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OSF: https://osf.io/sqx9f/

**"The Effects of Wage Information on Support for Redistributive Spending"**
**Study 1**

**Survey flow, CONSORT chart, codebook, full wording**

**Survey flow:**

1059 participants were recruited from the survey company Survey Sampling International (SSI) in March 2014 (N=601) and September 2014 (N=458).

The experiment was a 2 (information treatment) x 2 (network treatment) between-subjects design. The full design is presented in Figure 1. All participants answered the same four blocks of questions. The only difference between the groups was when in the series they answered the questions about their attitudes towards redistributive policies.

**Figure 1: Experimental Design**

| | Information First | Information After |
|---|---|---|
| Network First | *Information & Network* asked before policy questions<br>N=237 | *Network* asked before policy questions<br>N=237 |
| Network After | *Information* asked before policy questions<br>N=250 | *Control*: Policy questions asked first<br>N=228 |

The four blocks consisted of an information treatment (questions asking how much people in various occupations earned, followed by accurate information about incomes for various occupations), a network treatment (a prompt for them to think of people in their social network in those occupations), and questions assessing attitudes towards a number of political issues, including several redistributive policies. At the end of the survey, participants answered demographic questions.

**Information treatment.** In the information treatment, participants were given a list of 8 common occupations (lawyer, restaurant/fast food kitchen worker, secretary, retail sales worker, child care worker, cashier, doctor, and home health aide) and asked to estimate the average yearly salary for a full-time worker in that occupation. If a respondent was unclear about the scope of the occupations, he or she could click on the name to read a more detailed description (full wording and job descriptions in the Supporting Information). Participants were then shown the correct estimates for each job (see full wording section below for the image) and told that the numbers were from data collected by the United States Bureau of Labor Statistics.

Asking survey participants to guess the wages before providing them with the correct information serves two purposes. First, this design makes it possible to assess whether the sample over-estimates low-income salaries. Second, asking participants to give their own

estimates before giving them the correct figures increases the likelihood that they will attend to the information.

**Network treatment.** The network treatment consisted of three separate questions, illustrated in Figures 2, 3, and 4. First, participants were given the same list of seven occupations and asked to check a box if they knew anyone in any of the occupations (Figure 2). This question format is based on the "position generator" used in social networking studies. On the next screen (shown in Figure 3), participants were asked to write only the first names of the people they knew in those occupations. Finally, participants were asked to specify the nature of their relationship with those people. Figure 4 shows an example in which the participant knew three people: a lawyer, a retail sales worker, and a home health aide. All respondents completed the network treatment, but at different points in the experiment.

**Figure 2:** Network condition Screen 1

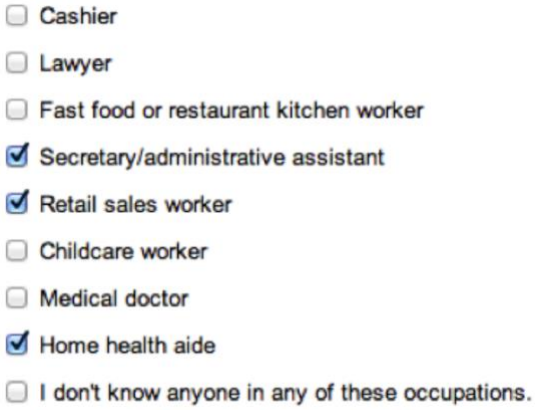
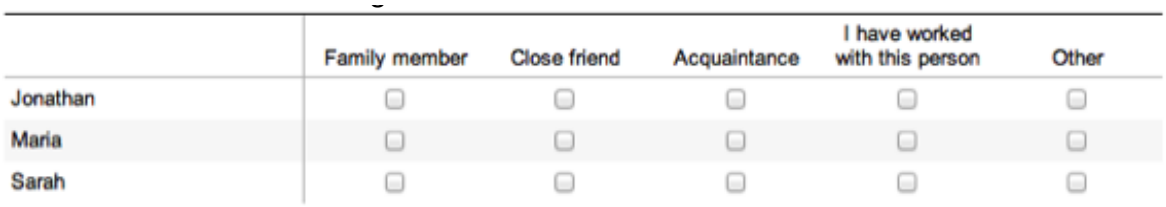



**Figure 3:** Network condition Screen 2

**Figure 4:** Network condition Screen 3



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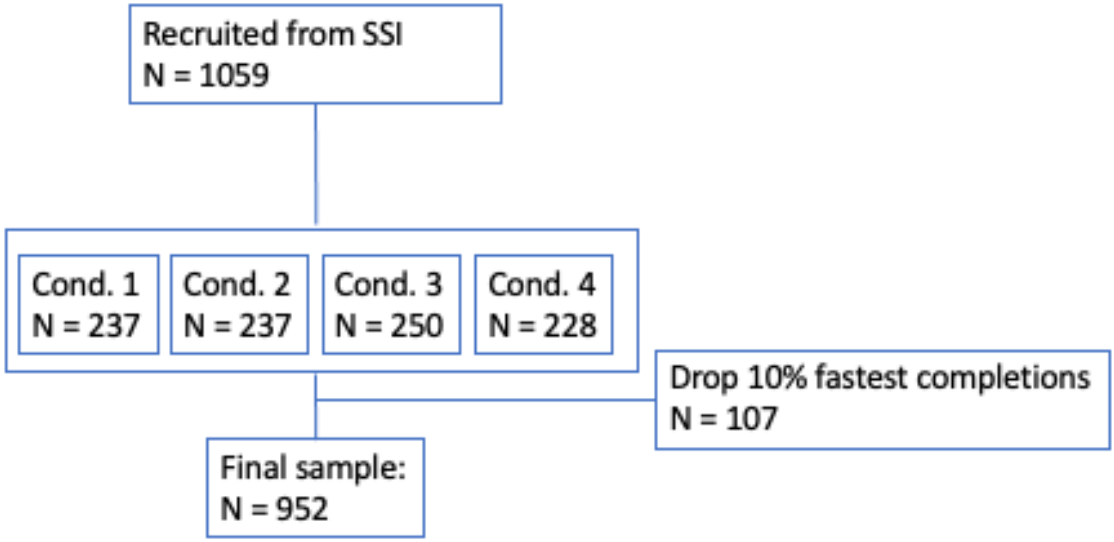
**Policy Attitudes.** In total, respondents were asked about eight different policies, including five aimed at helping low-income people. These ranged from moderate policies (child care for low income families) to more extreme (a guaranteed income from the U.S. government). These five policies were interspersed with three non-redistributive policies (environment, crime, and police use of military weapons) in order to minimize hypothesis-guessing. The full battery of questions is included below.

Immediately after answering the policy battery, the participants answered several questions designed to assess potential mechanisms (see full wording below).

**CONSORT chart:**




**Codebook:**

**CONDITION

cond
1 information and network
2 network
3 info
4 control

surveytime time in seconds

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**BUREAU OF LABOR STATISTICS ACTUAL AVG SALARIES

bls_cashier
bls_fastfood
bls_retail
bls_childcare
bls_aide

**DEMOGRAPHICS

| Q5 | education |
|---|---|
| 1 | did not finish HS |
| 2 | HS diploma or equivalent |
| 3 | technical/vocational |
| 4 | some college |
| 5 | associates or two-year degree |
| 6 | four-year college degree |
| 7 | some graduate or professional school |
| 8 | graduate or professional degree |

| Q6 | party |
|---|---|
| 1 | Democrat |
| 2 | Republican |
| 3 | Independent |
| 4 | Another party |
| 5 | No preference |

Q50 party follow-up, do you consider yourself closer to

| | |
|---|---|
| 1 | Republican party |
| 2 | Democratic party |

| Q52 | party strength follow-up, are you a... |
|---|---|
| 1 | Strong [Dem/Rep] |
| 2 | Not a very strong [Dem/Rep] |

| Q7 | ideology |
|---|---|
| 1 | Very conservative |
| 2 | Conservative |
| 3 | Moderate |
| 4 | Liberal |
| 5 | Very liberal |

