Table : The first table

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Hello | | | | There | | | |
|  | France | | US | | France | | US | |
|  | High | Low | High | Low | High | Low | High | Low |
| Gr 1 |  |  |  |  |  |  |  |  |
| Var 1 | 2.464 | 1.004 | -0.743 | 0.096 | -0.687 | 0.919 | -0.48 | -0.413 |
| Var 2 | 0.249 | 0.901 | 0.415 | -0.691 | -0.903 | -0.537 | -0.227 | 0.608 |
| Var 3 | 0.872 | 1.957 | -0.142 | -0.31 | 1.816 | 0.321 | 1.628 | -0.227 |
| Gr 2 |  |  |  |  |  |  |  |  |
| Var 4 | -0.76 | 0.536 | -1.773 | 0.732 | 0.444 | -1.706 | -0.916 | 1.538 |
| Var 5 | 0.876 | -1.764 | -0.85 | 0.183 | -0.829 | -1.063 | 1.665 | -1.028 |
| Gr 3 |  |  |  |  |  |  |  |  |
| Var 6 | -0.821 | -0.498 | -0.117 | -0.059 | -1.201 | 0.221 | 0.012 | -0.831 |
| Sample very new notes! | | | | | | | | |

Table : Balance Table for Year 1

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Control | | Treatment 1 | | Treatment 2 | | p-value |
|  | Mean | Std. Dev. | Mean | Std. Dev. | Mean | Std. Dev. |  |
| Ability (test score) | 100.33 | 15.33 | 100.34 | 15.17 | 100.29 | 14.54 | 0.999 |
| Age | 37.68 | 12.29 | 38.18 | 11.39 | 39.05 | 12.25 | 0.58 |
|  | | | | | | | |

Table : Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 99.694\*\*\*   (0.020) | 99.640\*\*\*   (0.076) |
| Age | 8.668   (16.303) | 5.952   (13.501) |
| training |  | 8292.322\*   (194.769) |
| City | x | x |
| Year | x | x |
| Observations | 1,000 | 1,000 |
| R² | 0.317 | 0.487 |
| Within R² | 0.068 | 0.3 |
| Significance levels: \* p < 0.05, \*\* p < 0.01, \*\*\* p < 0.001. Format of coefficient cell: Coefficient (Std. Error) | | |

Table : Regression Results Statsmodels

|  |  |
| --- | --- |
|  | Sales |
|  | (1) |
| Ability (test score) | 101.767\*\*\*   (10.602) |
| Age | 7.510   (13.298) |
| training | 8183.154\*\*\*   (334.343) |
| Intercept | 18331.900\*\*\*   (1218.078) |
| Observations | 1,000 |
| R² | 0.411 |
| Adj. R² | 0.409 |
| S.E. type | nonrobust |
| Significance levels: \* p < 0.05, \*\* p < 0.01, \*\*\* p < 0.001. Format of coefficient cell: Coefficient (Std. Error) | |

Table : Descriptive Statistics by Treatment Group and Year

|  |  |  |  |
| --- | --- | --- | --- |
|  | Control | Treatment 1 | Treatment 2 |
| 1 |  |  |  |
| Sales | 24124.37 (5026.89) | 29795.91 (4495.86) | 32466.17 (4747.67) |
| Ability (test score) | 100.33 (15.33) | 100.34 (15.17) | 100.29 (14.54) |
| Age | 37.68 (12.29) | 38.18 (11.39) | 39.05 (12.25) |
| 2 |  |  |  |
| Sales | 28636.57 (4242.95) | 35816.76 (4151.27) | 38336.43 (4890.24) |
| Ability (test score) | 100.33 (15.33) | 100.34 (15.17) | 100.29 (14.54) |
| Age | 38.68 (12.29) | 39.18 (11.39) | 40.05 (12.25) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |