

Data Analysis__HB__20042016

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Descriptive Statistics

Following are relevant aggregated statistics and statistics by each of the 11 treatments for each of three relevant dependent variables. These relevant dependent variables are 1. Donation, which is the amount the subject donated in order to retire emission rights 2. Donated, which is equal to 1 if the subject donated a positive amount, and 0 otherwise 3. Belief, which is the amount the subject thinks other participants in this experiment donated on average (not incentivized)

1. Variable: Donation to retire carbon licenses

Aggregated descriptive statistics

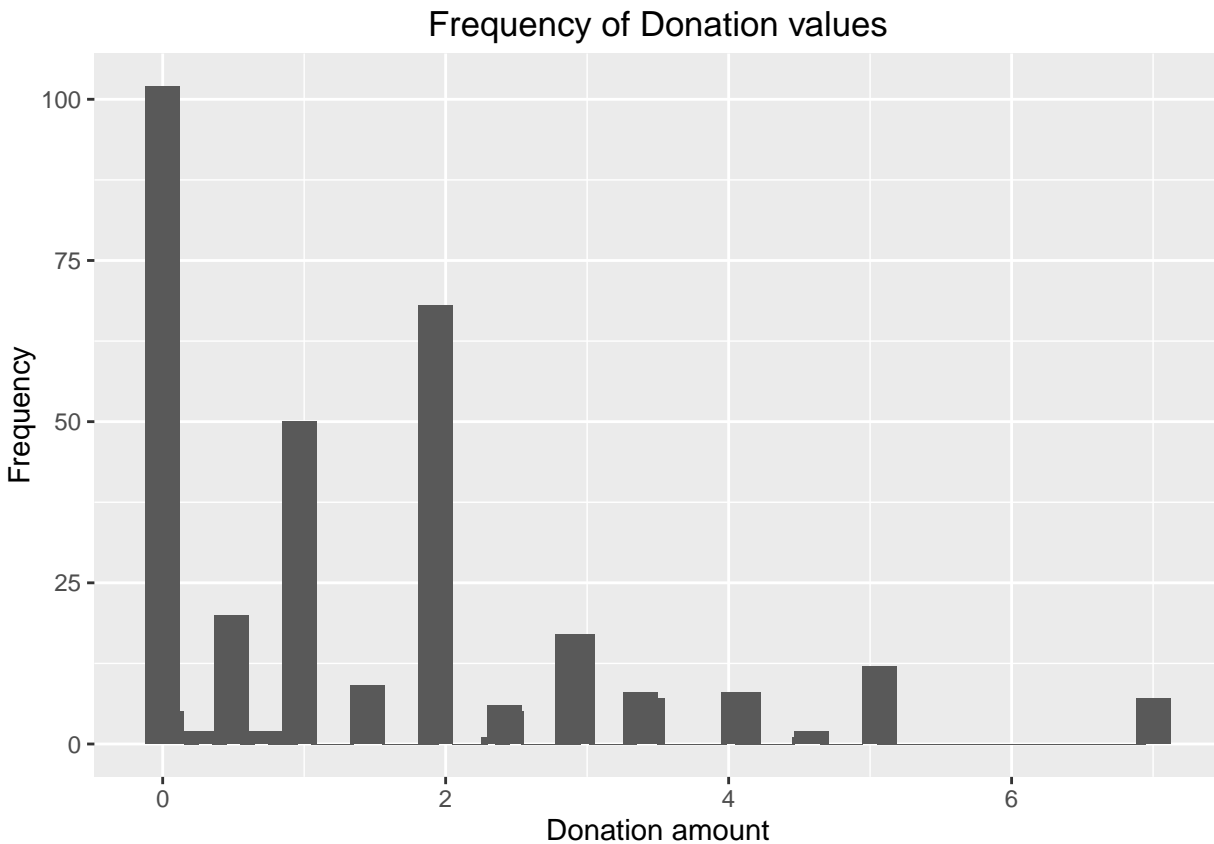
```
summary(df$Donation)
```

```
##      Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##    0.000   0.000   1.000   1.456   2.000   7.000
```

```
sd(df$Donation)
```

```
## [1] 1.585159
```

Distribution of aggregated donations

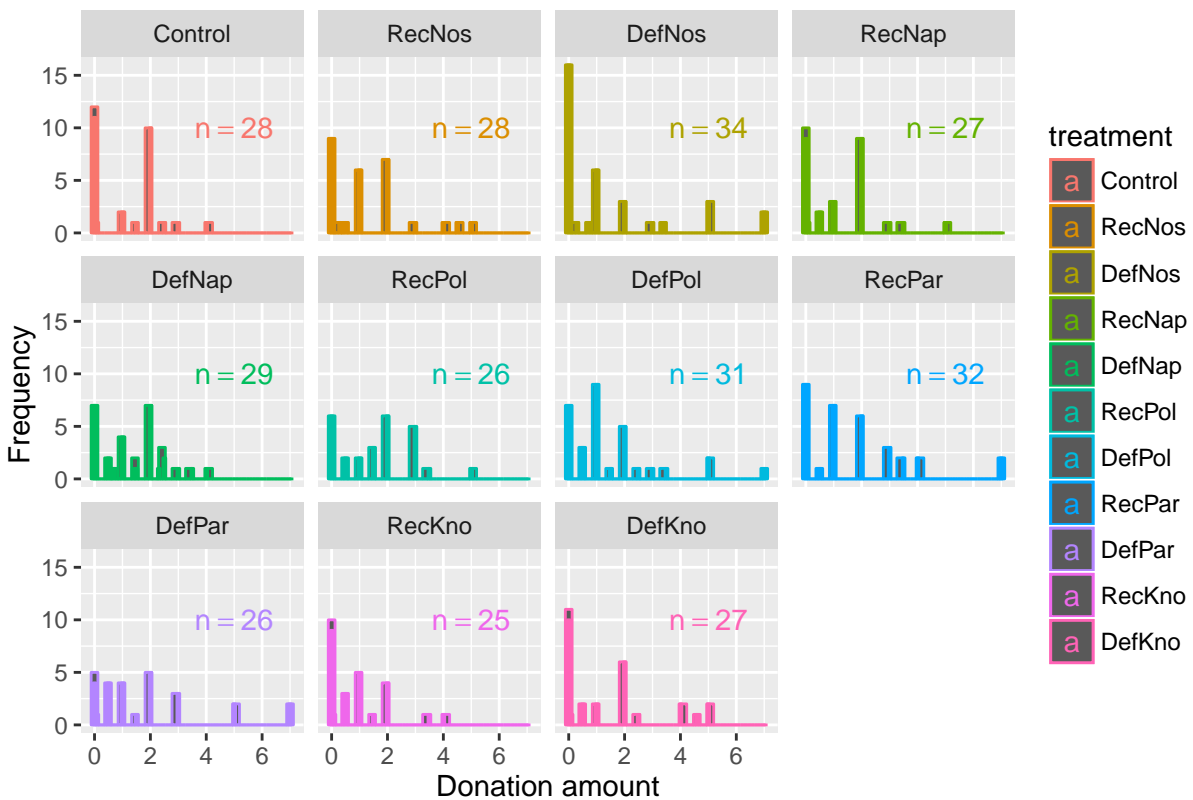


Distribution of donations by treatment

```
## group: Control
##  vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 28 1.18 1.16  1.25   1.09 1.78  0  4    4 0.38   -0.95 0.22
## -----
## group: RecNos
##  vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 28 1.33 1.43    1   1.16 1.48  0  5    5 1.03    0.21 0.27
## -----
## group: DefNos
##  vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 34 1.42 2.08  0.5   1.05 0.74  0  7    7 1.46    0.93 0.36
## -----
## group: RecNap
##  vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 27 1.24 1.3    1   1.09 1.48  0  5    5 0.91    0.39 0.25
## -----
## group: DefNap
##  vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 29 1.39 1.13  1.4   1.32 1.33  0  4    4 0.36   -0.8 0.21
## -----
## group: RecPol
```

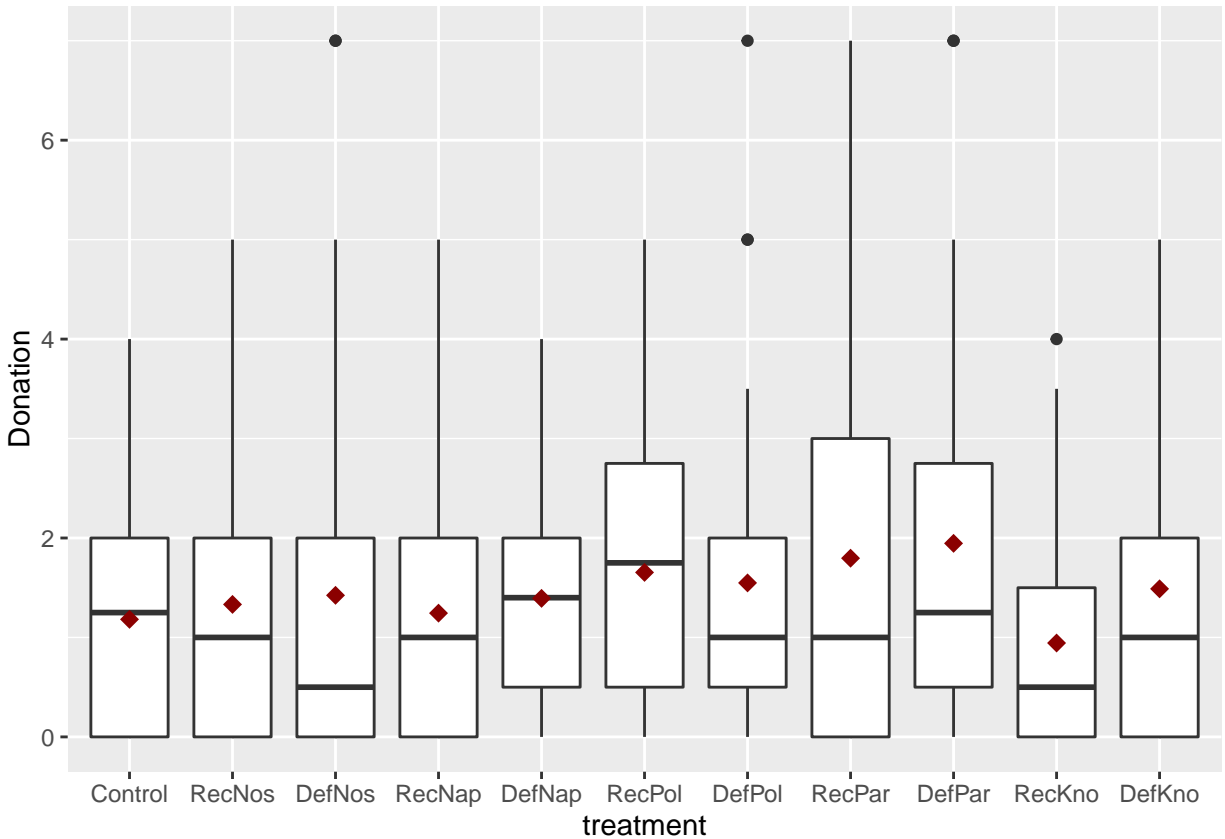
```
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 26 1.65 1.33   1.75   1.57 1.85   0  5    5 0.41   -0.53 0.26
## -----
## group: DefPol
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 31 1.55 1.68     1   1.24 1.48   0  7    7 1.55    2.05 0.3
## -----
## group: RecPar
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 32 1.8 1.88     1   1.52 1.48   0  7    7 1.23    1.1 0.33
## -----
## group: DefPar
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 26 1.95 2.04   1.25   1.66 1.11   0  7    7 1.22    0.51 0.4
## -----
## group: RecKno
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 25 0.94 1.12    0.5   0.77 0.74   0  4    4 1.19    0.66 0.22
## -----
## group: DefKno
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 27 1.49 1.71     1   1.31 1.48   0  5    5 0.83   -0.69 0.33
```

