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) | 100.51 | 15.68 | 100.98 | 14.50 | 102.49 | 13.24 | 0.453 |
| Age | 38.89 | 12.76 | 40.36 | 12.27 | 37.97 | 11.33 | 0.203 |
|  | | | | | | | |

Table : Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 104.354   (10.462) | 100.575\*   (6.563) |
| Age | 0.193   (7.214) | -0.583   (8.019) |
| training |  | 8582.861\*   (187.860) |
| City | x | x |
| Year | x | x |
| Observations | 1000 | 1000 |
| R² | 0.392 | 0.556 |
| Within R² | 0.068 | 0.320 |
| 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) | 96.961\*\*\*   (12.206) |
| Age | 7.274   (14.585) |
| training | 8631.311\*\*\*   (380.030) |
| Intercept | 1.837E+04\*\*\*   (1345.508) |
| Observations | 1000 |
| R² | 0.371 |
| Adj. R² | 0.370 |
| 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 | 23988.88 (5419.93) | 29666.33 (4923.52) | 32795.53 (4707.15) |
| Ability (test score) | 100.51 (15.68) | 100.98 (14.50) | 102.49 (13.24) |
| Age | 38.89 (12.76) | 40.36 (12.27) | 37.97 (11.33) |
| 2 |  |  |  |
| Sales | 28161.16 (5211.82) | 35634.86 (5246.50) | 38980.42 (4998.88) |
| Ability (test score) | 100.51 (15.68) | 100.98 (14.50) | 102.49 (13.24) |
| Age | 39.89 (12.76) | 41.36 (12.27) | 38.97 (11.33) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |