Table : The first table

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Hello | | | | There | | | |
|  | France | | US | | France | | US | |
|  | High | Low | High | Low | High | Low | High | Low |
| Gr 1 |  |  |  |  |  |  |  |  |
| Var 1 | 2.256 | -0.538 | -1.498 | 0.849 | 0.134 | 1.175 | 0.728 | -1.006 |
| Var 2 | -1.164 | 0.55 | 0.954 | 0.873 | -0.079 | -1.795 | -2.144 | -0.244 |
| Var 3 | 0.837 | 0.016 | -0.818 | 0.538 | 1.425 | 1.706 | 0.756 | -0.791 |
| Gr 2 |  |  |  |  |  |  |  |  |
| Var 4 | 0.672 | -0.605 | 0.215 | 0.908 | 0.78 | 0.824 | 0.723 | -0.766 |
| Var 5 | 0.555 | -0.155 | 0.295 | 0.371 | 0.351 | -1.095 | -0.167 | -0.647 |
| Gr 3 |  |  |  |  |  |  |  |  |
| Var 6 | -1.401 | -1.94 | -0.79 | 0.246 | 2.506 | 1.275 | 0.783 | -0.776 |
| Sample very new notes! | | | | | | | | |

Table : Balance Table for Year 1 (new)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Control | | Treatment 1 | | Treatment 2 | | p-value |
|  | Mean | Std. Dev. | Mean | Std. Dev. | Mean | Std. Dev. |  |
| Ability (test score) | 99.27 | 13.37 | 99.25 | 13.94 | 98.24 | 15.62 | 0.76 |
| Age | 37.90 | 12.30 | 38.76 | 11.85 | 37.86 | 11.75 | 0.744 |
|  | | | | | | | |

Table : Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 96.187\*   (6.817) | 100.592   (11.334) |
| Age | 13.746   (3.184) | 10.983   (6.016) |
| training |  | 8648.155\*\*   (116.245) |
| City | x | x |
| Year | x | x |
| Observations | 1000 | 1000 |
| R² | 0.296 | 0.496 |
| Within R² | 0.058 | 0.326 |
| 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) | 92.430\*\*\*   (10.873) |
| Age | 9.394   (12.977) |
| training | 8731.000\*\*\*   (332.768) |
| Intercept | 1.883E+04\*\*\*   (1207.144) |
| Observations | 1000 |
| R² | 0.433 |
| Adj. R² | 0.431 |
| 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 | 23791.18 (4208.51) | 30085.31 (4117.72) | 31939.50 (4276.76) |
| Ability (test score) | 99.27 (13.37) | 99.25 (13.94) | 98.24 (15.62) |
| Age | 37.90 (12.30) | 38.76 (11.85) | 37.86 (11.75) |
| 2 |  |  |  |
| Sales | 28165.37 (4551.91) | 35523.94 (4400.49) | 38599.46 (4417.56) |
| Ability (test score) | 99.27 (13.37) | 99.25 (13.94) | 98.24 (15.62) |
| Age | 38.90 (12.30) | 39.76 (11.85) | 38.86 (11.75) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |