

accframe Results

Table 1: Honesty Experiment: Descriptive Statistics

Panel A: Round Level

Pearson's Chi-squared test with Yates' continuity correction

data: hrounds\$truthful and hrounds\$experiment
X-squared = 52.367, df = 1, p-value = 4.605e-13

Welch Two Sample t-test

data: pct_slack_claimed by experiment
t = 12.787, df = 1609.1, p-value < 2.2e-16
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
0.1977061 0.2693480
sample estimates:
mean in group Neutral Framing mean in group Business Framing
0.7022524 0.4687254

Wilcoxon rank sum test with continuity correction

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
% Truthful	1000	0.09	0.29	991	0.21	0.41
% Slack Claimed	976	0.65	0.39	967	0.38	0.39

```
data:  pct_slack_claimed by experiment
W = 475539, p-value < 2.2e-16
alternative hypothesis: true location shift is not equal to 0
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
% Always Truthful	100	0.02	0.14	99	0.13	0.34
% Total Slack Claimed	100	0.61	0.37	99	0.34	0.35
% Passed Comprehension Checks	100	0.71	0.46	99	0.80	0.40
% Classified as Human	100	1.00	0.00	99	1.00	0.00

Panel B: Participant Level

Pearson's Chi-squared test with Yates' continuity correction

```
data: hpart$truthful and hpart$experiment
X-squared = 7.3194, df = 1, p-value = 0.006821
```

Pearson's Chi-squared test with Yates' continuity correction

```
data: hpart$passed_cc and hpart$experiment
X-squared = 1.6278, df = 1, p-value = 0.202
```

Welch Two Sample t-test

```
data: sum_pct_slack_claimed by experiment
t = 4.4528, df = 180.05, p-value = 1.484e-05
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
 0.1294826 0.3355625
sample estimates:
mean in group Neutral Framing mean in group Business Framing
          0.6202551              0.3877326
```

Wilcoxon rank sum test with continuity correction

```
data: sum_pct_slack_claimed by experiment
W = 5800.5, p-value = 8.441e-06
alternative hypothesis: true location shift is not equal to 0
```

	Round Fixed Effects	Interacted by Round
Intercept		0.648*** (0.036)
Business Framing	−0.233*** (0.050)	−0.165*** (0.046)
Round		0.010*** (0.001)
Round × Business Framing		−0.013*** (0.002)
Adjusted R2	0.086	0.091
Number of observations	1.692	1.692

Table 2: Does Business Framing affect the Amount of Budget Slack Claimed?

Figure 1: Average Slack Claimed by True Cost and Condition

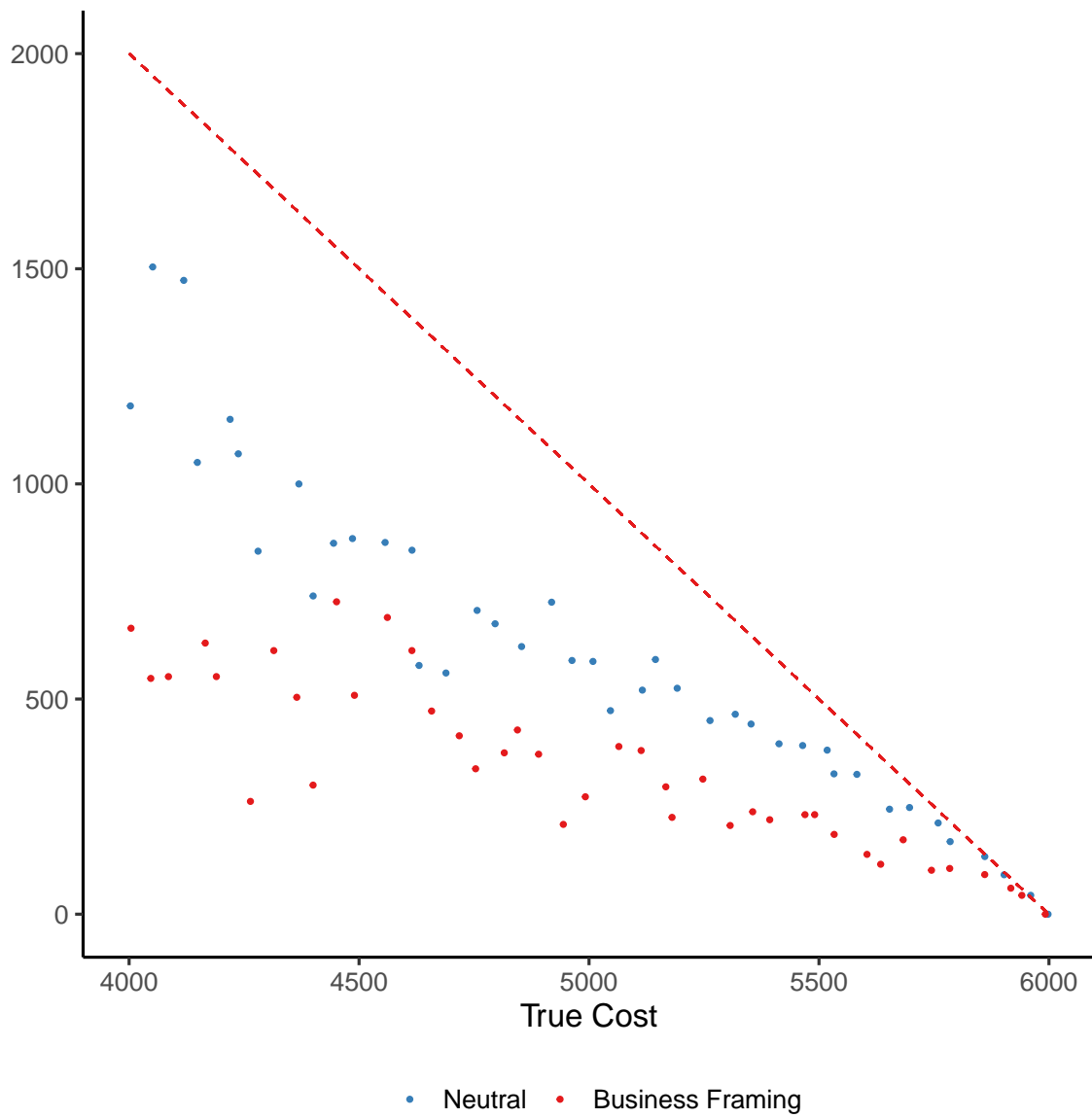
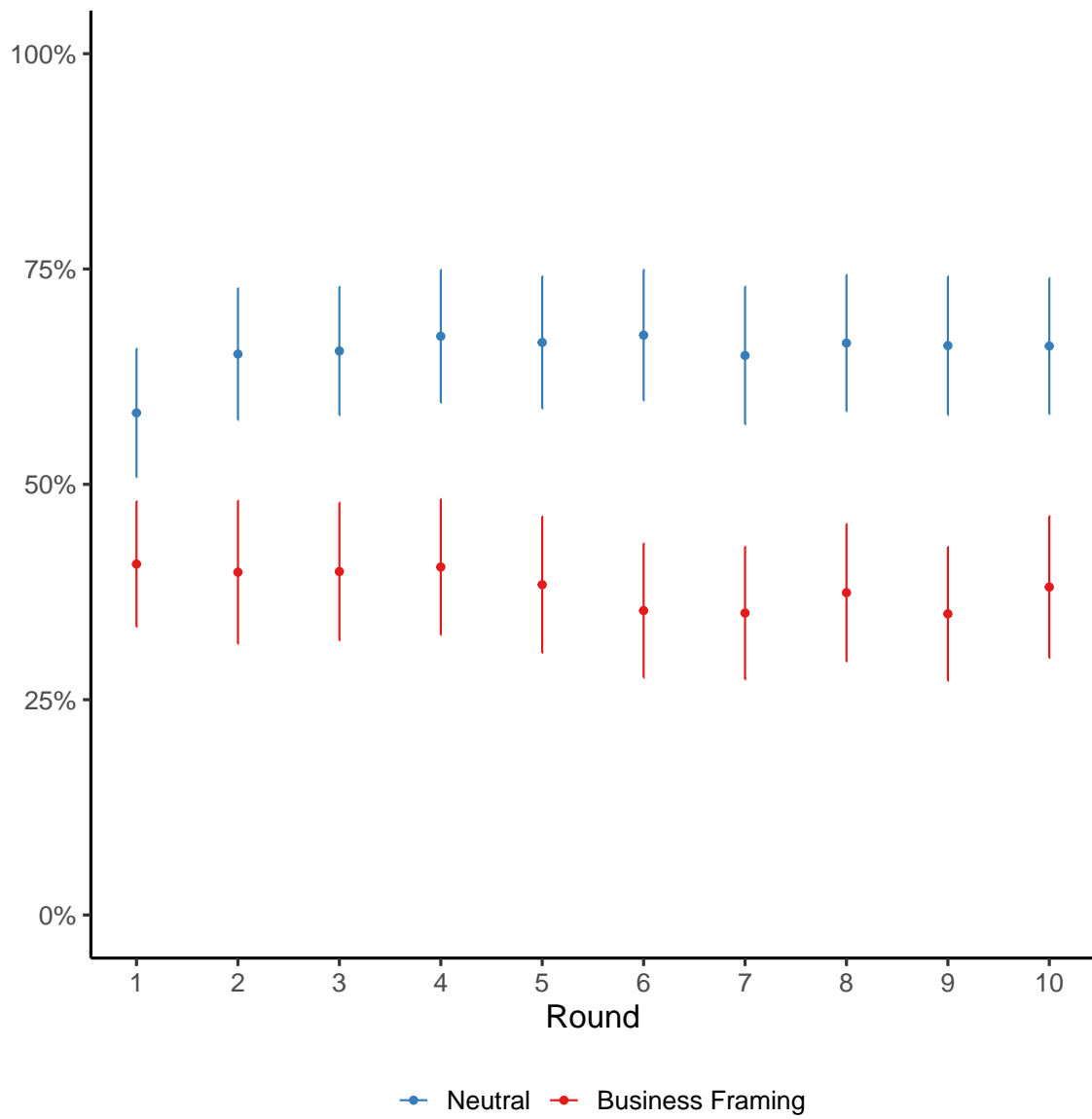


Figure 2: Average % Slack Claimed by Round and Condition



	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Amount Sent	500	52.77	9.99	497	60.50	17.43
Amount Returned	500	72.97	18.32	497	79.25	32.17
% Returned	500	0.46	0.08	497	0.43	0.10

Table 3: Trust Experiment: Descriptive Statistics

Panel A: Round Level

Welch Two Sample t-test

```
data: sent_amount by experiment
t = -8.5892, df = 789.21, p-value < 2.2e-16
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
-9.500322 -5.965714
sample estimates:
mean in group Neutral Framing mean in group Business Framing
52.77000 60.50302
```

Wilcoxon rank sum test with continuity correction

```
data: sent_amount by experiment
W = 97238, p-value < 2.2e-16
alternative hypothesis: true location shift is not equal to 0
```

Welch Two Sample t-test

```
data: sent_back_amount by experiment
t = -3.7822, df = 786.12, p-value = 0.0001672
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
-9.532495 -3.018499
sample estimates:
mean in group Neutral Framing mean in group Business Framing
72.9740 79.2495
```

Wilcoxon rank sum test with continuity correction

data: sent_back_amount by experiment

W = 120296, p-value = 0.3522

alternative hypothesis: true location shift is not equal to 0

Welch Two Sample t-test

data: pct_returned by experiment

t = 5.1969, df = 943.28, p-value = 2.484e-07

alternative hypothesis: true difference in means between group Neutral Framing and group Bus

95 percent confidence interval:

0.01850008 0.04094989

sample estimates:

mean in group Neutral Framing mean in group Business Framing

0.4612187

0.4314937

Wilcoxon rank sum test with continuity correction

data: pct_returned by experiment

W = 146915, p-value = 1.507e-08

alternative hypothesis: true location shift is not equal to 0

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Payoff	100	1027.70	239.48	100	1098.40	257.13
% Passed Comprehension Check	100	0.98	0.14	98	1.00	0.00
% Passed Manipulation Check	100	0.95	0.22	98	0.97	0.17
% Classified as Human	100	1.00	0.00	98	1.00	0.00

Panel B: Participant Level

Pearson's Chi-squared test with Yates' continuity correction

```
data:  tparticipants$comprehension_check == 3 and tparticipants$experiment
X-squared = 0.48495, df = 1, p-value = 0.4862
```

Pearson's Chi-squared test with Yates' continuity correction

```
data:  tparticipants$manipulation_check == tparticipants$role_in_group and tparticipants$exp
X-squared = 0.11007, df = 1, p-value = 0.7401
```

Welch Two Sample t-test

```
data:  payoff by experiment
t = -2.0121, df = 197.01, p-value = 0.04558
alternative hypothesis: true difference in means between group Neutral Framing and group Bus.
95 percent confidence interval:
-139.995142 -1.404858
sample estimates:
mean in group Neutral Framing mean in group Business Framing
1027.7 1098.4
```

Wilcoxon rank sum test with continuity correction

