Table : The first table

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Hello | | | | There | | | |
|  | France | | US | | France | | US | |
|  | High | Low | High | Low | High | Low | High | Low |
| Gr 1 |  |  |  |  |  |  |  |  |
| Var 1 | -0.577 | 0.152 | 0.642 | -1.495 | -0.341 | -0.14 | 0.194 | -0.026 |
| Var 2 | 0.302 | -1.302 | -1.063 | 0.01 | 0.327 | -1.812 | 0.71 | -0.59 |
| Var 3 | -0.266 | -1.02 | -0.519 | -0.115 | 0.497 | -0.987 | 0.056 | -1.002 |
| Gr 2 |  |  |  |  |  |  |  |  |
| Var 4 | -0.378 | 1.328 | 0.142 | 1.0 | -0.802 | 0.981 | 2.612 | 0.47 |
| Var 5 | 1.708 | 0.398 | -0.009 | -0.916 | -1.732 | 0.29 | 1.485 | 0.178 |
| Gr 3 |  |  |  |  |  |  |  |  |
| Var 6 | 0.461 | -0.264 | -0.222 | 1.309 | 0.664 | 0.019 | 0.327 | -0.622 |
| 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) | 98.68 | 15.66 | 99.33 | 15.76 | 101.76 | 14.14 | 0.173 |
| Age | 39.22 | 11.72 | 39.12 | 11.91 | 37.61 | 12.69 | 0.424 |
|  | | | | | | | |

Table : Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 121.717\*   (3.797) | 112.180   (13.624) |
| Age | -0.630   (14.546) | 6.152   (7.567) |
| training |  | 8687.817\*   (164.996) |
| City | x | x |
| Year | x | x |
| Observations | 1000 | 1000 |
| R² | 0.317 | 0.516 |
| Within R² | 0.103 | 0.365 |
| 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) | 103.948\*\*\*   (10.046) |
| Age | 7.068   (12.712) |
| training | 8474.608\*\*\*   (327.098) |
| Intercept | 1.705E+04\*\*\*   (1160.097) |
| Observations | 1000 |
| R² | 0.444 |
| Adj. R² | 0.442 |
| 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 | 24228.85 (4520.15) | 28449.26 (4600.75) | 31231.13 (4661.63) |
| Ability (test score) | 98.68 (15.66) | 99.33 (15.76) | 101.76 (14.14) |
| Age | 39.22 (11.72) | 39.12 (11.91) | 37.61 (12.69) |
| 2 |  |  |  |
| Sales | 27376.68 (4654.62) | 34573.12 (4388.62) | 38320.63 (4573.21) |
| Ability (test score) | 98.68 (15.66) | 99.33 (15.76) | 101.76 (14.14) |
| Age | 40.22 (11.72) | 40.12 (11.91) | 38.61 (12.69) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |