Do Women Make More Credible Threats?
Gender Stereotypes, Audience Costs, and Crisis Bargaining

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Original variables in dataset (TESS.csv)

Variable	Description
PartyID	Respondent partisan identification. Strong Republican = 1; Strong Democrat = 7.
Ideology	Respondent ideology. Extremely Conservative = 1; Extremely Liberal = 7.
Gender	Respondent gender. Male = 0; Female = 1.
Age4	Respondent age. 18-29 = 1; 30-44 = 2; 45-49 = 3; 60+ = 4.
Age7	Respondent age. 18-24 = 1; 25-34 = 2; 35-44 = 3; 45-54 = 5; 65-74 = 6; 75+ = 7.
White	Respondent race/ethnicity. Non-White = 0; White = 1.
Black	Respondent race/ethnicity. Non-Black = 0; Black = 1.
Hispanic	Respondent race/ethnicity. Non-Hispanic = 0; Hispanic = 1.
Asian	Respondent race/ethnicity. Non-Asian = 0; Asian = 1.
Education5	Respondent education. No HS Diploma = 1; HS Grad = 2; Some College = 4; BA = 5; Graduate Degree = 5.
Income6	Respondent income. Under 20k = 1; 20k-40k = 2; 40k-75k = 3; 75k-100k = 4; 100k-200k = 5; 200k+ = 6.
SexismOrder	Sexism questions shown pre-treatment = 0; Sexism questions shown post-treatment = 1.
HostileSexism1	Respondent level of hostile sexism question 1: “Feminists are making reasonable demands of men.” Least sexist = 1; Most sexist = 6.
HostileSexism2	Respondent level of hostile sexism question 2: “Women must overcome more obstacles than men to be professionally successful.” Least sexist = 1; Most sexist = 6.
HostileSexism3	Respondent level of hostile sexism question 3: “Women who complain about discrimination often cause more problems than they solve.” Least sexist = 1; Most sexist = 6.
HostileSexism4	Respondent level of hostile sexism question 4: “When women demand equality these days, they are actually seeking special favors.” Least sexist = 1; Most sexist = 6.
BenevolentSexism1	Respondent level of benevolent sexism question 1: “Compared to men, women tend to have a superior moral sensibility.” Least sexist = 1; Most sexist = 6.
BenevolentSexism2	Respondent level of benevolent sexism question 2: “Many women have a quality of purity that few men possess.” Least sexist = 1; Most sexist = 6.

BenevolentSexism3	Respondent level of benevolent sexism question 3: “Men have no special obligation to provide financially for the women in their lives”. Least sexist = 1; Most sexist = 6.
BenevolentSexism4	Respondent level of benevolent sexism question 4: “There is no need for men to cherish or protect women.” Least sexist = 1; Most sexist = 6.
MilAssert1	Respondent level of militant assertiveness question 1: “The best way to ensure world peace is through American military strength.” Least hawkish = 1; most hawkish = 5.
MilAssert2	Respondent level of militant assertiveness question 2: “Going to war is unfortunate, but sometimes the only solution to international problems.” Least hawkish = 1; most hawkish = 5.
MilAssert3	Respondent level of militant assertiveness question 3: “The use of military force only makes problems worse.” Least hawkish = 1; most hawkish = 5.
MaleName	Male name assigned respondents. Eric = 0; Steven = 1.
FemaleName	Female name assigned respondents. Erica = 0; Stephanie = 1.
FemaleUS	Gender of the US president. Male = 0; Female = 1.
FemaleOpp	Gender of the foreign leader. Male = 0; Female = 1.
DemocratUS	Party identification of the US president. Republican = 0; Democrat = 1.
StayOut	Presidential action. Other = 0; Stay Out = 1.
NotEngage	Presidential action. Other = 0; Not Engage = 1.
Engage	Presidential action. Other = 0; Engage = 1.
MM_StayOut	Gender dyad and presidential action. Other = 0; Male US president, male foreign leader, and Stay Out = 1.
MM_NotEngage	Gender dyad and presidential action. Other = 0; Male US president, male foreign leader, and Not Engage = 1.
MM_Engage	Gender dyad and presidential action. Other = 0; Male US president, male foreign leader, and Engage = 1.
FM_StayOut	Gender dyad and presidential action. Other = 0; Female US president, male foreign leader, and Stay Out = 1.
FM_NotEngage	Gender dyad and presidential action. Other = 0; Female US president, male foreign leader, and Not Engage = 1.
FM_Engage	Gender dyad and presidential action. Other = 0; Female US president, male foreign leader, and Engage = 1.
MF_StayOut	Gender dyad and presidential action. Other = 0; Male US president, female foreign leader, and Stay Out = 1.
MF_NotEngage	Gender dyad and presidential action. Other = 0; Male US president, female foreign leader, and Not Engage = 1.
MF_Engage	Gender dyad and presidential action. Other = 0; Male US president, female foreign leader, and Engage = 1.
FF_StayOut	Gender dyad and presidential action. Other = 0; Female US president, female foreign leader, and Stay Out = 1.
FF_NotEngage	Gender dyad and presidential action. Other = 0; Female US president, female foreign leader, and Not Engage = 1.

FF_Engage	Gender dyad and presidential action. Other = 0; Female US president, female foreign leader, and Engage = 1.
Disapproval	Opinion of how the US president handled the situation. Strongly approve = 1; Strongly disapprove = 7.
DisapprovalBinary	Opinion of how the US president handled the situation. 0 = Don't disapprove; 1 = Disapprove.
AttentionCheck1	Respondent attention check question 1: "What was the name of the US president?" Incorrect = 0; Correct = 1.
AttentionCheck2	Respondent attention check question 1: "What was the sex of the leader of the attacking country?" Incorrect = 0; Correct = 1.
AttentionCheck3	Respondent attention check question 1: "What was the party affiliation of the US president?" Incorrect = 0; Correct = 1.
AttentionCheck	Aggregate respondent attention check performance. All incorrect = 0; All correct = 3.
RegimeConfounding	Estimate of how democratic the attacking country is. Least democratic = -10; Most democratic = 10.
NonWhiteConfounding	Estimate of what race the US president is. White = 0; Non-White = 1.
BlackConfounding	Estimate of what race the US president is. Non-Black = 0; Black = 1.
HispanicConfounding	Estimate of what race the US president is. Non-Hispanic = 0; Hispanic = 1.
Q4_1	Open-ended question 1: "Write down for words that you believe describe the US president in the situation."
Q4_2	Open-ended question 2: "Write down for words that you believe describe the US president in the situation."
Q4_3	Open-ended question 3: "Write down for words that you believe describe the US president in the situation."
Q4_4	Open-ended question 4: "Write down for words that you believe describe the US president in the situation."

Recoded variables in dataset

PartyIDIQR	Interquartile range of respondent partisan identification. Bottom quartile = 0; Top quartile = 1; Middle Two Quartiles = NA.
AgeIQR	Interquartile range of respondent Age7. Bottom quartile = 0; Top quartile = 1; Middle Two Quartiles = NA.
EducationIQR	Interquartile range of respondent education. Bottom quartile = 0; Top quartile = 1; Middle Two Quartiles = NA.
HostileSexism	Aggregate respondent level of hostile sexism. Continuous measure where least sexist = 0 and most sexist = 1.
HostileSexismIQR	Interquartile range of respondent aggregate hostile sexism. Bottom quartile = 0; Top quartile = 1; Middle Two Quartiles = NA.
BenevolentSexism	Aggregate respondent level of benevolent sexism. Continuous measure where least sexist = 0 and most sexist = 1.
BenevolentSexismIQR	Interquartile range of respondent aggregate benevolent sexism. Bottom quartile = 0; Top quartile = 1; Middle Two Quartiles = NA.

MilAssert	Aggregate respondent level of militant assertiveness. Continuous measure where least hawkish = 0 and most hawkish = 1.
MilAssertIQR	Interquartile range of respondent aggregate militant assertiveness. Bottom quartile = 0; Top quartile = 1; Middle Two Quartiles = NA.
bing_score	Sentiment score. Positive sentiment = 0; Negative sentiment = 1; Neither = NA.