```
data:  payoff by experiment
W = 4249.5, p-value = 0.05944
alternative hypothesis: true location shift is not equal to 0
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Dyad Payoff	50	2055.40	178.72	50	2196.80	311.83

Panel C: Dyad Level

Welch Two Sample t-test

data: sum_payoff by experiment

t = -2.7819, df = 78.055, p-value = 0.006773

alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing

95 percent confidence interval:

-242.59117 -40.20883

sample estimates:

mean in group Neutral Framing	mean in group Business Framing
2055.4	2196.8

Wilcoxon rank sum test with continuity correction

data: sum_payoff by experiment

W = 990.5, p-value = 0.01375

alternative hypothesis: true location shift is not equal to 0

	Round Fixed Effects	Interacted by Round
Intercept		50.527*** (0.604)
Business Framing	7.745** (2.648)	3.137** (1.099)
Round		0.408 (0.237)
Round \times Business Framing		0.840* (0.408)
Adjusted R2	0.094	0.099
Number of observations	997	997

Table 4: Does Business Framing affect the Amount Sent by the Sender?

	Round Fixed Effects	Interacted by Round
Intercept		0.465*** (0.009)
Business Framing	−0.030 (0.018)	−0.037** (0.014)
Round		−0.001 (0.001)
Round × Business Framing		0.001 (0.001)
Adjusted R2	0.017	0.024
Number of observations	997	997

Table 5: Does Business Framing affect the Percentage Returned by the Receiver?

	(1)
Intercept	853.360*** (29.472)
Sender	348.680*** (41.680)
Business Framing	163.100*** (41.680)
Sender \times Business Framing	-184.800*** (58.945)
Adjusted R2	0.307
Number of observations	200

Table 6: Does Business Framing affect the Participants' Payoffs?

Welch Two Sample t-test

```
data:  payoff by experiment
t = -2.0121, df = 197.01, p-value = 0.04558
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing is not equal to 0
95 percent confidence interval:
 -139.995142  -1.404858
sample estimates:
mean in group Neutral Framing mean in group Business Framing
1027.7                        1098.4
```

Wilcoxon rank sum test with continuity correction

```
data:  payoff by experiment
W = 4249.5, p-value = 0.05944
alternative hypothesis: true location shift is not equal to 0
```

Welch Two Sample t-test

```
data:  payoff by experiment
t = 0.62886, df = 81.081, p-value = 0.5312
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing is not equal to 0
95 percent confidence interval:
```

```

-46.95632  90.35632
sample estimates:
mean in group Neutral Framing mean in group Business Framing
                        1202.04                        1180.34

```

Wilcoxon rank sum test with continuity correction

```

data:  payoff by experiment
W = 1321, p-value = 0.6022
alternative hypothesis: true location shift is not equal to 0

```

Welch Two Sample t-test

```

data:  payoff by experiment
t = -3.4129, df = 87.839, p-value = 0.000974
alternative hypothesis: true difference in means between group Neutral Framing and group Bus.
95 percent confidence interval:
-258.07332 -68.12668
sample estimates:
mean in group Neutral Framing mean in group Business Framing
                        853.36                        1016.46

```

Wilcoxon rank sum test with continuity correction

```

data:  payoff by experiment
W = 727.5, p-value = 0.0001339
alternative hypothesis: true location shift is not equal to 0

```

Welch Two Sample t-test

```

data:  sum_payoff by experiment
t = -2.7819, df = 78.055, p-value = 0.006773
alternative hypothesis: true difference in means between group Neutral Framing and group Bus.
95 percent confidence interval:
-242.59117 -40.20883
sample estimates:
mean in group Neutral Framing mean in group Business Framing
                        2055.4                        2196.8

