The Effects of Wage Information on Support for Redistributive Policies

Supplemental Appendix

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Appendix A1: Description of Pretest (Study 1)

Study 1 was not pre-registered. The data and replication materials (including survey flow, CONSORT chart, and codebook with full question wording) are available on Dataverse (link https://doi.org/10.7910/DVN/UCUPMF).

Participant recruitment, sample size, and exclusions

This study was run in 2014 through the survey company Survey Sampling International. 1059 participants were recruited, and the fastest decile of completions was excluded from analysis, leaving 952 subjects across four experimental conditions.

Relationship of hypothesis to experimental design

The hypothesis was that information about low-income occupations' salaries would increase support for redistributive policy, and that this may especially be the case for people who are reminded that they personally know people in these occupations. The design thus randomly varies whether people are asked about contacts in low-income occupations and whether they are given information about low-income occupations' salaries, before being asked about their support for redistributive policies.

Human subjects research

This research was approved by the IRB at George Washington University. The research was classified as "minimal harm", meaning that participation was considered to have no more risk of harm than those present in everyday life. No deception was used. Participants were asked for their consent before starting the survey. Participants were compensated by the survey company SSI according to their prevailing market rates. The researchers do not have access to information regarding exact compensation levels. Potentially identifying information (such as participant identifiers) have been removed from the public version of the dataset.

Sample characteristics

The median completion time for the survey was 6.7 minutes. Although the sample was economically diverse, it was less well-off than the population more generally: just 42.5% of the sample reported a household income of more than $50,000 (compared to 50% of the U.S. population and 45% of the GCS sample). The majority of the sample (62.6%) was female. In total, 41.7% identified as Republican, 35% as Democrat, and 19.4% as Independent. Table A1 summarizes the demographic characteristics of the sample.

Table A1: Study 1 Demographics

Variable	Study 1	United States Population
Percent Male	37	49
Median Age*	48	38
Percent college educated	42	32
Median household income*	62500	60293
Percent Republican	42	39
_Note:___		
a^United States estimates	derived	rom ACS 5 year estimates

Appendix A2: Results of Pretest (Study 1)

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## Number of categories should be increased  in order to count frequencies.
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In Study 1, the dependent variable is a linear composite of seven policies with redistributive implications. The policies are: increasing spending on food stamps, increasing spending on childcare for low-income families, increasing spending on welfare, support for Medicaid expansion, support for a guaranteed income from the US government, support for reducing the minimum wage (reverse coded), and support for free college tuition for children from low-income families. These seven items form a reliable scale (Cronbach's Alpha 0.81).

Table A2 presents the effects of the experimental treatments in the pretest on this scale of support for redistribution. Receiving information about the true incomes of low-wage workers increases support for redistribution; this effect appears stronger among people who have at least one contact in a low-wage occupation and who were asked about (effectively, reminded of) this connection before answering the policy items. The results were used to design Study 2, in which we more fully explore whether information about the incomes of low-wage workers affects support for redistribution.

Table A2: Pretest (Study 1): Treatment Effect on Support for Redistribution

	Dependent variable:		
	Support for redistribution scale		
	All resp.	No contacts	At least 1 contact
	(1)	(2)	(3)
Republican	-0.09^{***}	-0.07^{***}	-0.11^{***}
	(0.02)	(0.02)	(0.02)
Democrat	0.12^{***}	0.12^{***}	0.13^{***}
	(0.02)	(0.02)	(0.02)
Condition: info	0.03^{*}	0.04	0.04^{*}
	(0.02)	(0.03)	(0.02)
Condition: network	0.02	0.02	0.03
	(0.02)	(0.02)	(0.03)
Condition: info and network	0.05^{**}	0.01	0.08^{***}
	(0.02)	(0.03)	(0.03)
Intercept	0.47^{***}	0.47^{***}	0.46^{***}
	(0.02)	(0.02)	(0.03)
Observations	1,006	485	521
R^2	0.19	0.16	0.23
Adjusted R^2	0.19	0.15	0.23
Residual Std. Error	0.20 (df = 1000)	0.20 (df = 479)	0.20 (df = 515)
F Statistic	48.10^{***} (df = 5; 1000)	18.20^{***} (df = 5; 479)	31.20^{***} (df = 5; 515)
Note:			*p<0.1; **p<0.05; ***p<0.01

Appendix A3: Description of Main Study (Study 2)

This study was pre-registered with the Open Science Framework (link https://osf.io/sqx9f/). Data and the following replication materials are available on Dataverse (link https://doi.org/10.7910/DVN/UCUPMF): pre-registration, survey description document including survey flow, CONSORT chart, and codebook with full question wording.

Participant recruitment, sample size, and exclusions

The survey was fielded in August 2021 through the survey company Lucid. We intended to recruit 2,400 participants. As specified in the pre-registration, we selected this sample size through a combination of practical constraints and looking to have roughly 200 respondents per comparison condition. Since we planned for exploratory analyses to include analyzing each treatment condition separately by respondents who personally do or do not know someone in a low-income occupation, the "cell" of 400 was going to be divided into two additional groups. The pre-test indicated that a convenience sample may split roughly in two based on responses to this network question, leaving about 200 respondents per "condition" of interest, and 2400 respondents as the overall target sample size.

A convenience sample of 3459 respondents who were residents of the United States were routed to the consent page through Lucid (recruitment was based on number of completions). Some respondents did not proceed beyond the consent page. Additionally, respondents who failed an early attention check were not allowed to complete the survey and the 2% fastest responders in the remaining sample were dropped; these exclusions were pre-registered. After these steps the final sample consisted of 2332 respondents. More detail is available in the survey description document on the project's OSF page, which includes a CONSORT flow chart. This document also fully describes all treatment conditions and all pre- as well as post-treatment measures.

Relationship of hypothesis to experimental design

The survey was designed to evaluate the main hypothesis that information about the salaries of individuals in low-income occupations can affect support for redistributive policy. Four treatment conditions in this experiment presented such information; the control group presented no information. As a result, the main analysis of interest was the difference in support for redistribution between the four treatment conditions (analyzed jointly) and the control condition.

The four treatment conditions additionally varied in whether they also asked respondents to estimate salaries before being presented with the information, and whether the low-income salaries were presented

alongside high-income salaries for contrast. The differences between these conditions were analyzed as per pre-registered secondary research questions.

Human subjects research

This research was approved by the IRB's at Syracuse University (application number 21-135) and the University of Memphis (application number PRO-FY2021-469). The research was classified as "minimal harm", meaning that participation was considered to have no more risk of harm than those present in everyday life. No deception was used. Participants were asked for their consent before starting the survey (full consent form available in the survey description document on OSF). Participants were compensated by the survey company Lucid according to their prevailing market rates, either in cash or in alternative formats such as rewards program points. The researchers do not have access to information regarding exact compensation levels, but Lucid estimated that a typical compensation would be worth about USD 0.50. No IP addresses were collected during the experiment. In addition, exact time stamps, respondents' Lucid panel id numbers, and zip codes have been removed from the public version of the dataset.

Sample characteristics

The median age of respondents in the final sample was 44. 49.2% were male, 72.9% were white, 11.5% were Black, and 13.6% were Hispanic. 46.2% had a college degree. The median household income was about \$40,000 - \$45,000 and the mean income was about \$50,000. 49.3% identify as Democrats (including leaners) and 36% identify as Republicans (including leaners). Table A2 summarizes the demographic characteristics of the sample.

Table A3: Study 2 Demographics

Variable	Study 2	United States Population
Percent Male	49	49
Mean Age	45	38
Percent White	73	73
Percent Black	11	13
Percent Hispanic	14	18
Percent college educated	38	32
Median household income*	42500	60293
Republican (incl. leaner)	14	39

_Note:___
a^United States estimates erived f om ACS 5 year estimates f

74.7% of respondents report knowing someone who works in at least one of the low-wage occupations. This includes 58.9% of respondents who report that a close friend or family member works in at least one of the five low-wage occupations. These shares did not meaningfully vary across experimental treatments.

