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

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Control | | Treatment 1 | | Treatment 2 | | p-value |
|  | Mean | Std. Dev. | Mean | Std. Dev. | Mean | Std. Dev. |  |
| Ability (test score) | 99.58 | 14.98 | 99.82 | 15.42 | 99.95 | 14.27 | 0.974 |
| Age | 37.90 | 11.57 | 39.21 | 12.62 | 39.10 | 12.29 | 0.571 |
|  | | | | | | | |

Table : Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 101.539\*\*   (0.410) | 100.126\*   (1.854) |
| Age | 22.332   (5.902) | 14.814   (13.583) |
| training |  | 7890.565\*\*   (79.290) |
| City | x | x |
| Year | x | x |
| Observations | 1000 | 1000 |
| R² | 0.352 | 0.505 |
| Within R² | 0.074 | 0.294 |
| 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) | 99.784\*\*\*   (10.883) |
| Age | 17.633   (13.275) |
| training | 7975.797\*\*\*   (338.809) |
| Intercept | 1.817E+04\*\*\*   (1246.669) |
| Observations | 1000 |
| R² | 0.393 |
| Adj. R² | 0.391 |
| 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 | 23661.52 (4944.09) | 29502.97 (4485.73) | 32624.64 (4582.19) |
| Ability (test score) | 99.58 (14.98) | 99.82 (15.42) | 99.95 (14.27) |
| Age | 37.90 (11.57) | 39.21 (12.62) | 39.10 (12.29) |
| 2 |  |  |  |
| Sales | 28646.22 (4502.02) | 35297.13 (4451.79) | 38196.30 (4312.53) |
| Ability (test score) | 99.58 (14.98) | 99.82 (15.42) | 99.95 (14.27) |
| Age | 38.90 (11.57) | 40.21 (12.62) | 40.10 (12.29) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |