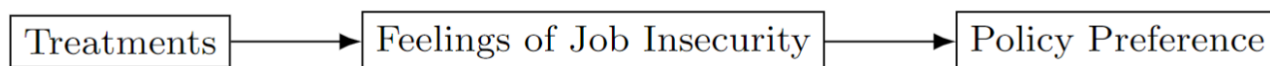
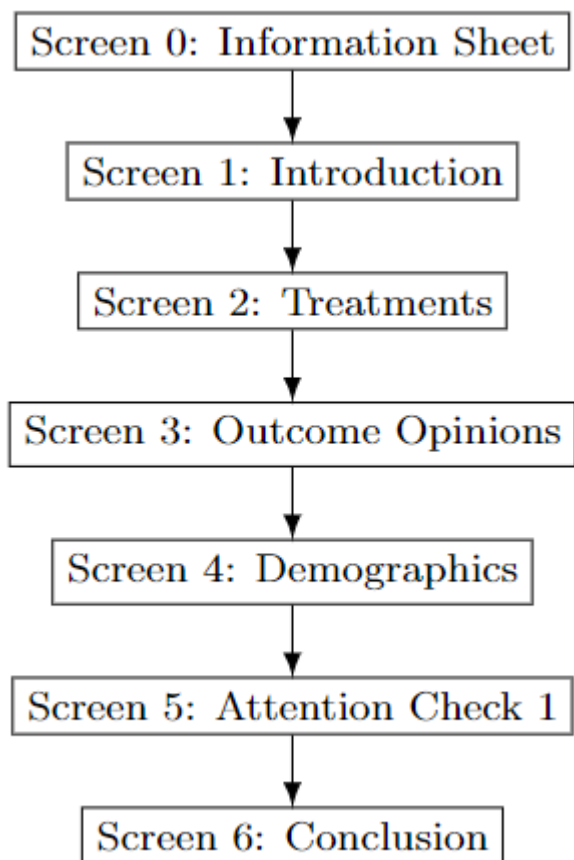


Pilot Experiment Justification



The purpose of the pilot experiment is to determine whether the treatments are effective at inducing feelings of occupation-level job insecurity. In the general experiment, we only observe the treatments and respondents policy preferences. This pilot ensures that the treatments are genuinely inducing feelings of job insecurity, and will be conducted prior to the experiment in case that the treatments are not effective at inducing feelings of job insecurity. In that instance, and addendum to the IRB application will be filed with new treatment designs, and an additional pilot experiment will be conducted with the new treatment designs.

Pilot Experiment Flow



Screen 0: Information Sheet

The first screen participants will be shown in this experiment is the information sheet, which describes the experiment and asks participants if they would like to participate before continuing. Note that the blank IRB stamps used in the information sheet screen and the conclusion screen will be filled out with the pertinent IRB information following approval. It is shown verbatim below:

Title of Research Study: Knowledge of Job Insecurities and Policy Preferences

Funded/Supported by: ANON

Investigator: ANON

Why are you being invited to take part in a research study?

You are being asked to participate because you are over the age of eighteen, speak English, live in the United States, and are full-time or part-time employed.

What should you know about a research study?

- Someone will explain this research study to you.
- Whether or not you take part is up to you.
- You can choose not to take part.
- You can agree to take part and later change your mind.
- Your decision will not be held against you.
- You can ask all the questions you want before you decide.

Who can I talk to?

If you have questions, concerns, or complaints, or think the research has hurt you, talk to the research team at:

ANON

ANON

This research has been reviewed and approved by the

You may talk to them at **ANON**

- You cannot reach the research team.
- Your questions, concerns, or complaints are not being answered by the research team.
- You want to talk to someone besides the research team.
- You have questions about your rights as a research participant.
- You want to get information or provide input about this research.

Why is this research being done?

This research is being done to understand how individuals form policy preferences towards trade.

How long will the research last?

We expect that you will be in this research study for 5 minutes.

How many people will be studied?

We expect to enroll 750 people in this research study.

What happens if I say "Yes, I want to be in this research"?