Over-estimation of the salaries of low-income workers was common in the two experimental conditions in which respondents were asked to give such estimates. In the high-contrast condition, respondents guessed the incomes of three low-income and two high-income occupations. In this condition, 100% of respondents over-estimated the salary of at least one low-income occupation. In the low-contrast condition, respondents guessed the salaries of five low-income occupations; 78% of them over-estimated the salary of at least one occupation.

69.3% of salary estimates for health care aides were higher than the actual salaries (median salary estimate $30000). The share of over-estimates was 50.1% for childcare workers (median estimate $26000), 43.2% for retail sales clerks (median estimate $25000), 36.8% for fast-food workers (median estimate $20000), and 32.9% for waiters (median estimate $22000).

Appendix A3: Tables and Additional Figures of Main Results from Main Study (Study 2)

This section of the appendix includes the main results of Study 2 in table format. Table A4 shows the results of the main hypothesis test with and without covariates, asking whether information about the incomes of low-income workers affected support for redistribution. Table A5 shows the results of research questions 1 (does the inclusion of a contrast with high-income occupations matter) and 2 (does being asked to estimate salaries before seeing the information matter). Table A6 shows the results of research question 3 (do results vary by whether the respondent knows at least one person in any one of the low-income occupations they were asked about). Figures A1 - A3 present visualizations of the raw differences in means between treatment groups.

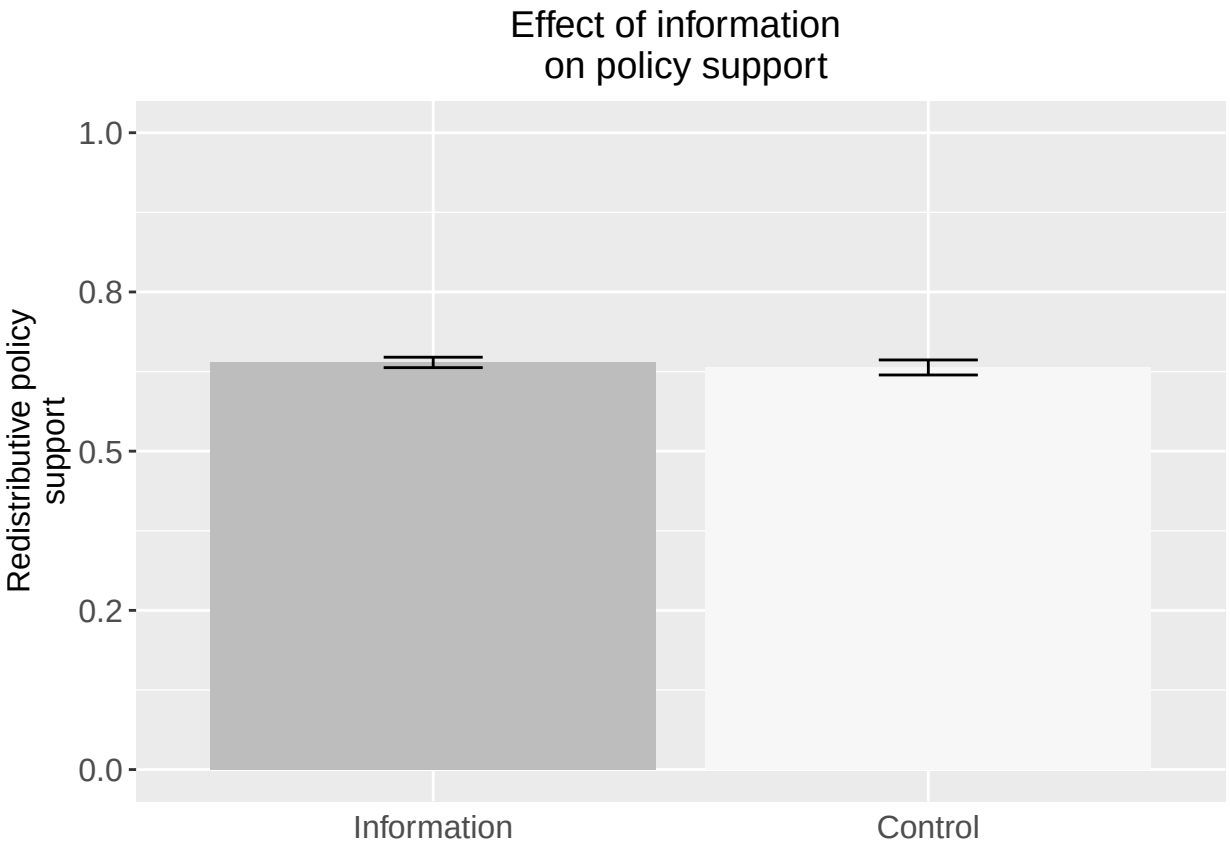

Figure A1: Main results: impact of information on support for redistribution

Table A4: Experimental effects on support for redistribution

	Dependent variable:	
	Redistributive policy support	Low-income policy support
	(1)	(2)
Info treatment	0.02^{*}	0.02^{**}
	(0.01)	(0.01)
Democrat	0.16^{***}	0.15^{***}
	(0.01)	(0.01)
Independent	0.08^{***}	0.06^{***}
	(0.01)	(0.01)
Age	-0.002^{***}	-0.002^{***}
	(0.0002)	(0.0002)
White	0.005	0.01
	(0.01)	(0.01)
Hispanic	-0.003	0.003
	(0.01)	(0.01)
Household income	-0.0003^{***}	-0.0003^{***}
	(0.0001)	(0.0001)
College degree	-0.01	-0.001
	(0.01)	(0.01)
Male	-0.02^{**}	-0.03^{***}
	(0.01)	(0.01)
Constant	0.66^{***}	0.74^{***}
	(0.01)	(0.02)
Observations	2,080	2,126
R^2	0.30	0.17
Adjusted R^2	0.29	0.17
Residual Std. Error	0.14 (df = 2070)	0.18 (df = 2116)
F Statistic	97.30^{***} (df = 9; 2070)	49.40^{***} (df = 9; 2116)
Note:		*p<0.05; **p<0.01; ***p<0.001

Table A5: Treatment effects: asking for estimates and showing high-income contrast

	Dependent variable:	
	Redistributive policy support	
	(1)	(2)
High contrast info	0.01*	
	(0.01)	
Low contrast info	0.02*	
	(0.01)	
Estimates		0.02*
		(0.01)
No estimates		0.02*
		(0.01)
Democrat	0.16***	0.16***
	(0.01)	(0.01)
Independent	0.08***	0.08***
	(0.01)	(0.01)
Age	−0.002***	−0.002***
	(0.0002)	(0.0002)
White	0.005	0.005
	(0.01)	(0.01)
Hispanic	−0.003	−0.003
	(0.01)	(0.01)
Household income	−0.0003***	−0.0003***
	(0.0001)	(0.0001)
College degree	−0.01	−0.01
	(0.01)	(0.01)
Male	−0.02**	−0.02**
	(0.01)	(0.01)
Constant	0.66***	0.66***
	(0.01)	(0.01)
Observations	2,080	2,080
R^2	0.30	0.30
Adjusted R^2	0.29	0.29
Residual Std. Error (df = 2069)	0.14	0.14
F Statistic (df = 10; 2069)	87.60***	87.60***
Note:	*p<0.05; **p<0.01; ***p<0.001	

