7; reversely coded) |
| q6 | The hospital is effective in lowering its costs (from does not fit at all=1 to fits very well=7) |
| q7 | The hospital prioritizes its profit margin (from does not fit at all=1 to fits very well=7) |
| q8 | The hospital is genuinely interested in the well-being of patients (from does not fit at all=1 to fits very well=7) |
| q9 | The hospital acts in the interest of patients (from does not fit at all=1 to fits very well=7) |
| nonprofit | Nonprofit cue=1; otherwise=0 |
| public | Public cue=1; otherwise=0 |
| private | Private cue=1; otherwise=0 |
| performance | Performance system cue=1; otherwise=0 |
| age | Age |
| religion | Religious service attendance (1=Never; 2=Annual; 3=Monthly; 4=Weekly) |
| gender | Gender (female=1) |
| white | Race (White=1; non-white=0) |
| ideology | Political ideology (from very liberal=1 to very conservative=5) |
| group | Experimental condition group (1= public baseline; 2= public with performance management cue; 3=private baseline; 4= private with performance management cue; 5=nonprofit baseline; 6=nonprofit with performance management cue) |

N=554

PART II: US Student Sample

| Variable | Description |
|---|---|
| q1 | The hospital is effective (from does not fit at all=1 to fits very well=7) |
| q2 | The hospital is effective in accomplishing its core mission (from does not fit at all=1 to fits very well=7) |
| q3 | The hospital is effective in delivering a very good service (from does not fit at all=1 to fits very well=7) |
| q4 | The hospital has disproportionate administrative rules and procedures (from does not fit at all=1 to fits very well=7; reversely coded) |
| q5 | A high level of administrative procedures negatively affects the hospital's efficiency (from does not fit at all=1 to fits very well=7; reversely coded) |
| q6 | The hospital is effective in lowering its costs (from does not fit at all=1 to fits very well=7) |
| q7 | The hospital prioritizes its profit margin (from does not fit at all=1 to fits very well=7) |
| q8 | The hospital is genuinely interested in the well-being of patients (from does not fit at all=1 to fits very well=7) |
| q9 | The hospital acts in the interest of patients (from does not fit at all=1 to fits very well=7) |
| public | Public cue=1; otherwise=0 |
| performance | Performance system cue=1; otherwise=0 |
| age | Age |
| religion | Religious service attendance (1=Never; 2=Annual; 3=Monthly; 4=Weekly) |
| gender | Gender (female=1) |
| white | Race (White=1; non-white=0) |
| ideology | Political ideology (from very liberal=1 to very conservative=5) |
| group | Experimental condition group (1= public baseline; 2= public with performance management cue; 3=private baseline; 4= private with performance management cue; 5=nonprofit baseline; 6=nonprofit with performance management cue) |

N=638