**Code Book for The Power of Compromise**

For variables that occur in multiple experiments:

Treatment indicators:

StayOut
Engage
Not_Engage
Comp *or* Compromise

Strategy: a single column coded for each treatment

1= StayOut
2=Engage
3=Not_Engage
4=Compromise

Proposer

1: US Proposes
2: Foreign Leader Proposes
5: US Proposes, but no threat was made

tot.approval:

A seven-point measure of respondents approval of the U.S. presidents handling of the situation:

-3= Strongly disapprove
-2= Somewhat disapprove
-1=Lean toward disapproving
0= neither approve nor disapprove
1=Lean toward approving
2=Somewhat approve
3=Strongly approve

supp:

An indicator variable for those who had a 1 or greater on tot.approval

gender:

1=male
2=female

education *or* edu:

1= less than high school
2=high school
3=some college
4= 2-year college degree
5=4-year college degree
6=masters degree
7=doctoral degree
8=professional degree (JD, MD)

income:

1=$0 - $25,000
2=$25,001 - $50,000
3=$50,001 - $75,000
4=$75,001 - $100,000
5=$100,001 - $125,000
6=$125,001 - $150,000
7=$150,001 - $175,000
8=$175,001 - $200,000
9=$200,001+

Pres_Party *or* Pres.Party: (party of the president in the scenario)

1=Democrat
2=Republican

party *or* polParty: (political party of the respondent)

1= Democrat
2= Republican
3= Independent
4= No Preference

ideology *or* ideol:

Five-point range, anchored with 1=Extremely liberal and 5= Extremely conservative

Experiment 2:

t2.c0.dum:

An indicator variable for casualties== 0 and Territory==20%

Territory:

2= 20% gained 3=50% gained

PresRep: "On a scale of 1-5, how much damage do you think there would be to the President's reputation as a result of the President's handling of the situation?"

1= No damage, 5= A lot of damage

Experiment 3:

ProposerA:

1=Domestic leader proposed
2= Foreign leader proposed