

**S13 Table Margins (Relative Need Evaluations) by Productivity Scenario and Frame**

Mixed Case $\alpha, \beta$	Rel. Eval. $\bar{\Delta}_{\alpha, \beta}$	Wald Test $\chi^2$	Rel. Eval. $\bar{\Delta}_{\alpha, \beta}$	Wald Test $\chi^2$	Wald Test $\chi^2$
Model (II)	Equal Productivity		Unequal Productivity		Eq. vs. Uneq.
Sur – Aut	532.3*** (25.6)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Bel}$ 13.75***	397.5*** (25.4)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Bel}$ 10.53***	$\bar{\Delta}_{Sur, Aut}^{Equal} = \bar{\Delta}_{Sur, Aut}^{Unequal}$ 25.31***
Sur – Bel	432.9*** (25.4)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Dec}$ 151.73***	310.9*** (25.3)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Dec}$ 100.26***	$\bar{\Delta}_{Sur, Bel}^{Equal} = \bar{\Delta}_{Sur, Bel}^{Unequal}$ 20.95***
Sur – Dec	203.1*** (25.4)	$\bar{\Delta}_{Sur, Bel} = \bar{\Delta}_{Sur, Dec}$ 74.51***	130.7*** (25.3)	$\bar{\Delta}_{Sur, Bel} = \bar{\Delta}_{Sur, Dec}$ 45.88***	$\bar{\Delta}_{Sur, Dec}^{Equal} = \bar{\Delta}_{Sur, Dec}^{Unequal}$ 7.41**
Dec – Aut	405.0*** (25.3)	$\bar{\Delta}_{Dec, Aut} = \bar{\Delta}_{Dec, Bel}$ 15.95***	256.2*** (25.3)	$\bar{\Delta}_{Dec, Aut} = \bar{\Delta}_{Dec, Bel}$ 19.53***	$\bar{\Delta}_{Dec, Aut}^{Equal} = \bar{\Delta}_{Dec, Aut}^{Unequal}$ 31.17***
Dec – Bel	298.6*** (25.3)		138.6*** (25.3)		$\bar{\Delta}_{Dec, Bel}^{Equal} = \bar{\Delta}_{Dec, Bel}^{Unequal}$ 36.23***
Bel – Aut	123.7*** (25.3)		–26.1 (25.3)		$\bar{\Delta}_{Bel, Aut}^{Equal} = \bar{\Delta}_{Bel, Aut}^{Unequal}$ 31.85***
	joint 176.11***		joint 124.04***		joint 152.91***
Model (III)	Equal Productivity		Unequal Productivity		Eq. vs. Uneq.
Sur – Aut	546.2*** (24.6)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Bel}$ 13.80***	396.2*** (25.0)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Bel}$ 10.53***	$\bar{\Delta}_{Sur, Aut}^{Equal} = \bar{\Delta}_{Sur, Aut}^{Unequal}$ 27.51***
Sur – Bel	440.0*** (24.5)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Dec}$ 140.48***	305.3*** (24.4)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Dec}$ 86.92***	$\bar{\Delta}_{Sur, Bel}^{Equal} = \bar{\Delta}_{Sur, Bel}^{Unequal}$ 22.42***
Sur – Dec	208.3*** (24.4)	$\bar{\Delta}_{Sur, Bel} = \bar{\Delta}_{Sur, Dec}$ 66.59***	131.4*** (24.4)	$\bar{\Delta}_{Sur, Bel} = \bar{\Delta}_{Sur, Dec}$ 37.63***	$\bar{\Delta}_{Sur, Dec}^{Equal} = \bar{\Delta}_{Sur, Dec}^{Unequal}$ 7.37**
Dec – Aut	412.6*** (24.5)	$\bar{\Delta}_{Dec, Aut} = \bar{\Delta}_{Dec, Bel}$ 16.61***	252.1*** (24.4)	$\bar{\Delta}_{Dec, Aut} = \bar{\Delta}_{Dec, Bel}$ 20.72***	$\bar{\Delta}_{Dec, Aut}^{Equal} = \bar{\Delta}_{Dec, Aut}^{Unequal}$ 31.92***
Dec – Bel	296.9*** (24.4)		123.0*** (24.4)		$\bar{\Delta}_{Dec, Bel}^{Equal} = \bar{\Delta}_{Dec, Bel}^{Unequal}$ 37.65***
Bel – Aut	135.2*** (24.4)		–23.0 (24.4)		$\bar{\Delta}_{Bel, Aut}^{Equal} = \bar{\Delta}_{Bel, Aut}^{Unequal}$ 31.29***
	joint 164.01***		joint 110.61***		joint 158.15***
Model (IV)	Avoidance		Enablement		Avoid. vs. Enable.
Sur – Aut	481.1*** (30.9)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Bel}$ 14.28***	449.3*** (30.9)	$\Delta_{Sur, Aut} = \Delta_{Sur, Bel}$ 8.68**	$\bar{\Delta}_{Sur, Aut}^{Avoid} = \bar{\Delta}_{Sur, Aut}^{Enable}$ 0.54
Sur – Bel	376.7*** (30.8)	$\bar{\Delta}_{Sur, Aut} = \bar{\Delta}_{Sur, Dec}$ 117.75***	367.5*** (30.8)	$\Delta_{Sur, Aut} = \Delta_{Sur, Dec}$ 115.46***	$\bar{\Delta}_{Sur, Bel}^{Avoid} = \bar{\Delta}_{Sur, Bel}^{Enable}$ 0.04
Sur – Dec	181.7*** (30.8)	$\bar{\Delta}_{Sur, Bel} = \bar{\Delta}_{Sur, Dec}$ 50.22***	152.2*** (30.8)	$\Delta_{Sur, Bel} = \Delta_{Sur, Dec}$ 61.00***	$\bar{\Delta}_{Sur, Dec}^{Avoid} = \bar{\Delta}_{Sur, Dec}^{Enable}$ 0.46
Dec – Aut	341.5*** (30.8)	$\bar{\Delta}_{Dec, Aut} = \bar{\Delta}_{Dec, Bel}$ 22.67***	320.0*** (30.8)	$\Delta_{Dec, Aut} = \Delta_{Dec, Bel}$ 11.43***	$\bar{\Delta}_{Dec, Aut}^{Avoid} = \bar{\Delta}_{Dec, Aut}^{Enable}$ 0.24
Dec – Bel	210.5*** (30.8)		226.9*** (30.8)		$\bar{\Delta}_{Dec, Bel}^{Avoid} = \bar{\Delta}_{Dec, Bel}^{Enable}$ 0.14
Bel – Aut	69.5** (30.8)		28.32 (30.8)		$\bar{\Delta}_{Bel, Aut}^{Avoid} = \bar{\Delta}_{Bel, Aut}^{Enable}$ 0.89
	joint 144.20***		joint 134.99***		joint 3.11

The table reports the margins (predicted means of relative need evaluations)  $\bar{\Delta}_{\alpha, \beta}$  estimated by Tobit regression, see Table 5, Models (II)–(IV). First row: mean, second row: standard error in parentheses. Margins significantly different from zero are marked with asterisks.  $\chi^2$  of a Wald test on the equality of two margins. Significance levels: \*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . Wald tests with Bonferroni correction.