Frequency of Donation values by treatment



Donations by treatment (Boxplot)

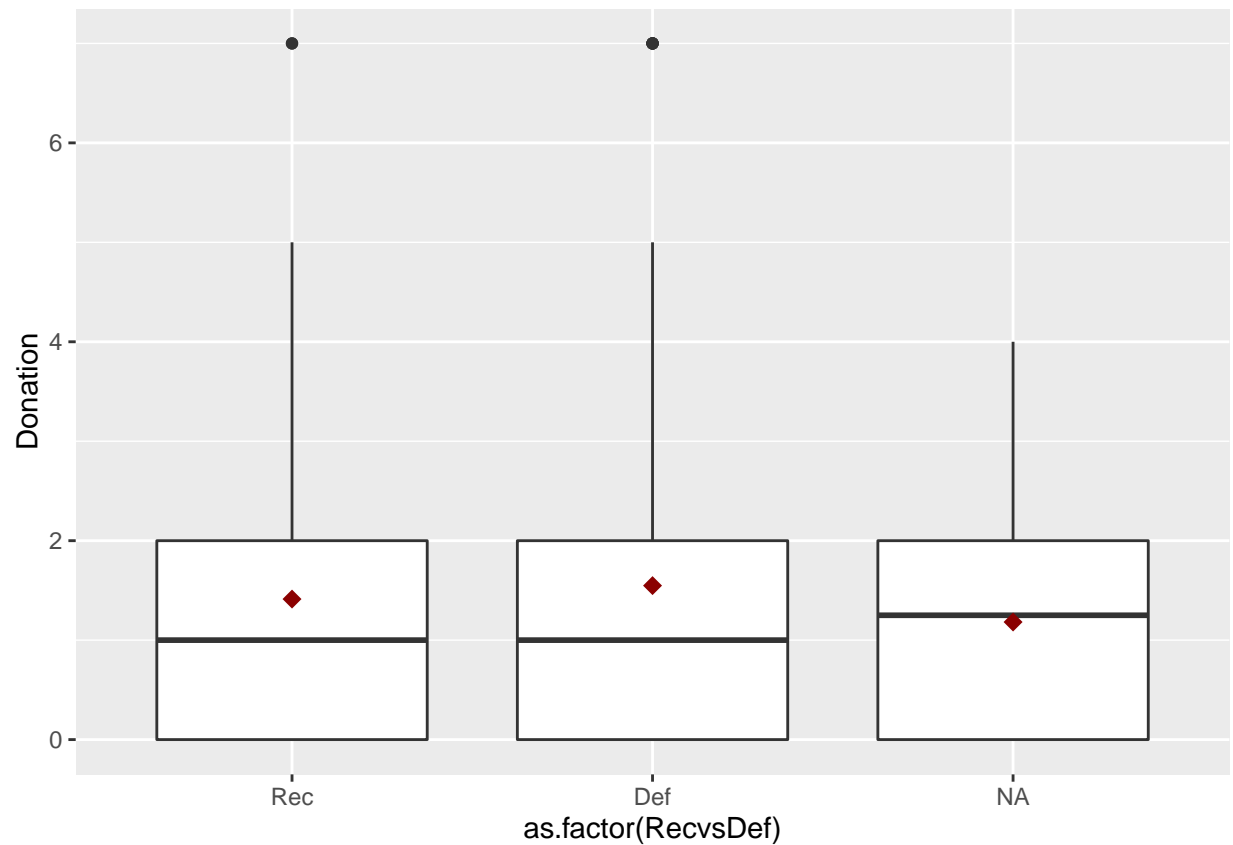
Red diamonds in boxplots represent the respective means



Donations by aggregated treatment (Boxplot), i.e. Def vs. Rec vs. Control

```
describeBy(df$Donation, df$RecvsDef)
```

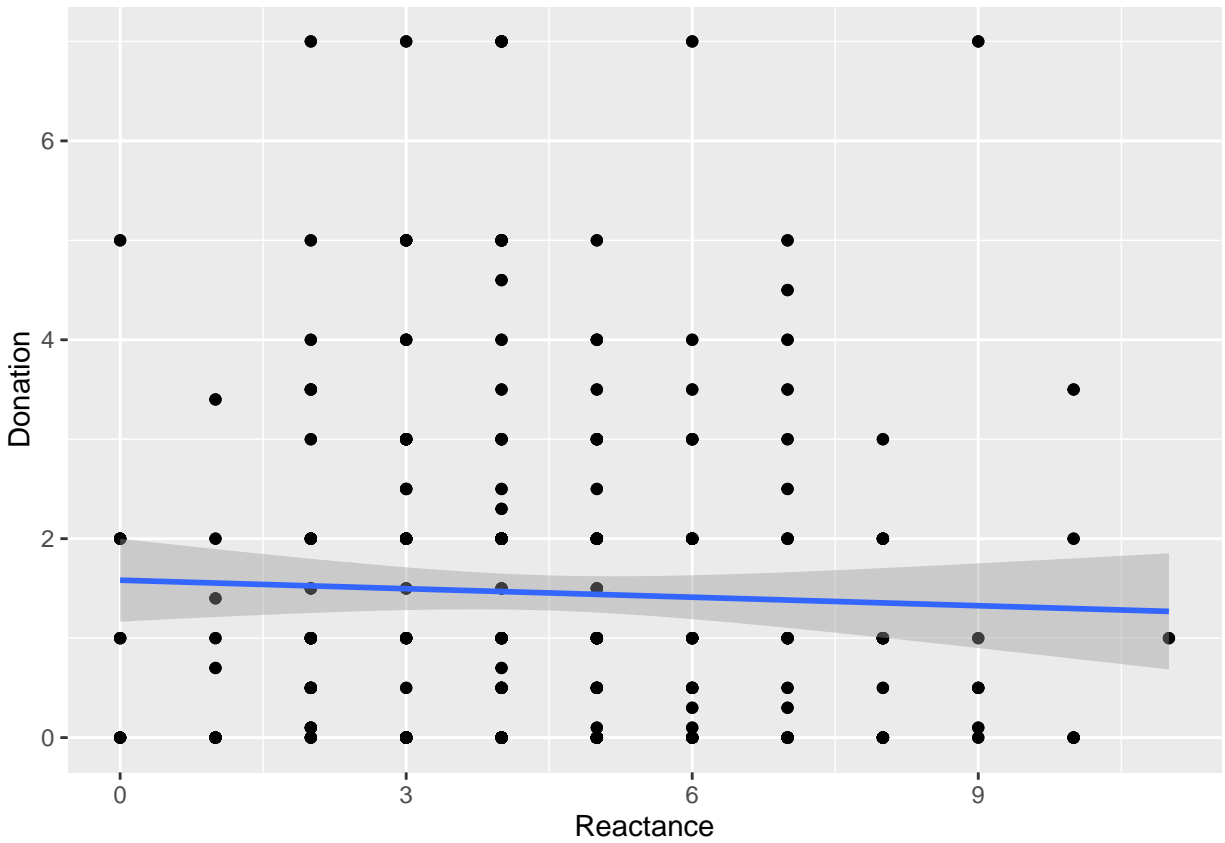
```
## group: Rec
##   vars    n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1     1 138 1.41 1.47      1    1.21 1.48   0  7     7 1.25    1.77 0.12
## -----
## group: Def
##   vars    n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1     1 147 1.55 1.75      1    1.24 1.48   0  7     7 1.4    1.5 0.14
```



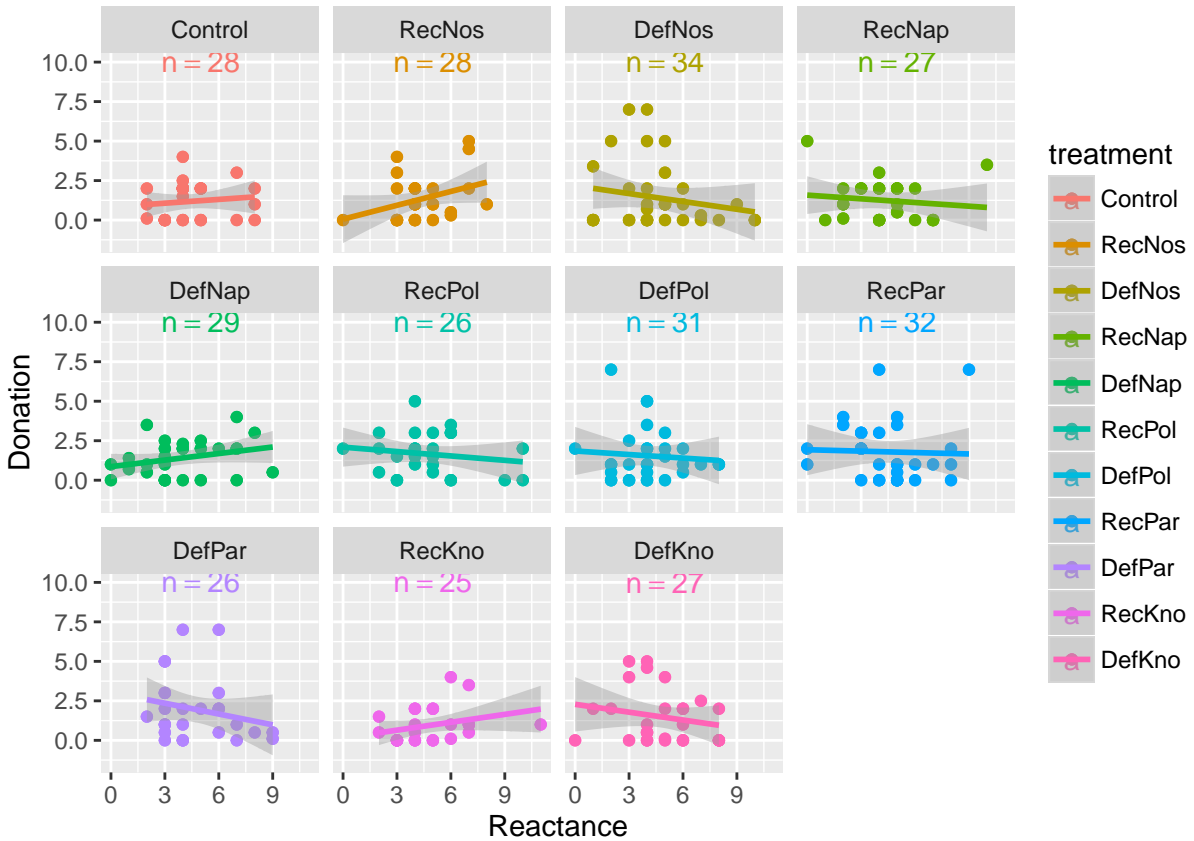
Donations by Reactance score

The reactance score was constructed by changing each of the 11 reactance-items to a dummy variable equal to 1 if the subject chose 3 or 4 on the respective item, and 0 otherwise. Afterwards, all 11 dummies were added to construct an ordinal Reactance score.

Shows a point plot (not jittered) with Donation amount and the respective Reactance score of each participant. Includes a linear regression line, including the 95% confidence region, of the Reactance score as a predictor for the Donation amount.



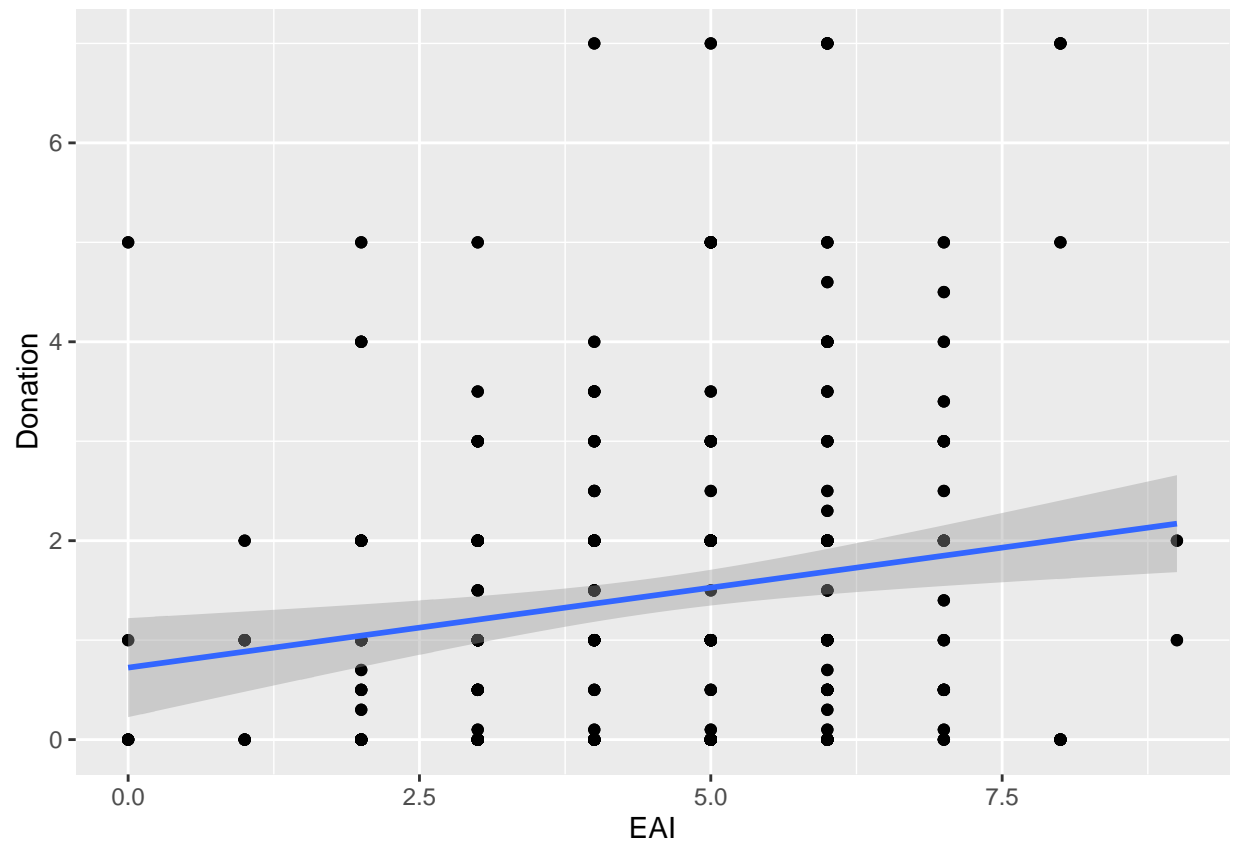
Donations by Reactance score per treatment Shows a point plot (not jittered) with Donation amount and the respective Reactance score of each participant, for each treatment. Includes a linear regression line, including the 95% confidence region, of the Reactance score as a predictor for the Donation amount, for each treatment.



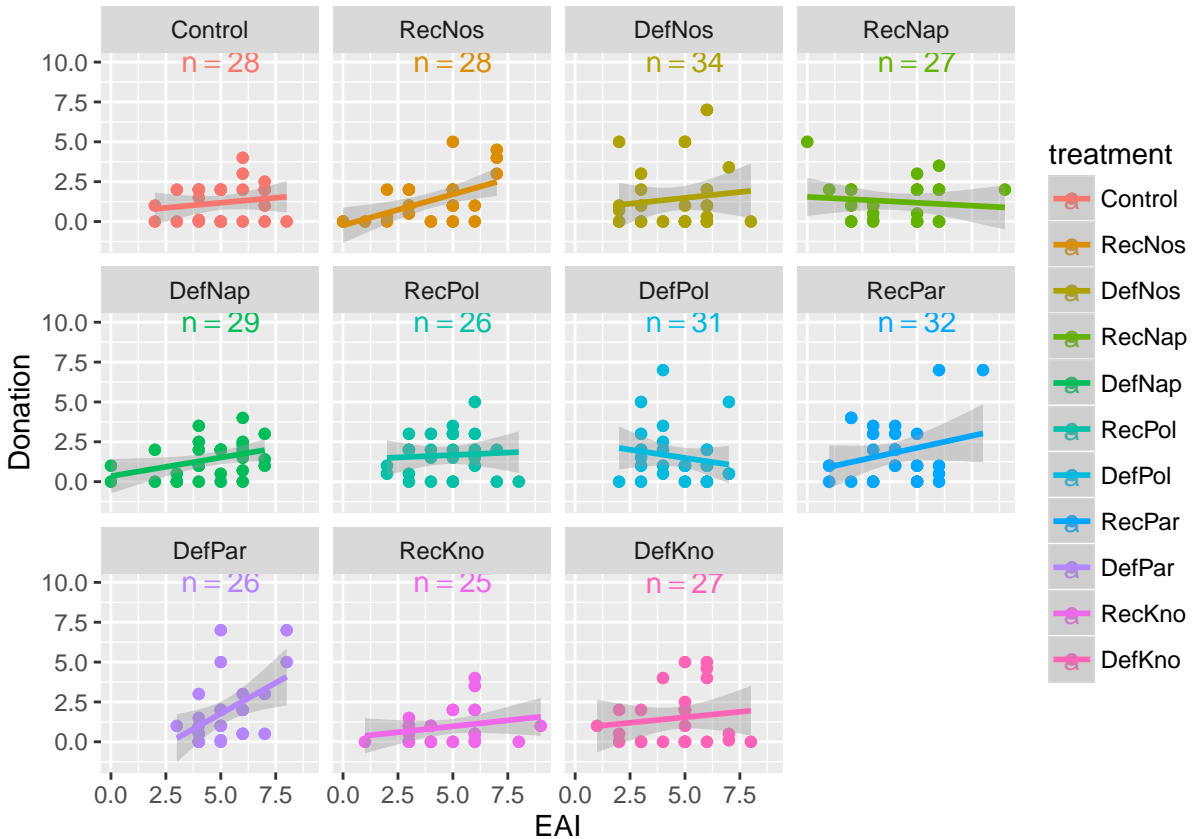
Donations by EAI score

The EAI score was constructed by changing each of the 12 EAI-items to a dummy variable equal to 1 if the subject chose 3 or 4 on the respective item, and 0 otherwise. Afterwards, all 12 dummies were added to construct an ordinal EAI score.

Shows a point plot (not jittered) with Donation amount and the respective EAI score of each participant. Includes a linear regression line, including the 95% confidence region, of the EAI score as a predictor for the Donation amount.



Donations by EAI score per treatment Shows a point plot (not jittered) with Donation amount and the respective EAI score of each participant, for each treatment. Includes a linear regression line, including the 95% confidence region, of the EAI score as a predictor for the Donation amount, for each treatment.



2. Variable: Donation dummy (1 if donated, 0 otherwise)

Aggregated descriptive statistics

```
summary(df$Donated)
```

```
## Not donated    Donated
##           97      216
```

Distribution of donation dummy by treatment

```
table(df$Donated, df$treatment)
```

```
##
##           Control RecNos DefNos RecNap DefNap RecPol DefPol RecPar
## Not donated      11      9     16      9      7      6      7      9
## Donated          17     19     18     18     22     20     24     23
##
##           DefPar RecKno DefKno
## Not donated      4      9     10
## Donated          22     16     17
```

3. Variable: Beliefs about other participants donations

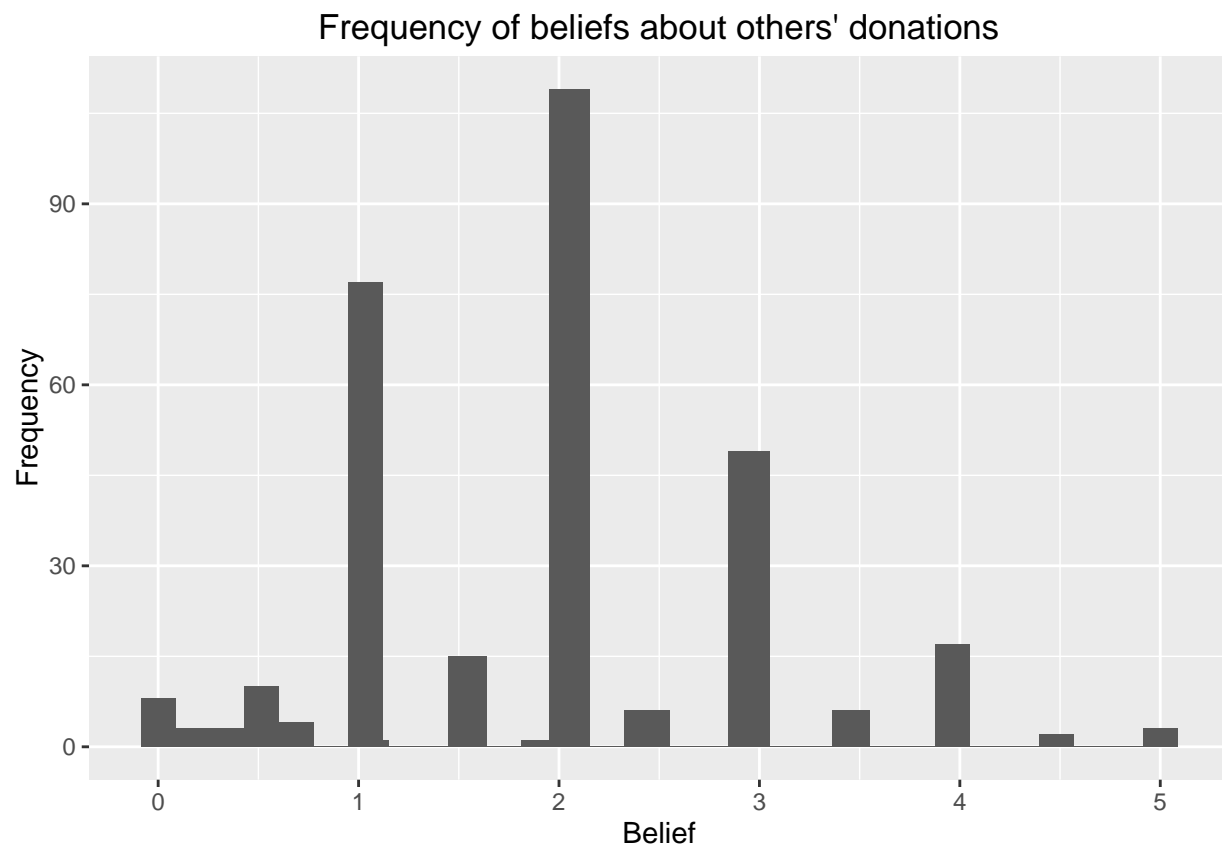
Aggregated descriptive statistics

```
summary(df$belief)
```

```
##      Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##      0.000   1.000   2.000   1.928   2.500   5.000
```

Distribution of aggregated donations

```
## `stat_bin()` using `bins = 30`. Pick better value with `binwidth`.
```



Distribution of beliefs by treatment

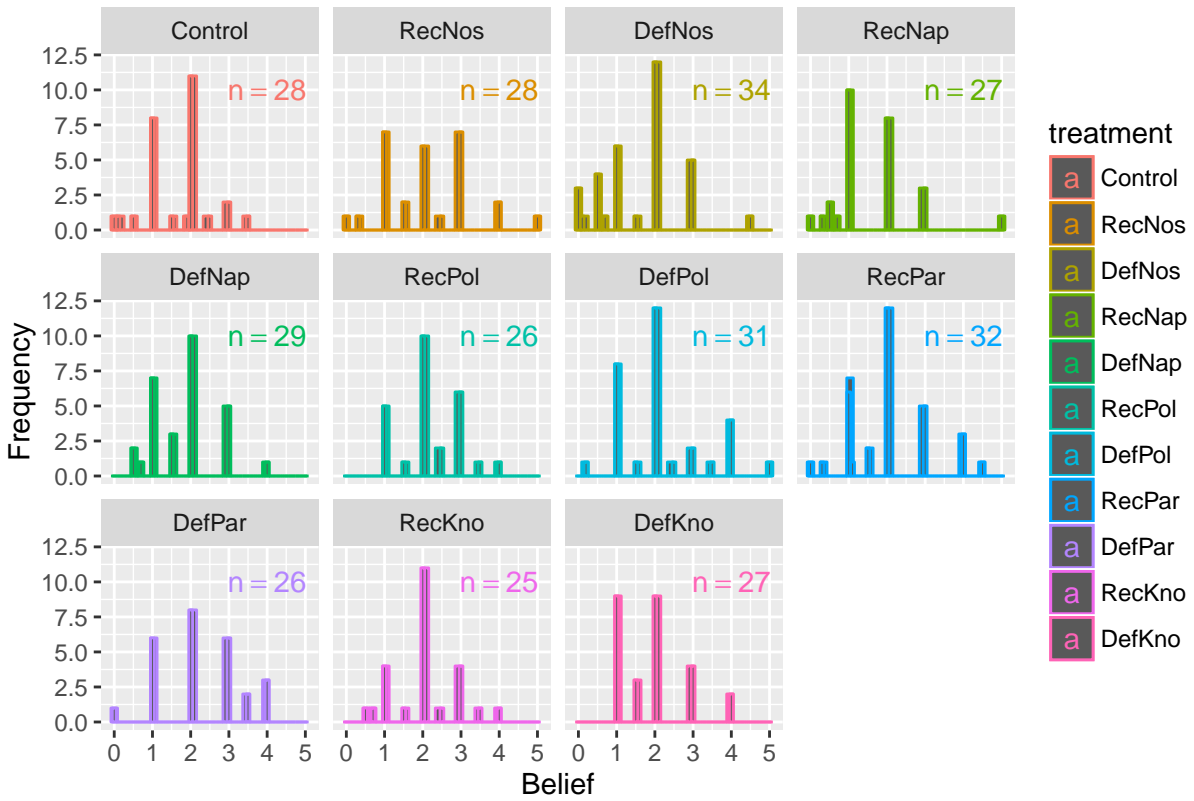
```
## group: Control
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 28 1.64 0.84      2    1.64 1.11  0 3.5  3.5 0.05   -0.46 0.16
## -----
## group: RecNos
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 28 2.1 1.19      2    2.06 1.48  0  5    5 0.39   -0.49 0.23
```

```

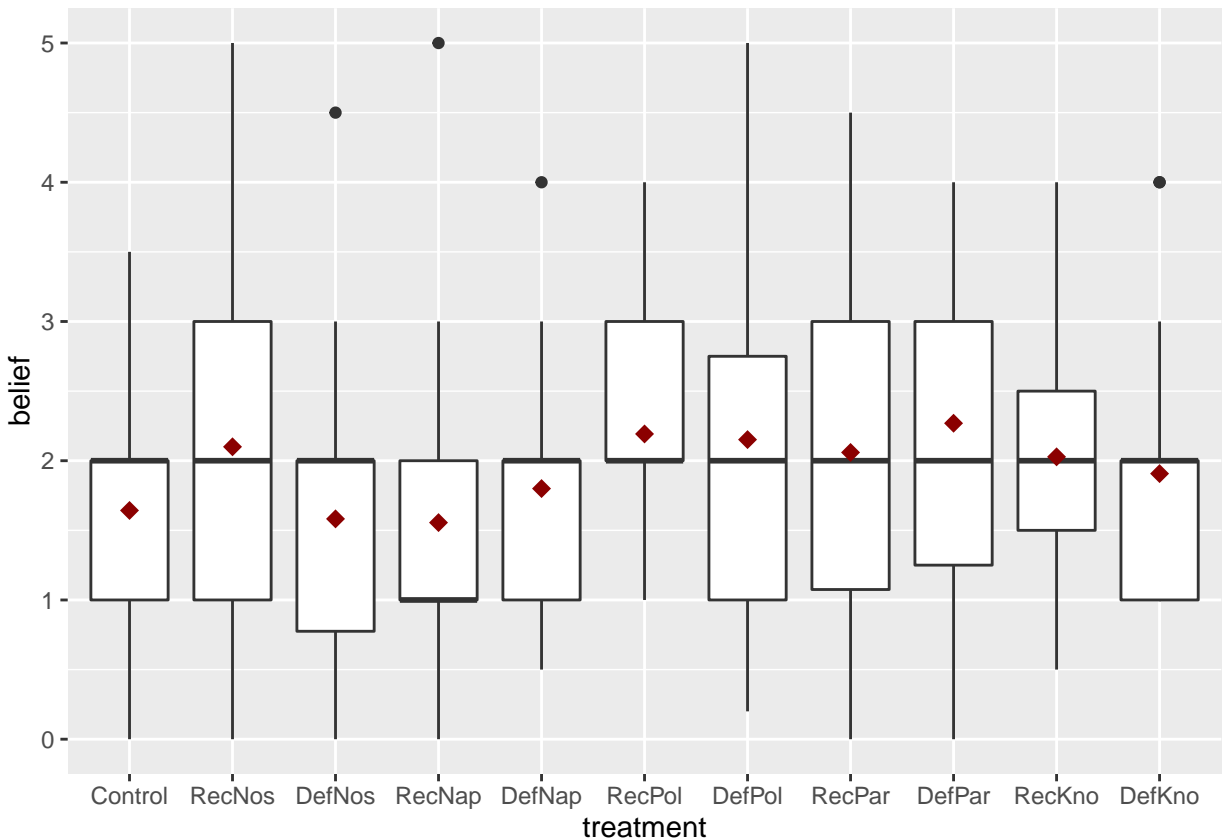
## -----
## group: DefNos
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 34 1.58 1.07      2    1.55 1.48  0 4.5  4.5 0.43   -0.24 0.18
## -----
## group: RecNap
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 27 1.56 1.07      1    1.47 1.04  0  5    5 1.22    1.71 0.21
## -----
## group: DefNap
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 29  1.8 0.88      2    1.77 1.48 0.5  4   3.5 0.5   -0.5 0.16
## -----
## group: RecPol
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 26 2.19 0.83      2    2.16 1.11  1  4    3 0.17   -0.8 0.16
## -----
## group: DefPol
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 31 2.15 1.16      2    2.06 1.48 0.2  5   4.8 0.67   -0.39 0.21
## -----
## group: RecPar
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 32 2.06 1.1      2      2 1.48  0 4.5  4.5 0.43   -0.46 0.19
## -----
## group: DefPar
##   vars  n mean   sd median trimmed  mad min max range  skew kurtosis  se
## 1    1 26 2.27 1.11      2    2.27 1.48  0  4    4 -0.07   -1.07 0.22
## -----
## group: RecKno
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 25 2.03 0.88      2      2 0.74 0.5  4   3.5 0.25   -0.58 0.18
## -----
## group: DefKno
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 27 1.91 0.91      2    1.8 1.48  1  4    3 0.82   -0.28 0.18

```

Frequency of beliefs about others donations by treatment



Beliefs by treatment (Boxplot)



Inferential Statistics

Following are relevant inferential statistics for each of three relevant dependent variables. These relevant dependent variables are 1. Donation, which is the amount the subject donated in order to retire emission rights 2. Donated, which is equal to 1 if the subject donated a positive amount, and 0 otherwise 3. Belief, which is the amount the subject thinks other participants in this experiment donated on average (not incentivized)

1. Variable: Donation to retire carbon licenses

Kruskal-Wallis-Test

The following KW-test tests the null-hypothesis that the median donations in each treatment are the same. The test assumes variance homogeneity and equal distributions of donations in each treatment. It basically tests whether the distributions from the different treatments are shifted.

```
kruskal.test(df$Donation ~ df$treatment)
```

```
##
##  Kruskal-Wallis rank sum test
##
## data:  df$Donation by df$treatment
```

```
## Kruskal-Wallis chi-squared = 8.9142, df = 10, p-value = 0.5403
```

We do not reject the null ($p = .05$).

ANOVA (one-way)

```
summary(aov(df$Donation ~ df$treatment))
```

```
##              Df Sum Sq Mean Sq F value Pr(>F)
## df$treatment  10   21.7   2.172    0.86  0.571
## Residuals    302  762.3   2.524
```

We do not reject the null ($p = .05$).

2. Variable: Donation dummy (1 if donated, 0 otherwise)

Chi² Test

The following Chi²-test tests the null-hypothesis that whether or not a participant decides to donate anything to retire emission rights (extensive margin) is independent of the treatments.

```
table(df$Donated, df$treatment)
```

```
##
##              Control RecNos DefNos RecNap DefNap RecPol DefPol RecPar
## Not donated         11      9    16      9      7      6      7      9
## Donated             17     19    18     18     22     20     24     23
##
##              DefPar RecKno DefKno
## Not donated         4      9    10
## Donated             22     16    17
```

```
chisq.test(table(df$Donated, df$treatment))
```

```
##
## Pearson's Chi-squared test
##
## data:  table(df$Donated, df$treatment)
## X-squared = 11.354, df = 10, p-value = 0.3306
```

We fail to reject the null ($p = .05$).

3. Variable: Beliefs about other participants donations

Kruskal-Wallis Test

The following KW-test tests the null-hypothesis that the median beliefs about other participants average donations in each treatment are the same. The test assumes variance homogeneity and equal distributions of donations in each treatment. It basically tests whether the distributions from the different treatments are shifted.

```
kruskal.test(df$belief ~ df$treatment)
```

```
##  
## Kruskal-Wallis rank sum test  
##  
## data: df$belief by df$treatment  
## Kruskal-Wallis chi-squared = 18.703, df = 10, p-value = 0.0442
```

We reject the null ($p = .05$) in favor of the alternative hypothesis that in at least two treatments do the beliefs about other participants donation amounts differ significantly.

Test of hypotheses from the working paper

H0a

Mean and median payments to retire carbon licenses in the control condition are close to zero.

H_0 : Average Donations = 0 H_A : Average Donations $>< 0$

```
t.test(df$Donation, mu = 0)
```

```
##  
## One Sample t-test  
##  
## data: df$Donation  
## t = 16.249, df = 312, p-value < 2.2e-16  
## alternative hypothesis: true mean is not equal to 0  
## 95 percent confidence interval:  
## 1.279617 1.632204  
## sample estimates:  
## mean of x  
## 1.455911
```

```
wilcox.test(df$Donation, mu = 0)
```

```
##  
## Wilcoxon signed rank test with continuity correction  
##  
## data: df$Donation  
## V = 23436, p-value < 2.2e-16  
## alternative hypothesis: true location is not equal to 0
```

We reject the null that Donations are equal to 0

H0b

The share of subjects whose payments correspond to the recommended, respectively defaulted payment-value (convergence) is higher than in the control condition. Additionally, we expect that the share of subjects converging to the default is higher than the share converging to the recommendation.

Aggregated donations in recommendation treatments > donations in control group

```
describeBy(df$Donation, df$RecvsC)
```

```
## group: Control
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 28 1.18 1.16   1.25   1.09 1.78   0  4    4 0.38   -0.95 0.22
## -----
## group: Rec
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 138 1.41 1.47    1   1.21 1.48   0  7    7 1.25    1.77 0.12
```

```
t.test(df$Donation ~ df$RecvsC)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$RecvsC
## t = -0.91455, df = 46.409, p-value = 0.3652
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.7389846  0.2771834
## sample estimates:
## mean in group Control      mean in group Rec
##           1.182143           1.413043
```

```
wilcox.test(df$Donation ~ df$RecvsC)
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$RecvsC
## W = 1815, p-value = 0.6057
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that Donations in recommendation treatments are equal to donations in control condition.

Aggregated donations in default treatments > donations in control group

```
describeBy(df$Donation, df$DefvsC)
```

```
## group: Control
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 28 1.18 1.16   1.25   1.09 1.78   0  4    4 0.38   -0.95 0.22
## -----
## group: Def
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1    1 147 1.55 1.75    1   1.24 1.48   0  7    7 1.4    1.5 0.14
```



```
t.test(df$Donation ~ df$DefvsC)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$DefvsC
## t = -1.3936, df = 53.68, p-value = 0.1692
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.8929751 0.1606621
## sample estimates:
## mean in group Control      mean in group Def
##           1.182143           1.548299
```

```
wilcox.test(df$Donation ~ df$DefvsC)
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$DefvsC
## W = 1911, p-value = 0.542
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that Donations in default treatments are equal to donations in control condition.

Aggregated donations in default treatments > donations in recommendation treatments

```
describeBy(df$Donation, df$RecvsDef)
```

```
## group: Rec
##   vars   n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 138 1.41 1.47      1    1.21 1.48   0   7    7 1.25    1.77 0.12
## -----
## group: Def
##   vars   n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 147 1.55 1.75      1    1.24 1.48   0   7    7 1.4    1.5 0.14
```

```
t.test(df$Donation ~ df$RecvsDef)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$RecvsDef
## t = -0.70771, df = 279.44, p-value = 0.4797
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.5114663 0.2409546
## sample estimates:
## mean in group Rec mean in group Def
##           1.413043           1.548299
```

```
wilcox.test(df$Donation ~ df$RecvsDef)
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$RecvsDef
## W = 10040, p-value = 0.8803
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that Donations in default treatments are equal to donations in recommendation treatments.

H0c

The share of subjects converging to the recommended, respectively defaulted payment-values in the name and picture condition is higher than in the neutral source-condition.

For Recommendations: Donations in Name and Picture treatments > Donations in No-Source treatments

```
describeBy(df$Donation, df$RecNapvsRecNos)
```

```
## group: RecNap
##   vars  n mean  sd median trimmed  mad min max range skew kurtosis  se
## 1    1 27 1.24 1.3      1    1.09 1.48   0  5    5 0.91    0.39 0.25
## -----
## group: RecNos
##   vars  n mean  sd median trimmed  mad min max range skew kurtosis  se
## 1    1 28 1.33 1.43      1    1.16 1.48   0  5    5 1.03    0.21 0.27
```

```
t.test(df$Donation ~ df$RecNapvsRecNos)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$RecNapvsRecNos
## t = -0.23849, df = 52.839, p-value = 0.8124
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.8253163 0.6499195
## sample estimates:
## mean in group RecNap mean in group RecNos
##          1.244444          1.332143
```

```
wilcox.test(df$Donation ~ df$RecNapvsRecNos)
```

```
## Warning in wilcox.test.default(x = c(2, 0.5, 0, 2, 1, 2, 3.5, 2, 3, 0,
## 0.5, : cannot compute exact p-value with ties
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$RecNapvsRecNos
## W = 374, p-value = 0.9514
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that Donations in recommendation treatments informing about the name and picture of the source are equal to donations in recommendation treatments providing no information about the source of the recommendation.

For Defaults: Donations in Name and Picture treatments > Donations in No-Source treatments

```
describeBy(df$Donation, df$DefNapvsDefNos)
```

```
## group: DefNap
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 29 1.39 1.13   1.4   1.32 1.33   0  4    4 0.36   -0.8 0.21
## -----
## group: DefNos
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 34 1.42 2.08   0.5   1.05 0.74   0  7    7 1.46   0.93 0.36
```

```
t.test(df$Donation ~ df$DefNapvsDefNos)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$DefNapvsDefNos
## t = -0.073374, df = 52.429, p-value = 0.9418
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.862357 0.801505
## sample estimates:
## mean in group DefNap mean in group DefNos
##           1.393103           1.423529
```

```
wilcox.test(df$Donation ~ df$DefNapvsDefNos)
```

```
## Warning in wilcox.test.default(x = c(2, 1, 0.7, 2, 3.5, 1, 0.5, 2, 0, 3, :
## cannot compute exact p-value with ties
```

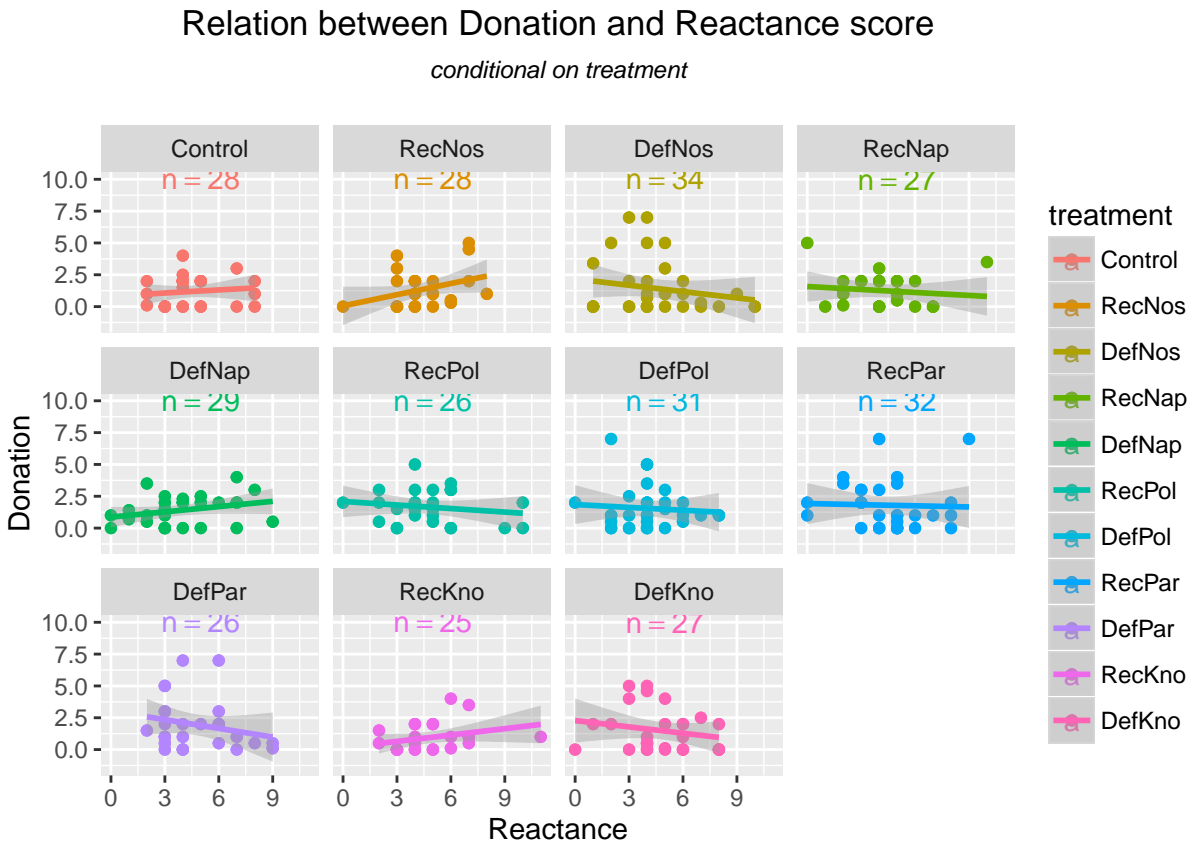
```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$DefNapvsDefNos
## W = 584.5, p-value = 0.1963
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that Donations in default treatments informing about the name and picture of the source are equal to donations in default treatments providing no information about the source of the default.

H1

A subject's reaction towards the respective intervention ~~depends on~~ is predicted by trait reactance.

The following are not rigorous tests of the respective hypotheses, but rather approaches to get an idea about relationships and predictions.

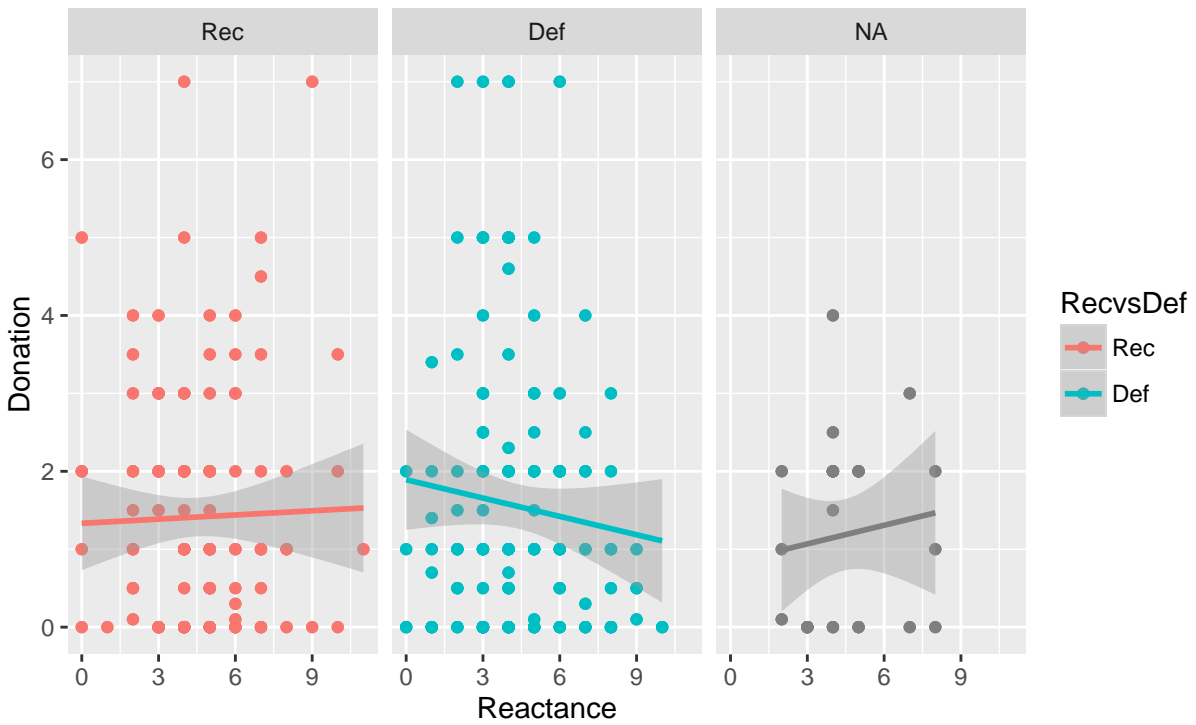


H1a

A subject that scores high on trait reactance is less likely to converge to the recommended and defaulted payment-values, than a subject scoring low on trait reactance. *The following treats the Reactance score as metric.*

Relation between Donation and Reactance score

resp. for Rec and Def treatment groups

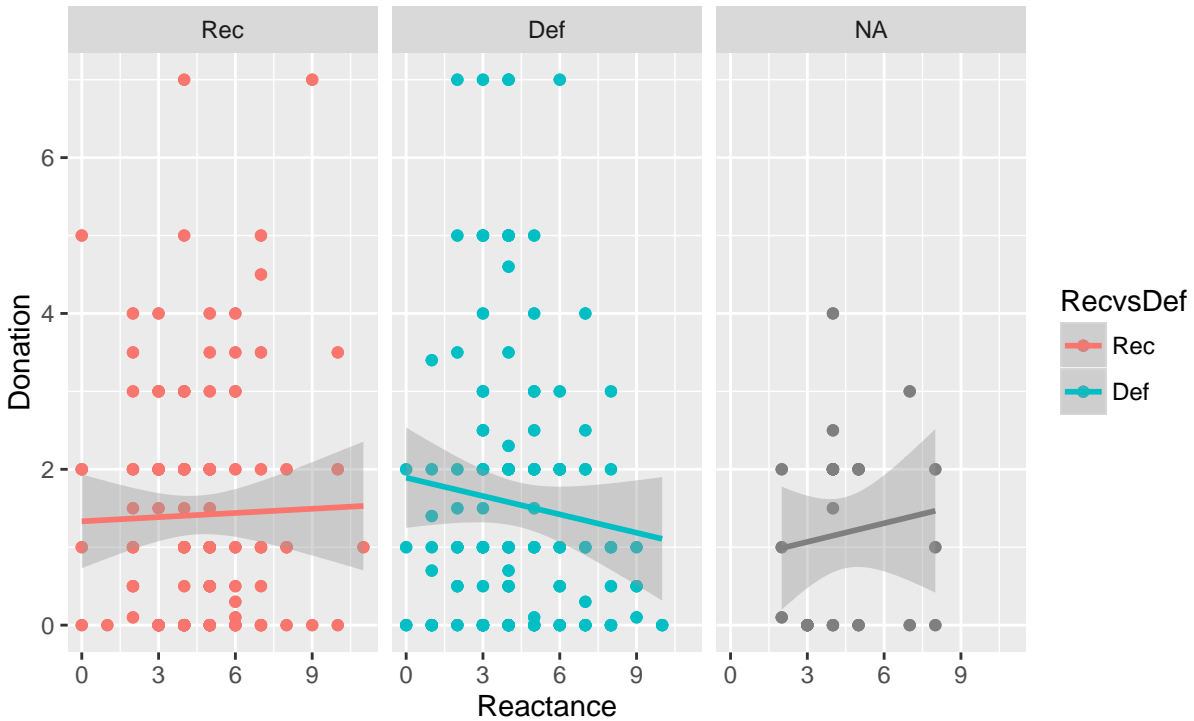


H1b

A subject that scores high on trait reactance is less likely to converge to the defaulted than to the recommended payment-value.

Relation between Donation and Reactance score

resp. for Rec and Def treatment groups



Left is recommendation group, middle is default group, right is Control.

H2

The share of subjects converging to the recommended, respectively defaulted payment-values in the condition informing about the academic degree of the source is higher than in the name and picture condition.

For Recommendations: Donations in Knowledge treatments > Donations in Name and Picture treatments

```
describeBy(df$Donation, df$RecNapvsRecKno)
```

```
## group: RecNap
## vars n mean sd median trimmed mad min max range skew kurtosis se
## 1 1 27 1.24 1.3 1 1.09 1.48 0 5 5 0.91 0.39 0.25
## -----
## group: RecKno
## vars n mean sd median trimmed mad min max range skew kurtosis se
## 1 1 25 0.94 1.12 0.5 0.77 0.74 0 4 4 1.19 0.66 0.22
```

```
t.test(df$Donation ~ df$RecNapvsRecKno)
```

```
##
```

```
## Welch Two Sample t-test
##
## data: df$Donation by df$RecNapvsRecKno
## t = 0.89547, df = 49.74, p-value = 0.3749
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.3735478 0.9744367
## sample estimates:
## mean in group RecNap mean in group RecKno
## 1.244444 0.944000
```

```
wilcox.test(df$Donation ~ df$RecNapvsRecKno)
```

```
## Warning in wilcox.test.default(x = c(2, 0.5, 0, 2, 1, 2, 3.5, 2, 3, 0,
## 0.5, : cannot compute exact p-value with ties
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$RecNapvsRecKno
## W = 380, p-value = 0.4272
## alternative hypothesis: true location shift is not equal to 0
```

For Defaults: Donations in Knowledge treatments > Donations in Name and Picture treatments

```
describeBy(df$Donation, df$DefNapvsDefKno)
```

```
## group: DefNap
## vars n mean sd median trimmed mad min max range skew kurtosis se
## 1 1 29 1.39 1.13 1.4 1.32 1.33 0 4 4 0.36 -0.8 0.21
## -----
## group: DefKno
## vars n mean sd median trimmed mad min max range skew kurtosis se
## 1 1 27 1.49 1.71 1 1.31 1.48 0 5 5 0.83 -0.69 0.33
```

```
t.test(df$Donation ~ df$DefNapvsDefKno)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$DefNapvsDefKno
## t = -0.24517, df = 44.667, p-value = 0.8074
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.8828438 0.6912729
## sample estimates:
## mean in group DefNap mean in group DefKno
## 1.393103 1.488889
```

```
wilcox.test(df$Donation ~ df$DefNapvsDefKno)
```

```
## Warning in wilcox.test.default(x = c(2, 1, 0.7, 2, 3.5, 1, 0.5, 2, 0, 3, :
## cannot compute exact p-value with ties

##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$DefNapvsDefKno
## W = 415, p-value = 0.7
## alternative hypothesis: true location shift is not equal to 0
```

H3-1

The share of subjects converging to the recommended, respectively defaulted payment-values in the condition informing about the political characteristic of the source is lower than in the name and picture condition.

For Recommendations: Donations in Political treatments < Donations in Name and Picture treatments

```
describeBy(df$Donation, df$RecNapvsRecPol)
```

```
## group: RecNap
##   vars  n mean  sd median trimmed  mad min max range skew kurtosis  se
## 1    1 27 1.24 1.3      1    1.09 1.48   0  5    5 0.91    0.39 0.25
## -----
## group: RecPol
##   vars  n mean  sd median trimmed  mad min max range skew kurtosis  se
## 1    1 26 1.65 1.33   1.75    1.57 1.85   0  5    5 0.41   -0.53 0.26
```

```
t.test(df$Donation ~ df$RecNapvsRecPol)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$RecNapvsRecPol
## t = -1.1316, df = 50.798, p-value = 0.2631
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -1.1357792  0.3169757
## sample estimates:
## mean in group RecNap mean in group RecPol
##           1.244444           1.653846
```

```
wilcox.test(df$Donation ~ df$RecNapvsRecPol)
```

```
## Warning in wilcox.test.default(x = c(2, 0.5, 0, 2, 1, 2, 3.5, 2, 3, 0,
## 0.5, : cannot compute exact p-value with ties
```



```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$RecNapvsRecPol
## W = 289.5, p-value = 0.266
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that Donations in recommendation treatments informing about the political mandate of the source are equal to donations in recommendations treatments providing the name and picture of the source.

For Defaults: Donations in Political treatments < Donations in Name and Picture treatments

```
describeBy(df$Donation, df$DefNapvsDefPol)
```

```
## group: DefNap
## vars n mean sd median trimmed mad min max range skew kurtosis se
## 1 1 29 1.39 1.13 1.4 1.32 1.33 0 4 4 0.36 -0.8 0.21
## -----
## group: DefPol
## vars n mean sd median trimmed mad min max range skew kurtosis se
## 1 1 31 1.55 1.68 1 1.24 1.48 0 7 7 1.55 2.05 0.3
```

```
t.test(df$Donation ~ df$DefNapvsDefPol)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$DefNapvsDefPol
## t = -0.42295, df = 52.955, p-value = 0.674
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.8917031 0.5811358
## sample estimates:
## mean in group DefNap mean in group DefPol
## 1.393103 1.548387
```

```
wilcox.test(df$Donation ~ df$DefNapvsDefPol)
```

```
## Warning in wilcox.test.default(x = c(2, 1, 0.7, 2, 3.5, 1, 0.5, 2, 0, 3, :
## cannot compute exact p-value with ties
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$DefNapvsDefPol
## W = 463.5, p-value = 0.8392
## alternative hypothesis: true location shift is not equal to 0
```

We cannot reject the null that donations in default treatments informing about the political mandate of the source are equal to donations in default treatments providing the name and picture of the source.

H3-2

When the source is political the share of subjects converging to the default is lower than the share of subjects converging to the recommendation.

Donations in default treatments informing about the political characteristics of the source < donations in recommendation treatments informing about the political characteristics of the source

```
describeBy(df$Donation, df$RecPolvsDefPol)
```

```
## group: RecPol
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1     1 26 1.65 1.33   1.75   1.57 1.85   0  5     5 0.41   -0.53 0.26
## -----
## group: DefPol
##   vars  n mean   sd median trimmed  mad min max range skew kurtosis  se
## 1     1 31 1.55 1.68     1   1.24 1.48   0  7     7 1.55    2.05 0.3
```

```
t.test(df$Donation ~ df$RecPolvsDefPol)
```

```
##
## Welch Two Sample t-test
##
## data: df$Donation by df$RecPolvsDefPol
## t = 0.26464, df = 54.867, p-value = 0.7923
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.6931841 0.9041022
## sample estimates:
## mean in group RecPol mean in group DefPol
##           1.653846           1.548387
```

```
wilcox.test(df$Donation ~ df$RecPolvsDefPol)
```

```
## Warning in wilcox.test.default(x = c(3, 1, 0.5, 3.5, 0, 0, 0.5, 0, 2, 1, :
## cannot compute exact p-value with ties
```

```
##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$RecPolvsDefPol
## W = 449.5, p-value = 0.4547
## alternative hypothesis: true location shift is not equal to 0
```

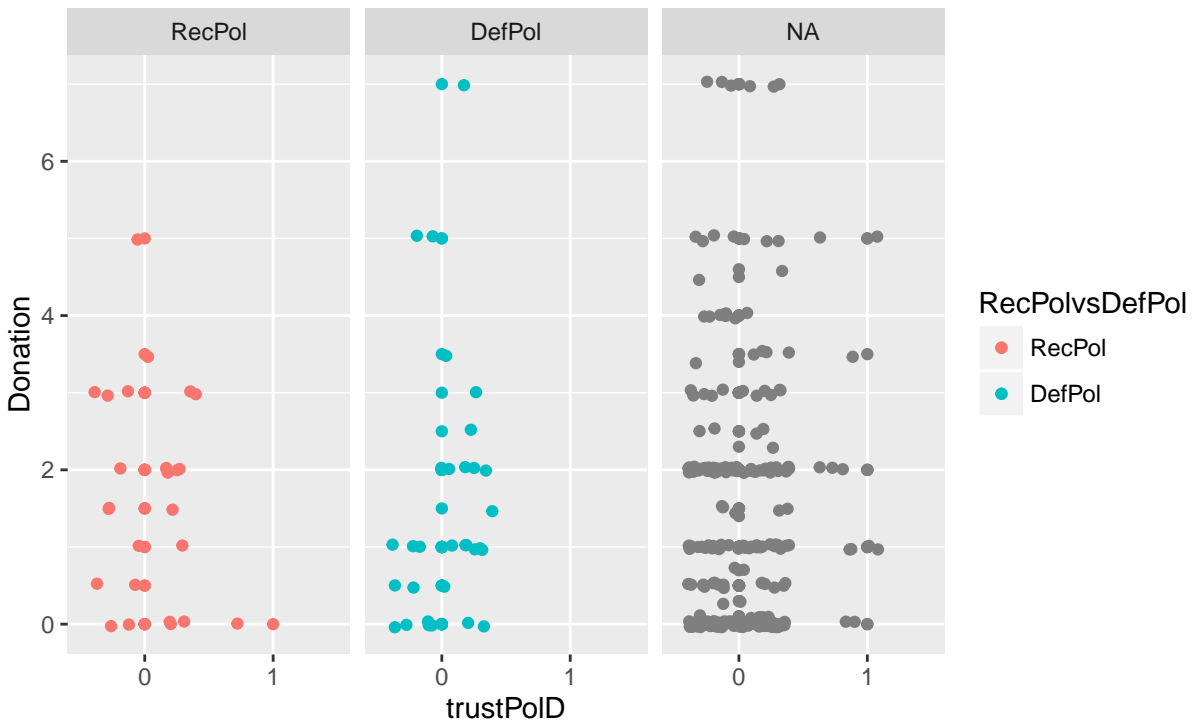
We cannot reject the null that donations in default treatments informing about the political characteristics of the source are equal to donations in recommendation treatments informing about the political characteristics of the source.

H3a (HERE ALSO INCLUDE PARTY TREATMENTS, NOT JUST POLITICAL?)