If you agree to participate in this study, you will be assigned to the experiment group. You will first be asked to state your policy preferences towards a series of trade options. In the experiment group, you will be presented with short hypothetical articles that include an image and several sentences. You will view these articles, and then you will be asked to restate your preferences toward a series of trade options. After you make a decision, some follow-up questions will be asked, and the experiment will end. The experiment should take 5 minutes to complete. Once you complete the experiment, a survey completion code will be given on the final screen of the experiment. **To receive your payment of \$1.00 (\$12.00 USD per hour) for completing the experiment, you will need to copy and paste a completion code back into Prolific, which will be given on the final screen of the experiment.**

Research participants will join the experiment through the Prolific platform and then be taken to the Qualtrics program to complete the experiment. Participation will be entirely online throughout. During this experiment, you will not be interacting with researchers directly, but you may email our co-investigator Duncan Espenshade with any questions or concerns you may have about the experiment.

This experiment will be conducted using the software Qualtrics and through Prolific.

The privacy/confidentiality information for the Qualtrics program is available at: <https://www.qualtrics.com/privacystatement/>

The Qualtrics link for the experiment is: https://tamu.qualtrics.com/jfe/form/SV_9NNHI106IN2ZFps

The privacy/confidentiality information for the Prolific program is available at: <https://researcher-help.prolific.com/hc/en-gb/articles/360009094594-Data-protection-and-privacy>

What happens if I do not want to be in this research?

You can refuse to participate in the experiment, but choosing to do so will result in no longer being paid for your participation.

What happens if I say "Yes", but I change my mind later?

You can leave the research at any time and it will not be held against you. If you withdraw from the experiment after it begins the questions you've answered will still be recorded. However, you

will **not** receive payment unless you copy and paste the survey completion code back into Prolific. If for some reason, you fail to complete the experiment, you can take it again during the data collection period, and as long as you copy the completion code from the final screen of the experiment, you will receive reimbursement for your participation.

Is there any way being in this study could be bad for me?

This study will contain some descriptions of job insecurity. These situations should not be any worse than what an individual might consume on the nightly news but may be upsetting to some participants.

What happens to the information collected for the research?

Efforts will be made to limit the use and disclosure of your personal information, including research study and other records, to people who have a need to review this information. We cannot promise complete privacy. Organizations that may inspect and copy your information include the TAMU HRPP/IRB and other representatives of this institution.

Your information will be kept confidential to the extent allowed by law. The results of the research study may be published but your identity will remain confidential.

Your Prolific I.D. will be stored separately from your survey data, and is only being collected to ensure that all research participants are reimbursed. All identifiable information will be kept on a password protected computer and is only accessible by the research team. Compliance offices at Texas A&M may be given access to the study files upon request.

If identifiers are removed from your identifiable private information that are collected during this research, that information could be used for future research studies or distributed to another investigator for future research studies without your additional informed consent.

If you wish to participate in this experiment, please click the 'I agree' button and you will be taken to the survey.

If you do not wish to participate in this study, please select "I Disagree" or select X in the corner of your browser

☐ I Agree

☐ I Disagree

IRB NUMBER:

IRB APPROVAL DATE:

If respondents choose to participate, they will continue the experiment and go to Screen 1 below. If they choose not to participate in the experiment, they will be shown the following screen:

Even though you are not willing to participate in this survey, we thank you for the time you have spent so far.

[Click Here to Continue to the Next Page →](#)

At this point, clicking “Click Here to Continue to the Next Page” will take respondents to the end of the survey.

Screen 1: Introduction

Welcome! You will be asked to review some prompts on economic processes, provide some demographic information, and then answer questions on your feelings of job insecurity. To begin, please click "Next Page" below.

Next page >

Screen 2: Heightened Risk Treatment & Screen 3: Lower Risk Treatment

Condition 1: Control

Take a moment to consider your occupation or the occupation most associated with your household income.

Next page >

Condition 2: Lowered Risk of Migration

Take a moment to consider your occupation or the occupation most associated with your household income.



Interestingly, recent bipartisan research has shown that although many migrants gain employment in the United States, firms typically create jobs to utilize this new supply of labor without harming domestic workers' employment or wages. Given this research, consider how much immigration may threaten wages and employment in that occupation.

[Next page >](#)

Condition 3: Unspecified Heightened Risk

Take a moment to consider your occupation or the occupation most associated with your household income.



Processes outside of your control may influence that occupation. Consider how the numerous ways that the world economy is becoming more developed and interconnected may threaten wages and employment in that occupation.

[Next page >](#)

Condition 4: Heightened Risk of Automation

Take a moment to consider your occupation or the occupation most associated with your household income.



The development of automation technology and artificial intelligence may influence that occupation. Consider the numerous ways that automation and technological advancement may threaten your occupation or the occupation most associated with your household income.

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Screen 4: Outcome Opinions

Imports refer to a product or service bought in one country but produced in another. Some occupations are put at risk when imports increase, while other occupations are not affected.

Consider your occupation. On a scale 1 (not at all risk) to 5 (entirely at risk), how at risk would you say you are being replaced by imports?

- ☐ (1) Not at all at risk
- ☐ (2) Somewhat at risk
- ☐ (3) At risk
- ☐ (4) Very at risk
- ☐ (5) Entirely at risk

Offshoring occurs when a firm takes part of a production process, and has that process conducted overseas to lower costs. Some occupations are easier for firms to offshore, while other occupations are not affected.

Consider your occupation. On a scale 1 (not at all risk) to 5 (entirely at risk), how at risk would you say you are being replaced by offshoring?

- ☐ (1) Not at all at risk
- ☐ (2) Somewhat at risk
- ☐ (3) At risk
- ☐ (4) Very at risk
- ☐ (5) Entirely at risk

Immigrant labor refers to work conducted by workers who are not native-born citizens of a country. Some occupations are more likely to be replaced by immigrant labor, while other occupations are not affected.

Consider your occupation. On a scale 1 (not at all risk) to 5 (entirely at risk), how at risk would you say you are being replaced by immigrant labor?

- ☐ (1) Not at all at risk
- ☐ (2) Somewhat at risk
- ☐ (3) At risk
- ☐ (4) Very at risk
- ☐ (5) Entirely at risk

Automation occurs when a part of the production process or a service is replaced by technology, either through machinery--such as robots--or software, such as artificial intelligence. Some occupations are more likely to be replaced by automation, while other occupations are not affected.

Consider your occupation. On a scale 1 (not at all risk) to 5 (entirely at risk), how at risk would you say you are being replaced by automation?

- ☐ (1) Not at all at risk
- ☐ (2) Somewhat at risk
- ☐ (3) At risk
- ☐ (4) Very at risk
- ☐ (5) Entirely at risk

Screen 5: Demographics

*Are you of Spanish, Hispanic, or Latino origin?

☐ Yes

☐ No

*Choose one or more races that you consider yourself to be

☐ White or Caucasian

☐ Black or African American

☐ American Indian/Native American or Alaska Native

☐ Asian

☐ Native Hawaiian or Other Pacific Islander

☐ Other

☐ Prefer not to say

*What is the highest level of education you have completed?

☐ Some high school or less

☐ High school diploma or GED

☐ Some college, but no degree

☐ Associates or technical degree

☐ Bachelor's degree

☐ Graduate or professional degree (MA, MS, MBA, PhD, JD, MD, DDS etc.)

☐ Prefer not to say

*How old are you?

- ☐ Under 18
- ☐ 18-24 years old
- ☐ 25-34 years old
- ☐ 35-44 years old
- ☐ 45-54 years old
- ☐ 55-64 years old
- ☐ 65+ years old

*How do you describe yourself?

- ☐ Male
- ☐ Female
- ☐ Non-binary / third gender
- ☐ Prefer to self-describe
- ☐ Prefer not to say

*In which state do you currently reside?

Select one 

*In which county do you currently reside?

Next page >

Screen 5: Attention Check

*Automation, Foreign Trade, Offshoring, and Migrant Labor are all topics of great interest in international economics. This is an attention check, please select "Offshoring" below. Worker's opinions on these topics are critical to understanding economic policies are made.

☐ Foreign Trade

☐ Offshoring

☐ Migrant Labor

☐ Automation

Next page >

Screen 6: Conclusion

Thanks for taking the time to take this survey today! Please fill out your Prolific ID below.

*What is your Prolific ID?

Please note that this response should auto-fill with the correct response.

Thank you for completing this experiment. Your responses have been saved.

The purpose of this experiment was to determine how perceptions of job insecurity influenced policy opinions. Note that although this experiment was designed to make you feel more or less secure about your occupation, the general trends described **may not apply** to your actual job. Not every job is similarly affected by globalization, automation, and migration. As a result, the articles you were shown may not apply to your occupation.

As stated at the onset of this experiment, the conflict described in this experiment was entirely hypothetical, and there exists no such organization called the International Society of Wartime Reporting.

If you have questions, concerns, or complaints, or think the research has hurt you, talk to the research team at:

ANON

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