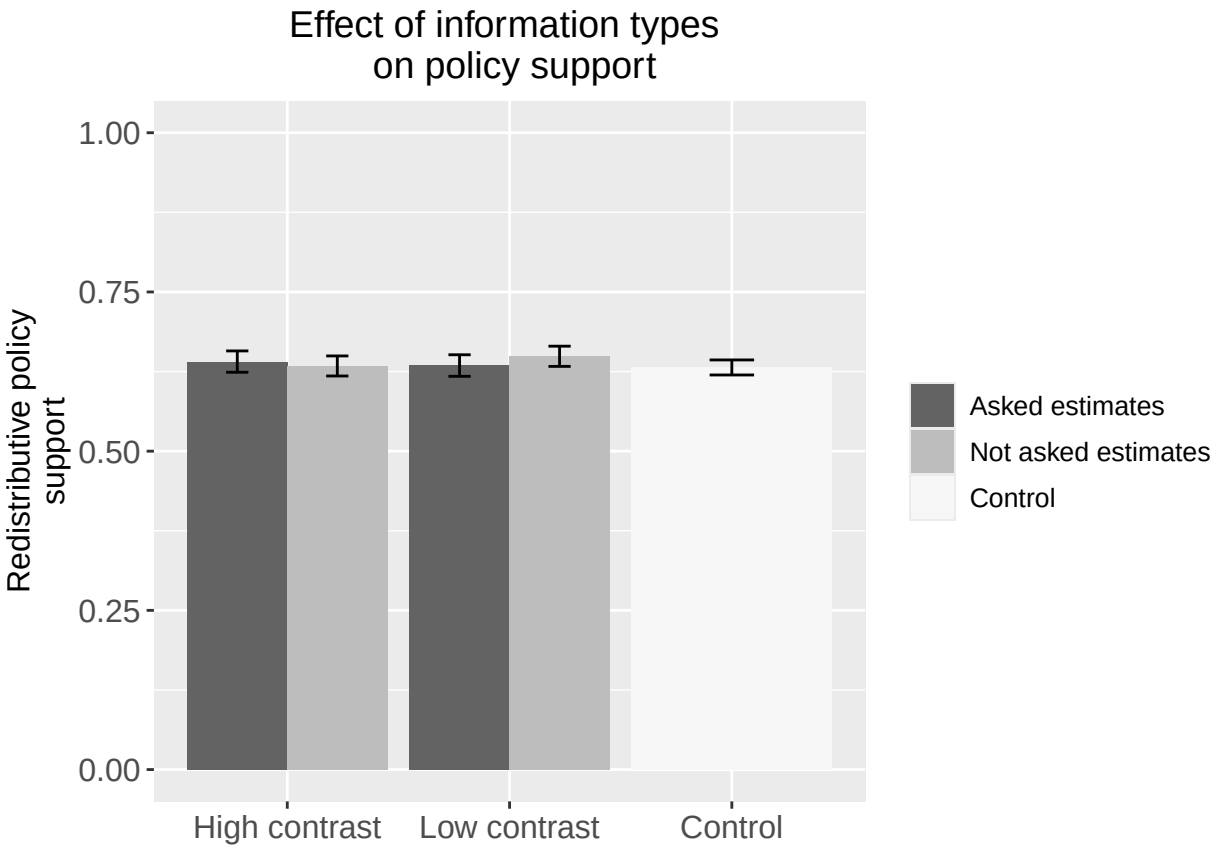

Figure A2: Results by various information treatment types

Table A6: Effect of information conditional on low-income personal contact

	Dependent variable:
	Redistributive policy support
Information treatment	0.02
	(0.01)
Any low-income contacts	0.01
	(0.01)
Democrat	0.16^{***}
	(0.01)
Independent	0.08^{***}
	(0.01)
Age	-0.002^{***}
	(0.0002)
White	0.01
	(0.01)
Hispanic	-0.003
	(0.01)
Household income	-0.0003^{***}
	(0.0001)
College degree	-0.01
	(0.01)
Male	-0.02^{**}
	(0.01)
Info treatment * Any contact	-0.005
	(0.01)
Constant	0.65^{***}
	(0.02)
Observations	2,080
R^2	0.30
Adjusted R^2	0.29
Residual Std. Error	0.14 (df = 2068)
F Statistic	79.70^{***} (df = 11; 2068)
Note:	*p<0.05; **p<0.01; ***p<0.001