A subject that scores high on trust in politics is more likely to converge to the recommended and defaulted payment-values, than a subject scoring low on trust in politics. *In treatments informing about the political characteristics of the source.*

Relationship between trust in politics dummy and Donation

resp. for RecPol and DefPol treatment groups



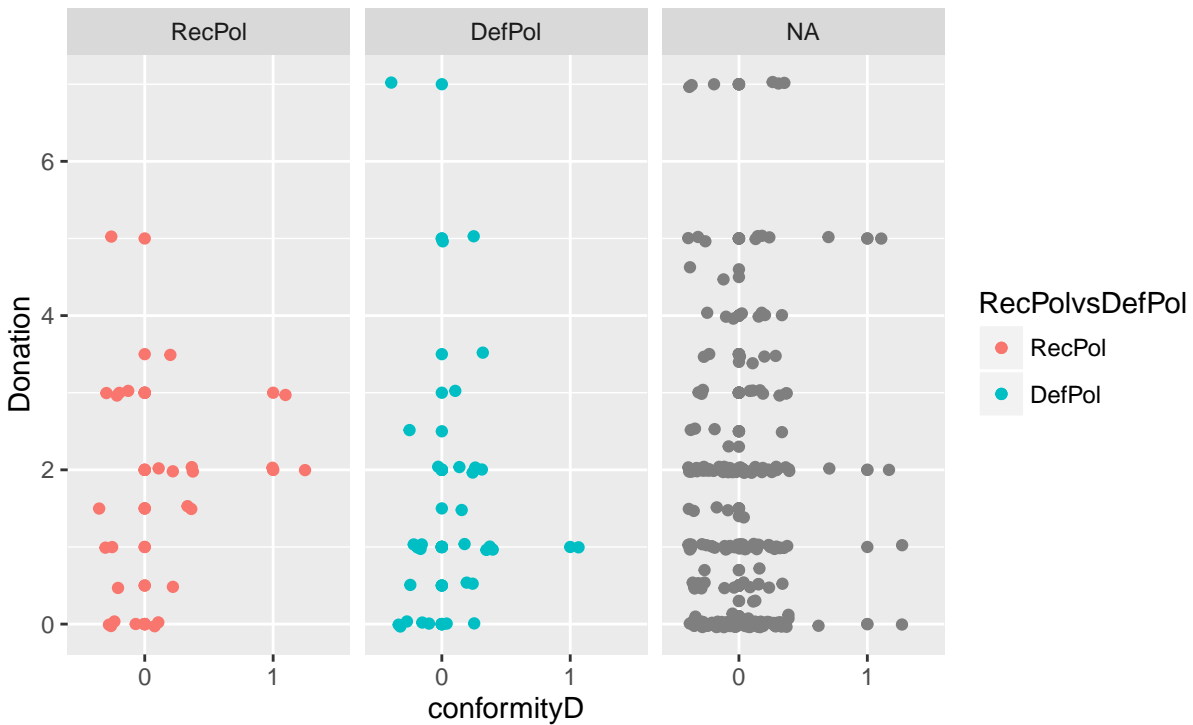
Problem is that there are not enough observations with high trust in politics (no observation in Default x Political treatment).

H3b

A subject that values conformity, i.e. doing what the majority does, is more likely to converge to the recommended and defaulted payment-values, than a subject that does not value conformity.

Relationship between conformity dummy and Donation

resp. for RecPol and DefPol treatment groups



Problem is that there are not enough observations with high trust in politics.

H4

The share of subjects converging to the recommended, respectively defaulted payment-values, relative to the political-characteristic condition, is higher for subjects with same party preferences, and lower for subjects with different party preferences. **Hypothesis is possibly phrased wrongly.**

```
table(df$party)
```

```
##
##           AfD           Andere      Bündnis90/Grüne
##           9           16           66
##           CDU/CSU      Die Linke           FDP
##           48           56           10
## Keine (Nichtwähler) Keine Angabe           SPD
##           40           7           61
```

```
table(df$party, df$treatment)
```

```
##
##           Control RecNos DefNos RecNap DefNap RecPol DefPol
## AfD           1       1       0       2       0       0       2
## Andere         1       3       1       3       1       1       1
## Bündnis90/Grüne 6       5       7       6       7       6       6
```

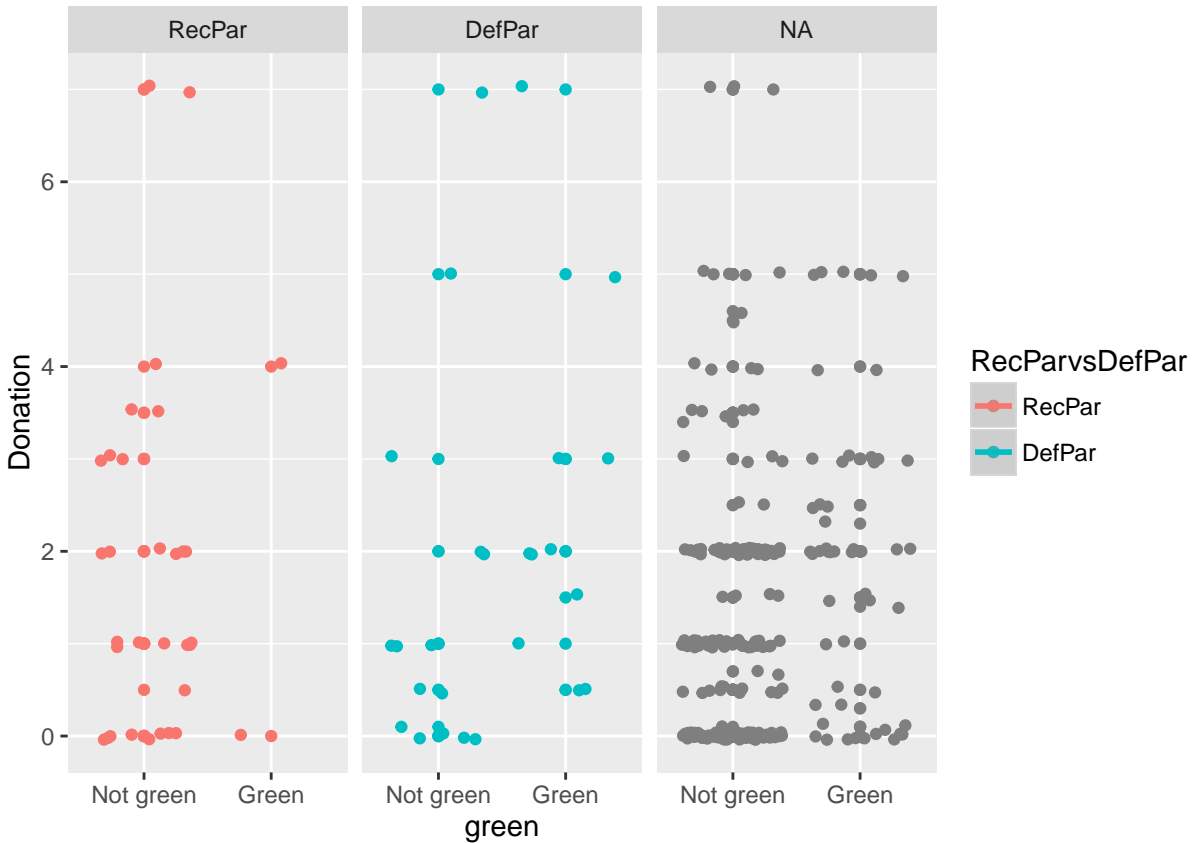
```
## CDU/CSU          4      6      4      1      5      4      5
## Die Linke        7      4      6      3      6      5      5
## FDP              0      1      2      1      1      0      0
## Keine (Nichtwähler) 5      4      6      3      3      1      3
## Keine Angabe     1      0      3      0      0      0      2
## SPD              3      4      5      8      6      9      7
##
##                RecPar DefPar RecKno DefKno
## AfD              0      0      1      2
## Andere            2      0      1      2
## Bündnis90/Grüne  2     11      5      5
## CDU/CSU           6      5      7      1
## Die Linke         8      3      5      4
## FDP               0      0      3      2
## Keine (Nichtwähler) 7      4      1      3
## Keine Angabe      1      0      0      0
## SPD              6      3      2      8
```

```
chisq.test(table(df$party, df$treatment))
```

```
## Warning in chisq.test(table(df$party, df$treatment)): Chi-squared
## approximation may be incorrect
```

```
##
## Pearson's Chi-squared test
##
## data:  table(df$party, df$treatment)
## X-squared = 81.971, df = 80, p-value = 0.4179
```

```
##
##          Control RecNos DefNos RecNap DefNap RecPol DefPol RecPar
## Not green      22     23     27     21     22     20     25     30
## Green           6      5      7      6      7      6      6      2
##
##          DefPar RecKno DefKno
## Not green      15     20     22
## Green           11      5      5
```



Further Statistics and Tests

Compare observations that believe we cooperated with Julia Verlinden vs. those who don't

Variable: Donation amount

```
## group: Ja
##   vars   n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1 131 1.32 1.28     1    1.16 1.48   0  5    5 0.85     0.03 0.11
## -----
## group: Nein
##   vars   n mean   sd median trimmed  mad min max range skew kurtosis   se
## 1    1  96 1.74 1.86     1.2    1.43 1.78   0  7    7 1.32     1.2 0.19

##
##  Welch Two Sample t-test
##
## data:  df$Donation by df$believe2
## t = -1.8905, df = 158.54, p-value = 0.06052
## alternative hypothesis: true difference in means is not equal to 0
## 95 percent confidence interval:
## -0.85185683  0.01863482
## sample estimates:
```

```
## mean in group Ja mean in group Nein
##      1.319847      1.736458

##
## Wilcoxon rank sum test with continuity correction
##
## data: df$Donation by df$believe2
## W = 5813, p-value = 0.3227
## alternative hypothesis: true location shift is not equal to 0
```

Participants who believe we cooperated with Julia Verlinden have a **lower** mean Donation, and also a **lower** variance. The difference is significant ($p < .1$) judged by the Welch Two Sample t-test, but insignificant judged by the Wilcoxon-Mann-Whitney-U test.

Variable: Decision to donate

```
##
##           Ja Nein
## Not donated 36  27
## Donated    95  69
```

```
chisq.test(table(df$Donated, df$believe2))
```

```
##
## Pearson's Chi-squared test with Yates' continuity correction
##
## data: table(df$Donated, df$believe2)
## X-squared = 0, df = 1, p-value = 1
```

The χ^2 -Test is not significant. This implies that the decision whether or not to contribute anything vs. nothing is not dependent on the answer to the question whether the respondent believed that we really cooperated with Julia Verlinden.

Decision to donate for subjects seeing a recommendation vs. subjects seeing a default, irrespective of source

```
table(df$Donated, df$RecvsDef)
```

```
##
##           Rec Def
## Not donated 42  44
## Donated    96 103
```