Table 1: The first table

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Hello | | | | There | | | |
|  | France | | US | | France | | US | |
|  | High | Low | High | Low | High | Low | High | Low |
| Gr 1 |  |  |  |  |  |  |  |  |
| Var 1 | 0.329 | -0.619 | -1.224 | -0.92 | -0.305 | 0.945 | -1.41 | -0.77 |
| Var 2 | 0.841 | -1.582 | -2.391 | 1.774 | 0.234 | 0.208 | 0.588 | 0.619 |
| Var 3 | 0.887 | 1.007 | -0.961 | -0.023 | 1.203 | -0.687 | 0.899 | 0.871 |
| Gr 2 |  |  |  |  |  |  |  |  |
| Var 4 | 0.857 | -1.138 | 0.398 | -1.137 | -1.209 | -0.97 | 0.557 | -0.707 |
| Var 5 | -0.024 | 1.117 | 1.696 | 1.228 | 0.087 | 0.439 | -0.352 | 0.296 |
| Gr 3 |  |  |  |  |  |  |  |  |
| Var 6 | -2.517 | -0.806 | 0.427 | 0.619 | 0.078 | -1.593 | 0.219 | -0.965 |
| Sample very new notes! | | | | | | | | |

Bla bla bla

Table 2: Balance Table for Year 1

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Control | | Treatment 1 | | Treatment 2 | | p-value |
|  | Mean | Std. Dev. | Mean | Std. Dev. | Mean | Std. Dev. |  |
| Ability (test score) | 99.92 | 14.34 | 98.48 | 15.09 | 97.44 | 13.98 | 0.28 |
| Age | 37.97 | 12.48 | 38.35 | 12.90 | 38.94 | 12.90 | 0.779 |
|  | | | | | | | |

Table 3: Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 88.629\*\*   (1.025) | 96.922\*   (7.556) |
| Age | -2.548   (1.845) | -7.344   (3.118) |
| training |  | 8252.174\*   (195.089) |
| City | x | x |
| Year | x | x |
| Observations | 1000 | 1000 |
| R2 | 0.306 | 0.466 |
| R2 Within | 0.046 | 0.265 |
| Significance levels: \* p < 0.05, \*\* p < 0.01, \*\*\* p < 0.001. Format of coefficient cell: Coefficient   (Std. Error) | | |

Table 4: Regression Results Statsmodels

|  |  |
| --- | --- |
|  | Sales |
|  | (1) |
| Ability (test score) | 90.150\*\*\*   (12.187) |
| Age | -5.619   (13.849) |
| training | 8443.352\*\*\*   (377.734) |
| Intercept | 1.824E+04\*\*\*   (1341.169) |
| Observations | 1000 |
| R2 | 0.353 |
| Adj. R2 | 0.351 |
| S.E. type | nonrobust |
| Significance levels: \* p < 0.05, \*\* p < 0.01, \*\*\* p < 0.001. Format of coefficient cell: Coefficient   (Std. Error) | |

Table 5: Descriptive Statistics by Treatment Group and Year

|  |  |  |  |
| --- | --- | --- | --- |
|  | Control | Treatment 1 | Treatment 2 |
| 1 |  |  |  |
| Sales | 22318.01 (4957.39) | 28242.68 (5567.11) | 30773.22 (4791.20) |
| Ability (test score) | 99.92 (14.34) | 98.48 (15.09) | 97.44 (13.98) |
| Age | 37.97 (12.48) | 38.35 (12.90) | 38.94 (12.90) |
| 2 |  |  |  |
| Sales | 26973.73 (4652.50) | 33920.16 (5414.26) | 36641.69 (5030.93) |
| Ability (test score) | 99.92 (14.34) | 98.48 (15.09) | 97.44 (13.98) |
| Age | 38.97 (12.48) | 39.35 (12.90) | 39.94 (12.90) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |