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) | 98.48 | 13.93 | 102.37 | 15.03 | 99.41 | 15.79 | 0.054 |
| Age | 38.85 | 11.82 | 38.48 | 12.37 | 40.75 | 12.45 | 0.181 |
|  | | | | | | | |

Table : Regression Results

|  |  |  |
| --- | --- | --- |
|  | Sales | |
|  | (1) | (2) |
| Ability (test score) | 119.803\*   (6.888) | 109.384\*   (3.833) |
| Age | 10.820\*\*   (0.159) | 4.620   (6.222) |
| training |  | 8412.487\*   (151.712) |
| City | x | x |
| Year | x | x |
| Observations | 1000 | 1000 |
| R² | 0.320 | 0.488 |
| Within R² | 0.093 | 0.317 |
| 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) | 111.287\*\*\*   (10.946) |
| Age | 13.868   (13.434) |
| training | 8306.124\*\*\*   (347.950) |
| Intercept | 1.682E+04\*\*\*   (1223.794) |
| Observations | 1000 |
| R² | 0.411 |
| Adj. R² | 0.410 |
| 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 | 23888.05 (5076.63) | 29294.46 (4535.90) | 32232.14 (5037.68) |
| Ability (test score) | 98.48 (13.93) | 102.37 (15.03) | 99.41 (15.79) |
| Age | 38.85 (11.82) | 38.48 (12.37) | 40.75 (12.45) |
| 2 |  |  |  |
| Sales | 27980.83 (4647.36) | 35257.13 (4799.23) | 38283.61 (4563.99) |
| Ability (test score) | 98.48 (13.93) | 102.37 (15.03) | 99.41 (15.79) |
| Age | 39.85 (11.82) | 39.48 (12.37) | 41.75 (12.45) |
| Note: Displayed statistics are Mean (Std. Dev.). | | | |