	Change in E[Y]
NEGATIVE INDUCEMENT:	
No threat	
Welfare coercion	
POSITIVE INDUCEMENT:	
No particularistic offer	
Vote−buying	
Welfare favor	
POLICY/PUBLIC GOODS:	
No promises	
Renovate schools	
Renovate schools and roads	
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]