Non-programmatic candidates

Programmatic candidates

Difference nonprogrammatic-programmatic

NEGATIVE INDUCEMENT:

No threat

Welfare coercion

POSITIVE INDUCEMENT:

No money

Vote-buying

Welfare favors

GENDER:

Male

Female

POLITICAL EXPERIENCE:

No experience as mayor

Previous experience as mayor

INCOME:

Income not excessively high

High income

INVESTIGATION:

No irregularities

Investigated

Sentenced

-.4 -.2 0 .2 .4

Change in E[Y]