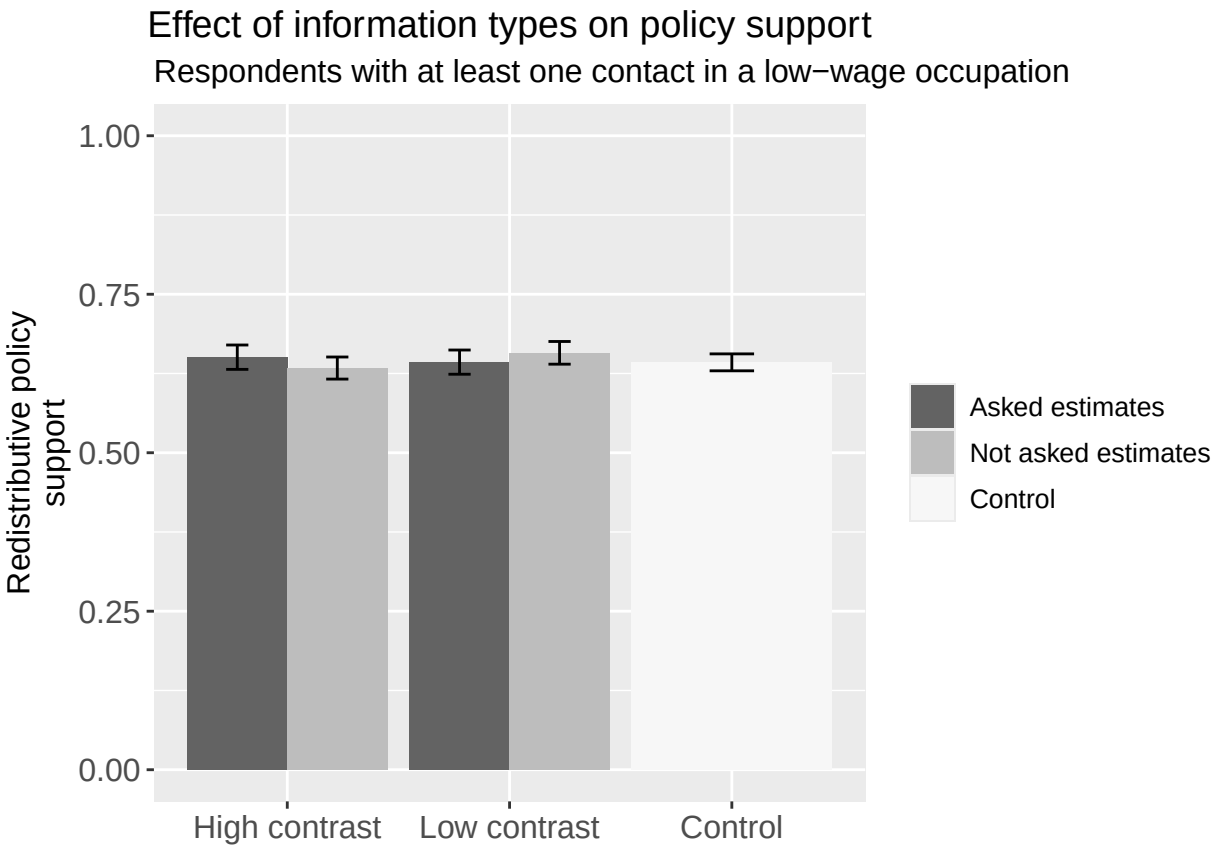

Figure A3: Results for respondents with at least one low-income contact

Appendix A4: Heterogeneous Effects by Party in Main Study (Study 2)

Table A7 shows the main results with the addition of an exploratory analysis of heterogenous effects by partisanship. The variable for partisanship is a dummy variable indicating that a respondent identifies as Republican, including respondents who lean Republican. The results are unchanged if a continuous indicator of partisanship is used instead.

Table A7: Effect of information conditional on respondent partisanship

	Dependent variable:
	Redistributive policy support
Information treatment	0.01
	(0.01)
Republican (dummy)	-0.15^{***}
	(0.01)
Any low-income contacts	0.01
	(0.01)
Age	-0.002^{***}
	(0.0002)
White	0.004
	(0.01)
Hispanic	-0.001
	(0.01)
Household income	-0.0002^{***}
	(0.0001)
College degree	-0.01
	(0.01)
Male	-0.02^{**}
	(0.01)
Info treatment * Republican	0.01
	(0.01)
Constant	0.79^{***}
	(0.01)
Observations	2,080
R^2	0.27
Adjusted R^2	0.27
Residual Std. Error	0.14 (df = 2069)
F Statistic	76.00^{***} (df = 10; 2069)
Note:	*p<0.05; **p<0.01; ***p<0.001