Q1 gender

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| | |
|---|---|
| 1 | Male |
| 2 | Female |

Q2 age

| | |
|---|---|
| 1 | 18 to 25 |
| 2 | 26 to 40 |
| 3 | 41 to 55 |
| 4 | 56 and older |

Q3 household income

| | |
|---|---|
| 1 | Less than $10,000 |
| 2 | $10,001 - $20,000 |
| 3 | $20,001 - $30,000 |
| 4 | $30,001 - $40,000 |
| 5 | $40,001 - $50,000 |
| 6 | $50,001 - $75,000 |
| 7 | $75,001 - $100,000 |
| 8 | $100,001 to $120,000 |
| 9 | More than $120,000 |
| 10 | Not sure |

Q30 personal income

| | |
|---|---|
| 1 | Less than $10,000 |
| 2 | $10,001 - $20,000 |
| 3 | $20,001 - $30,000 |
| 4 | $30,001 - $40,000 |
| 5 | $40,001 - $50,000 |
| 6 | $50,001 - $75,000 |
| 7 | $75,001 - $100,000 |
| 8 | $100,001 to $120,000 |
| 9 | More than $120,000 |
| 10 | Not sure |

Q7 ideology

| | |
|---|---|
| 1 | very conservative |
| 2 | conservative |
| 3 | moderate |
| 4 | liberal |
| 5 | very liberal |

Q44 political interest

| | |
|---|---|
| 1 | very interested |
| 2 | somewhat interested |
| 3 | not very interested |
| 4 | not at all interested |

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**empathetic concern: To what extent do you think that each of the following statements describe you?

Q23_1 When I see someone being taken advantage of, I feel kind of protective toward them.

1 not at all like me
2 not much like me
3 somewhat like me
4 quite a lot like me
5 just like me

Q23_4 I would describe myself as a pretty soft-hearted person.

1 not at all like me
2 not much like me
3 somewhat like me
4 quite a lot like me
5 just like me

Q23_6 Other peoples' misfortunes do not usually disturb me a great deal. [reverse-coded].

1 not at all like me
2 not much like me
3 somewhat like me
4 quite a lot like me
5 just like me

**INCOME ESTIMATES

| | |
|---|---|
| cashier | estimated cashier income |
| childcare | estimated childcare income |
| fastfood | estimated fast food income |
| retail | estimated retail income |
| aide | estimated health aide income |

**SOCIAL NETWORK

| | |
|---|---|
| hc_cashier | knows cashier |
| hc_childcare | knows childcare worker |
| hc_fastfood | knows fast food worker |
| hc_retail | knows retail worker |
| hc_aide | knows home health aide |

additional dummy variables indicate how the respondent knows individuals in these occupations, following the pattern:

| | |
|---|---|
| hc_cashier_friend | is friends with someone who works as a cashier |
| hc_cashier_family | has a family member who works as a cashier |
| hc_cashier_acq | is acquainted with someone who works as a cashier |

**POLICY

Q14_1 Spending on food stamps
1 decrease a lot
2 decrease a little
3 stay about the same
4 increase a little
5 increase a lot

Q14_3 Spending on welfare
1 decrease a lot
2 decrease a little
3 stay about the same
4 increase a little
5 increase a lot

Q14_7 Spending on childcare for low-income families
1 decrease a lot
2 decrease a little
3 stay about the same
4 increase a little
5 increase a lot

Q16 Medicaid expansion
1 expand coverage
2 keep coverage at current level
3 reduce coverage

**Support for new policies (0-10 scale with 10 being highest support)

Q31_1 guaranteed income from the US government
Q31_4 lower the minimum wage [reverse-coded]
Q31_5 free college tuition for children of low-income families

**MECHANISMS

Q36 how big of a problem is inequality

1 major problem
2 very minor problem
3 not a problem at all
4 very minor problem

**Deservedness battery -- How important do you think each of the factors below is in explaining why some people have worse jobs with lower pay and some people have better jobs with higher pay?

Q37_2 some people don't work as hard
1 not important at all
2 a little important
3 important
4 very important

Q37_3 some people are born with greater ability to learn
1 not important at all
2 a little important
3 important
4 very important

Q37_6 some people just choose low-paying jobs
1 not important at all
2 a little important
3 important
4 very important

**Racialization of poor -- About 40% of working Americans make less that $25,000 a year. How many of these workers do you think are African-American? Just give your best guess.

Q29 estimates of number of low-income black
1 large majority
2 little more than half
3 about half
4 a little less than half
5 a small minority

**Full question wording:**

## Information Treatment

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Below is a list of some common jobs in the United States. Just give your best guess: what is the average yearly income for a full-time worker in the following occupations? By full-time worker, we mean a person who works at least 8 hours a day, five days a week at the job. If you aren't sure what the occupation is, click it to read a more detailed description. [Information in the square brackets appeared below the job only if the subject clicked on the occupation type]

- Cashier [Cashiers handle payments from customers purchasing goods and services. Most cashiers work indoors, usually in retail establishments such as supermarkets, department stores, movie theaters, and restaurants]
- Lawyer [Lawyers advise and represent individuals, businesses, or government agencies on legal issues or disputes]
- Fast food or restaurant kitchen worker [Food preparation workers perform many routine tasks under the guidance of cooks or food supervisors. They prepare cold foods, slice meat, peel and cut vegetables, brew coffee or tea, and do many other tasks.]
- Secretary/administrative assistant [Secretaries and administrative assistants perform routine clerical and organizational tasks. They organize files, draft messages, schedule appointments, and support other staff.]
- Retail sales worker [Retail sales workers include both those who sell retail merchandise, such as clothing, furniture, and automobiles and those who sell spare and re- placement parts and equipment. Both groups help customers find the products they want and process customers' payments.]
- Childcare worker [Childcare workers care for children in childcare centers, their own home, or the homes of the children in their care when parents and other family members are unavailable. They care for children's basic needs, such as bathing and feeding. In addition, some help children prepare for kindergarten or help older children with homework.]
- Physicianorsurgeon[Physiciansandsurgeonsdiagnoseandtreatinjuriesandillnesses in patients. Physicians examine patients, take medical histories, prescribe medications, and order, perform, and interpret diagnostic tests. Surgeons operate on patients to treat injuries, diseases, and deformities. ]
- Home health aide [Home health aides help people who are disabled, chronically ill, or cognitively impaired, as well as older adults who may need assistance. They help with activities such as bathing and dressing, and they provide services such as light housekeeping. In some states, home health aides can give a client medication or check the client's vital signs. ]

Thanks for giving your estimates. Below is the actual average yearly income for each occupation. These numbers are from data collected by the United States Bureau of Labor Statistics (www.bls.gov).

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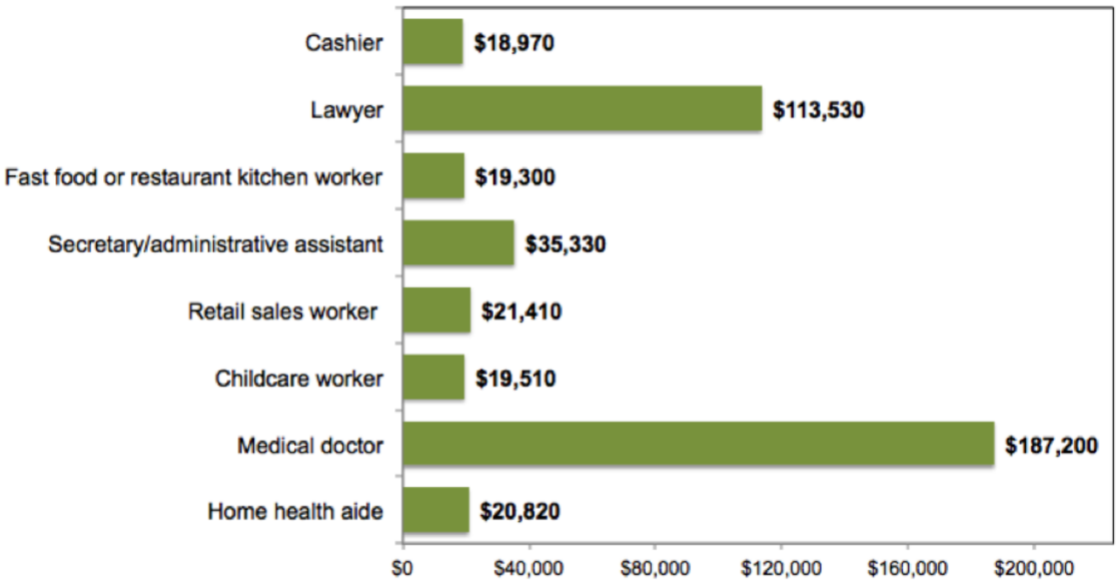


## Empathy Treatment

1. Check the box if you personally know someone working in any of the following occupations. You do not have to know these people really well, but should know them by name, by sight, and well enough to speak to them. If you're not sure what the occupation is, click it to read a more detailed description.
2. In the last question, you said you knew someone in the following occupations. Please write the FIRST NAME ONLY of the person you were thinking of in each occupation.
3. We're interested in how you know the people you mentioned. Can you tell us how you know the following people?[for each person mentioned in Question 2]

   • Family member
   • Close friend
   • Acquaintance
   • I have worked with this person

   • Other

## Policy Attitudes

1. We'd like to ask you a few questions about some government policies. Below is a list of federal programs. Do you think government spending on these programs should decrease, increase, or stay the same?

- Food stamps
- Crime prevention
- Welfare programs
- Protecting the environment
- Child care for low-income families

2. Do you think local police departments using military weapons is necessary for law enforcement purposes, or is it going too far?

- Necessary

- Going too far

- Don't know

3. Would you support of oppose the following policies? A 10 means you would strongly support the policy, while a 0 means you would strongly oppose the policy.

- A guaranteed income from the U.S. government
- Lowering the minimum wage
- Free college education for children of low-income families

## Mechanism Questions

1. There is a lot of discussion in the news lately about income inequality in the United States. Which of the following statements comes closest to your view about income inequality?

   - It is a major problem
   - It is a very minor problem

   - It is not a problem at all
   - It is a minor problem

2. In America today, some people have better jobs with higher pay, while others have worse jobs with lower pay. How important do you think each of the factors below is in explaining why some people have worse jobs with lower pay Not important at all; a little important; important; or very important?

   - Some people just don't work as hard
   - Some people are born with greater ability to learn

   - Some people just choose low-paying jobs

3. About 40% of working Americans make less that $25,000 a year. How many of these workers do you think are African-American? Just give your best guess.

   • A large majority
   • A little more than half

   • About half
   • A little less than half

   • A small minority

## Demographic questions

1. What is your age?
2. Are you male or female?
3. Generally speaking, do you think of yourself as a [Democrat, Republican, Independent, Another party, No preference]
4. When it comes to politics, do you consider yourself to be: [Very conservative, Somewhat conservative, Moderate, Somewhat liberal, Very liberal]
5. If you added together the yearly income of all the members of your family who were living at home last year, which of the following ranges best describes your total house- hold income?
6. And how much money did you personally earn last year?
7. What is the last grade or class that you completed in school?
8. To what extent do you think that each of the following statements describe you?

   [Not at all like me, not much like me, somewhat like me, quite a lot like me, just like me]

   • When I see someone being taken advantage of, I feel kind of protective toward them.

   • I would describe myself as a pretty soft-hearted person.
   • Other peoples' misfortunes do not usually disturb me a great deal.