README

This document contains information about the files used and what is needed to replicate the results of **'Heuristics on Call: The Impact of Mobile Phone Based Business Management Advice'** by Shawn Cole, Mukta Joshi and Antoinette Schoar; World Bank Economic Review, forthcoming.

1 Files Included

All the replication files are contained in the **HOC Replication Files** folder. This folder is further organized into three sub-folders as follows:

- **data:** The survey data from the Philippines and India that have been used for all the analyses presented in the paper are contained in this sub-folder. These include `FH_IND_Appended.dta`, `FH_IND_Wave1.dta` (first wave for which baseline data was collected) and `FH_PHL.dta`
- **do:** This sub-folder contains all the `.dta` files needed to replicate the tables presented in the paper and the online appendix. Each `.do` file is named after the Table(s) it generates. Please note that within this sub-folder there are two important sub-folders:
  - **Scores:** This folder has three `.do` files which generate the scores given to each surveyed respondent which form the basis of the analyses. There are three files `viz. IND_HOC_Scores.do`, `INDW1_HOC_Scores.do` (first wave for which baseline data was collected) and `PHL_HOC_Scores.do`
  - **MHT:** This folder stores intermediate excel files that are created during the process of running `Table 5A-5B-6A-6B.do`. Please ensure that this folder is **empty** before the aforementioned `.do` file is run.
- **tables:** This folder is empty. The tables generated by the `.do` files in the previous folder will stored in this folder in `.tex` format. Please ensure that this folder is **empty** before the `.do` files are replicated

2 Stata Version & Requisite User-written Commands

The `.do` files used in this analysis were written and checked for compatibility with Stata 17. The following user-written commands are used in the `.do` files and their installation, using the `ssc install` command, would be required before execution:

- `winsor`
- `ietoolkit`: Please make sure to install the latest version of this package

3 Replication Steps

- **Step 1-Copy Target Directory:** Copy the path of the **HOC Replication Package** folder
- **Step 2-Changing Target Directory:** At the beginning of **each** `.do` file, the block of code presented exists:

```
//Set user below:
global user 2

//Enter the filepath of where the Master Folder is located//
*********************************************************
```

```
//User 1
if $user == 1 {
        global FH
}
*********************************************************
//User 2
if $user == 2 {

        global FH ``/Users/anshul/Desktop/HOC Replication Package"
}
```

  - You will need to paste the folder path copied in Step 1 above, within double inverted commas, after `global FH` in either the `$user=1` or `$user=2` section.
  - Once this is done, depending on the choice of user number, change `global user x` to the corresponding user number in which you have pasted your folder path. For example, in the above example, `global user 2` implies that the `.do` file will consider the folder path inserted under User 2.
  - **You will need to make these changes in *all* the `.do` files in the 'do' sub-folder. Importantly, these changes also have to be made to the three `.do` files in the 'Scores' sub-folder** (a total of 9 `.do` files)

- **Step 3-Execution:** Once these steps are complete, the 6 `.do` files that generate the tables can be run. The tables produced will be stored in the **tables** folder as described in Section 1 earlier.