```

Wilcoxon rank sum test with continuity correction

data: sum_payoff by experiment

W = 990.5, p-value = 0.01375

alternative hypothesis: true location shift is not equal to 0

Figure 2: Amount Sent by Round and Condition

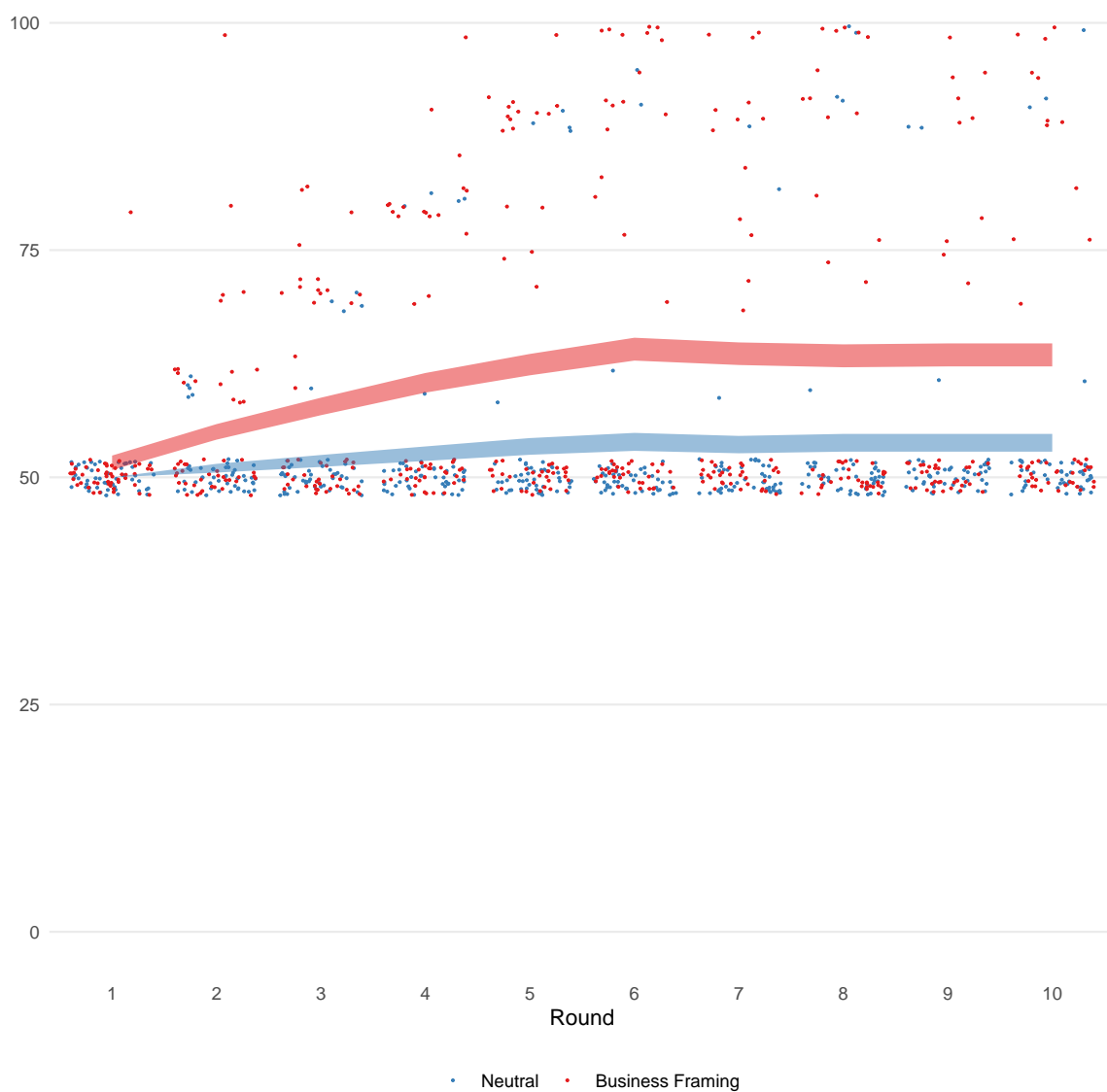


Table 7: Gift Exchange Experiment: Descriptive Statistics

Panel A: Round Level

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Wage Paid	500	48.16	10.58	500	46.75	10.38
Effort Returned	500	0.52	0.15	500	0.55	0.13
Payoff Employer	500	26.75	8.56	500	29.19	7.99
Payoff Employee	500	41.68	10.43	500	39.66	10.26

Welch Two Sample t-test

data: wage by experiment

t = 2.1177, df = 997.62, p-value = 0.03444

alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing

95 percent confidence interval:

0.1030211 2.7049789

sample estimates:

mean in group Neutral Framing	mean in group Business Framing
48.156	46.752

Wilcoxon rank sum test with continuity correction

data: wage by experiment

W = 135386, p-value = 0.007027

alternative hypothesis: true location shift is not equal to 0

Welch Two Sample t-test

data: effort by experiment

t = -3.429, df = 977.22, p-value = 0.0006312

alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing

95 percent confidence interval:

-0.04811242 -0.01308758

sample estimates:

mean in group Neutral Framing	mean in group Business Framing
0.5222	0.5528

Wilcoxon rank sum test with continuity correction

data: effort by experiment
W = 112290, p-value = 0.004055
alternative hypothesis: true location shift is not equal to 0

Welch Two Sample t-test

data: payoff_employer by experiment
t = -4.6522, df = 993.31, p-value = 3.728e-06
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
-3.462107 -1.407893
sample estimates:
mean in group Neutral Framing mean in group Business Framing
26.7546 29.1896

Wilcoxon rank sum test with continuity correction

data: payoff_employer by experiment
W = 107034, p-value = 6.938e-05
alternative hypothesis: true location shift is not equal to 0

Welch Two Sample t-test

data: payoff_employee by experiment
t = 3.084, df = 997.72, p-value = 0.002099
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
0.733936 3.302064
sample estimates:
mean in group Neutral Framing mean in group Business Framing
41.676 39.658

Wilcoxon rank sum test with continuity correction

data: payoff_employee by experiment
W = 143796, p-value = 3.195e-05
alternative hypothesis: true location shift is not equal to 0

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Payoff	100	342.15	113.27	100	344.24	99.27
% Passed Comprehension Check Pre	100	0.93	0.26	100	0.70	0.46
% Passed Comprehension Check Post	100	0.77	0.42	100	1.00	0.00
% Classified as Human	100	1.00	0.00	100	1.00	0.00

Panel B: Participant Level

Pearson's Chi-squared test with Yates' continuity correction

```
data: gpart$passed_cc_pre and gpart$experiment
X-squared = 16.05, df = 1, p-value = 6.168e-05
```

Pearson's Chi-squared test with Yates' continuity correction

```
data: gpart$passed_cc_post and gpart$experiment
X-squared = 23.778, df = 1, p-value = 1.081e-06
```

Welch Two Sample t-test

```
data: payoff by experiment
t = -0.13843, df = 194.65, p-value = 0.89
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing is not equal to 0
95 percent confidence interval:
-31.78924 27.61924
sample estimates:
mean in group Neutral Framing mean in group Business Framing
342.153 344.238
```

Wilcoxon rank sum test with continuity correction

```
data: payoff by experiment
W = 5052.5, p-value = 0.8988
alternative hypothesis: true location shift is not equal to 0
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Dyad Payoff	50	684.31	70.38	50	688.48	68.84

Panel C: Dyad Level

Welch Two Sample t-test

```
data:  sum_payoff by experiment
t = -0.29951, df = 97.952, p-value = 0.7652
alternative hypothesis: true difference in means between group Neutral Framing and group Business Framing
95 percent confidence interval:
 -31.79979  23.45979
sample estimates:
mean in group Neutral Framing mean in group Business Framing
          684.306              688.476
```

Wilcoxon rank sum test with continuity correction

```
data:  sum_payoff by experiment
W = 1181.5, p-value = 0.6386
alternative hypothesis: true location shift is not equal to 0
```

	Round Fixed Effects	Interacted by Round
Intercept		45.979*** (1.208)
Business Framing	-1.404 (1.873)	-1.313 (1.688)
Round		0.396*** (0.052)
Round \times Business Framing		-0.016 (0.053)
Adjusted R2	0.008	0.013
Number of observations	1.000	1.000

Table 8: Does Business Framing affect the Wage Paid?

	Round Fixed Effects	Interacted by Round
Intercept		0.521*** (0.019)
Business Framing	0.031 (0.026)	0.021 (0.021)
Round		0.000 (0.001)
Round \times Business Framing		0.002 (0.002)
Adjusted R2	0.004	0.009
Number of observations	1.000	1.000

Table 9: Does Business Framing affect the Effort Returned?

	(1)
Wage	0.003** (0.001)
Business Framing	0.062 (0.078)
Wage \times Business Framing	−0.001 (0.002)
Adjusted R2	0.038
Number of observations	1.000

Table 10: Does Business Framing affect the Wage Sensitivity of Effort?

	(1)
Intercept	416.760*** (12.017)
Employer	-149.214*** (16.994)
Business Framing	-20.180 (16.994)
Employer \times Business Framing	44.530* (24.034)
Adjusted R2	0.360
Number of observations	200

Table 11: Does Business Framing Affect the Participant's Payoffs?

Figure 4: Wage Sensitivity of Effort by Condition

