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 = 80.632, df = 1, p-value < 2.2e-16
```

```
    Welch Two Sample t-test

data:  honesty by experiment
t = -17.117, df = 1543.3, p-value < 2.2e-16
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -0.3235214 -0.2569958
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                     0.2182947                       0.5085533
```

```
    Wilcoxon rank sum test with continuity correction
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
% Truthful	1000	0.07	0.26	1000	0.22	0.41
% Honest	976	0.26	0.36	976	0.61	0.39

```
data:  honesty by experiment
W = 208113, 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	0.04	0.20	100	0.15	0.36
% Honest	100	0.29	0.33	100	0.65	0.35
% Passed Comprehension Checks	100	0.95	0.22	100	0.90	0.30
% Classified as Human	100	1.00	0.00	100	1.00	0.00

experiment	cc1_1	cc1_2	cc2_1	cc2_2
Neutral Framing	0.98	0.02	0.97	0.03
Business Framing	0.94	0.06	0.95	0.05

Panel B: Participant Level

```
     1   2
  1 185   7
  2   7   1


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

data:  hpart$truthful and hpart$experiment
X-squared = 5.8156, df = 1, p-value = 0.01588


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

data:  hpart$passed_cc and hpart$experiment
X-squared = 1.1532, df = 1, p-value = 0.2829


    Welch Two Sample t-test

data:  sum_honesty by experiment
t = -6.6359, df = 168.75, p-value = 4.208e-10
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -0.4221677 -0.2285774
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                     0.2633333                       0.5887059
```

```
    Wilcoxon rank sum test with continuity correction

data:  sum_honesty by experiment
W = 2014, p-value = 2.441e-09
alternative hypothesis: true location shift is not equal to 0
```

	Round Fixed Effects	Interacted by Round
Intercept		0.270
		[0.181, 0.359]
		(<0.001)
Business Framing	0.290	0.252
	[0.186, 0.394]	[0.143, 0.360]
	(<0.001)	(<0.001)
Round		−0.009
		[−0.018, −0.001]
		(0.037)
Round × Business Framing		0.007
		[0.003, 0.011]
		(0.006)
Adjusted R2	0.149	0.152
Number of observations	1.707	1.707

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

Figure 1: Average Slack Claimed by True Cost and Condition

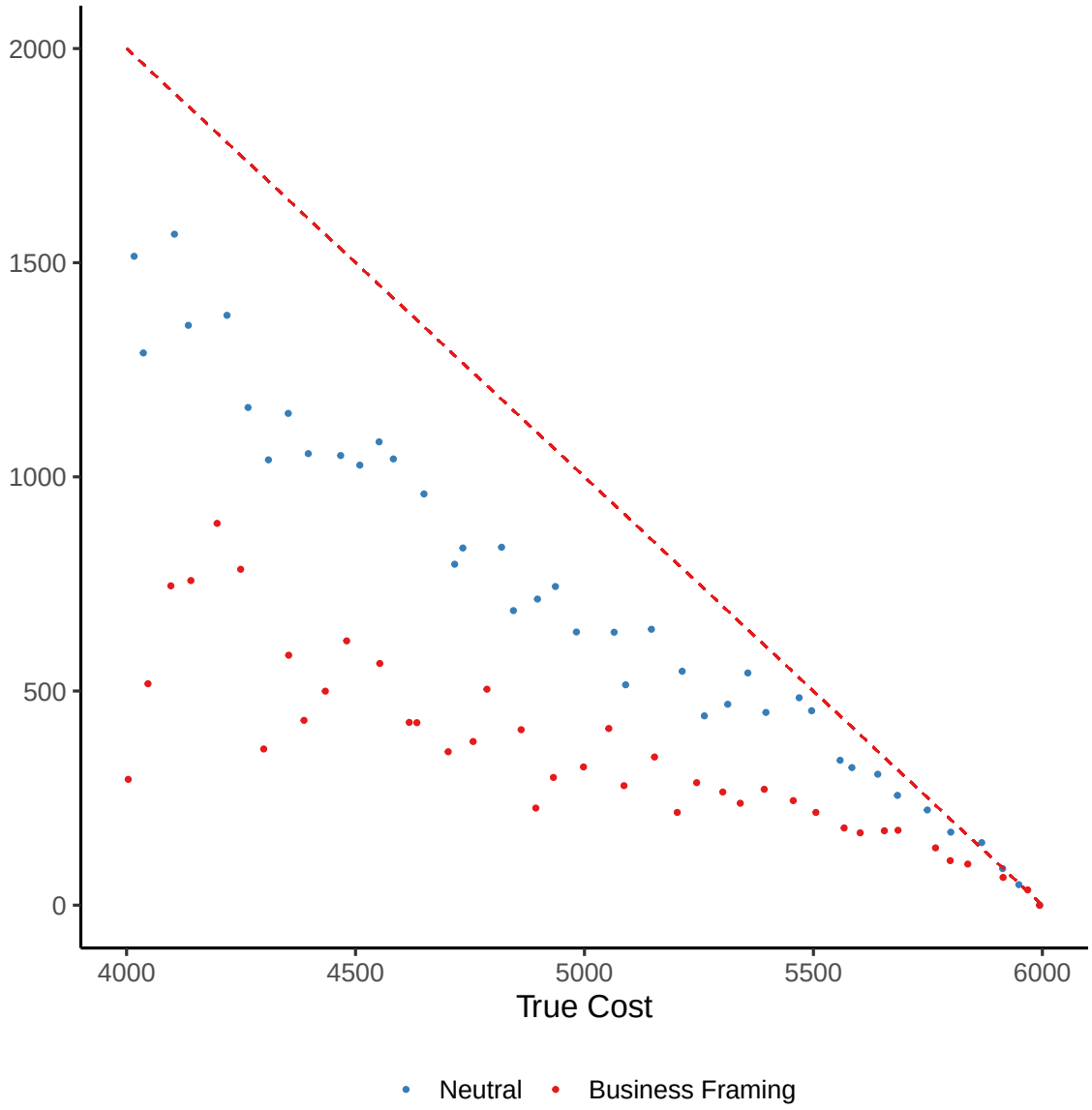
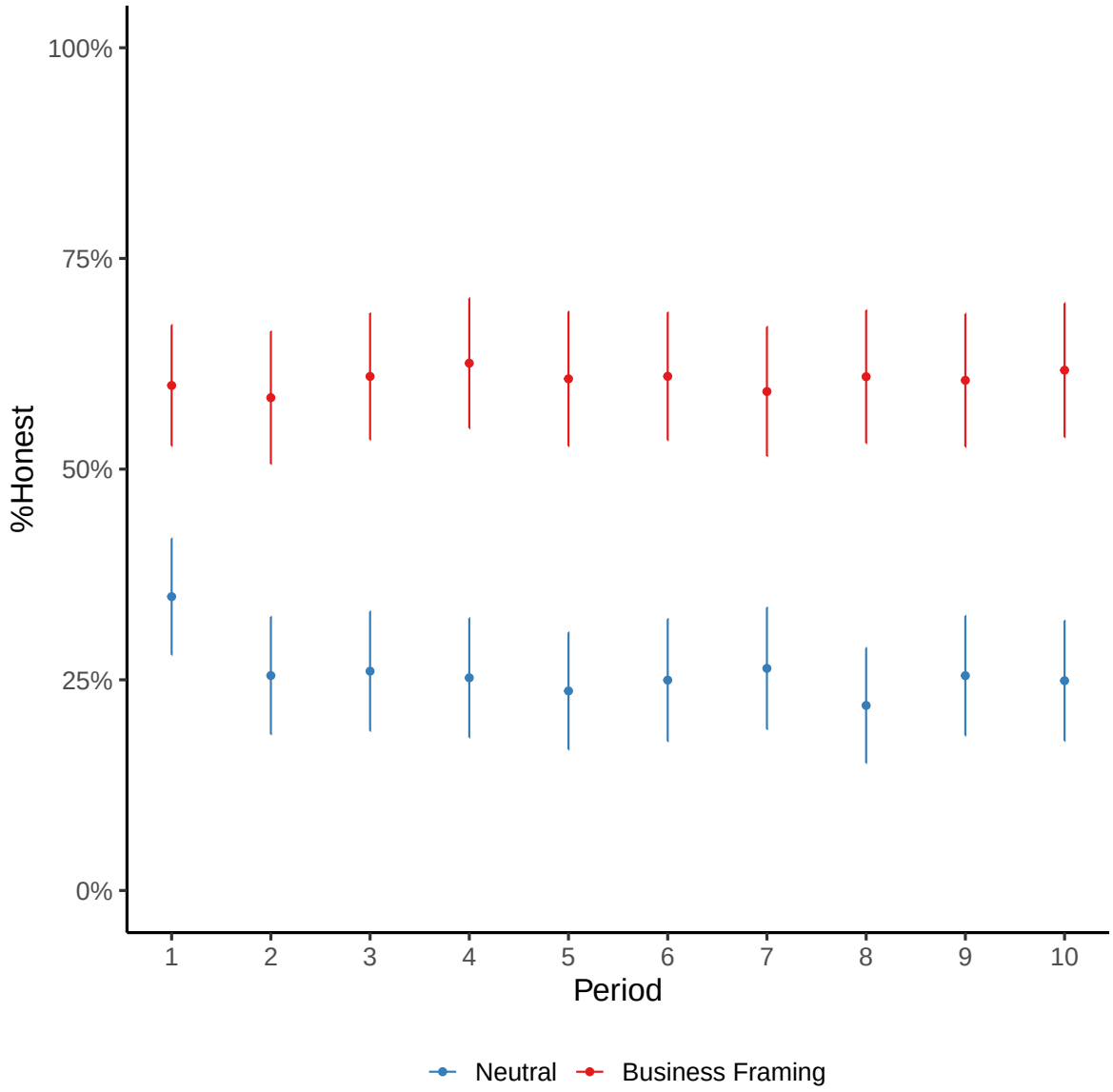


Figure 2: Average % Honest by Round and Condition



	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Amount Sent	500	53.92	10.75	500	57.89	14.92
Amount Returned	500	73.88	21.26	500	78.77	27.46
% Returned	500	0.45	0.08	500	0.45	0.09

Table 3: Trust Experiment: Descriptive Statistics

Panel A: Round Level

```
    Welch Two Sample t-test

data:  sent_amount by experiment
t = -4.8264, df = 907.28, p-value = 1.631e-06
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -5.584355 -2.355645
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                         53.92                          57.89


    Wilcoxon rank sum test with continuity correction

data:  sent_amount by experiment
W = 109404, p-value = 1.056e-06
alternative hypothesis: true location shift is not equal to 0


    Welch Two Sample t-test

data:  sent_back_amount by experiment
t = -3.1521, df = 939.15, p-value = 0.001672
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -7.944233 -1.847767
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        73.876                         78.772
```

```
    Wilcoxon rank sum test with continuity correction

data:  sent_back_amount by experiment
W = 114349, p-value = 0.01213
alternative hypothesis: true location shift is not equal to 0


    Welch Two Sample t-test

data:  pct_returned by experiment
t = 0.60113, df = 974.08, p-value = 0.5479
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -0.007555278  0.014228088
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                     0.4546984                      0.4513620


    Wilcoxon rank sum test with continuity correction

data:  pct_returned by experiment
W = 129088, p-value = 0.3025
alternative hypothesis: true location shift is not equal to 0
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Payoff	100	1039.20	227.54	100	1078.90	253.37
% Passed Comprehension Check	100	0.97	0.17	100	1.00	0.00
% Passed Manipulation Check	100	0.99	0.10	100	1.00	0.00
% Classified as Human	100	1.00	0.00	100	1.00	0.00

experiment	cc_1	cc_2	cc_3	mc_t	mc_f
Neutral Framing	0	0.03	0.97	0.99	0.01
Business Framing	0	0.00	1.00	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 = 1.3536, df = 1, p-value = 0.2446
```

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

data:  tparticipants$manipulation_check == tparticipants$role_in_group and tparticipants$expe
X-squared = 0, df = 1, p-value = 1
```

```
    Welch Two Sample t-test

data:  payoff by experiment
t = -1.1658, df = 195.75, p-value = 0.2451
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -106.86121   27.46121
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        1039.2                          1078.9
```

```
    Wilcoxon rank sum test with continuity correction
```

```
data:  payoff by experiment
W = 4626.5, p-value = 0.3504
alternative hypothesis: true location shift is not equal to 0
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Dyad Payoff	50	2078.40	191.56	50	2157.80	259.87

Panel C: Dyad Level

```
    Welch Two Sample t-test

data:  sum_payoff by experiment
t = -1.7391, df = 90.112, p-value = 0.08544
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -170.10365   11.30365
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        2078.4                          2157.8


    Wilcoxon rank sum test with continuity correction

data:  sum_payoff by experiment
W = 1067, p-value = 0.08786
alternative hypothesis: true location shift is not equal to 0
```

	Round Fixed Effects	Interacted by Round
Intercept		50.847
		[49.406, 52.287]
		(<0.001)
Business Framing	3.970	0.853
	[−1.233, 9.173]	[−0.087, 1.794]
	(0.118)	(0.070)
Round		0.559
		[0.011, 1.107]
		(0.047)
Round × Business Framing		0.567
		[−0.345, 1.479]
		(0.193)
Adjusted R2	0.054	0.058
Number of observations	1.000	1.000

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

	Round Fixed Effects	Interacted by Round
Intercept		0.455
		[0.435, 0.475]
		(<0.001)
Business Framing	−0.003	−0.003
	[−0.043, 0.036]	[−0.034, 0.028]
	(0.853)	(0.828)
Round		0.000
		[−0.002, 0.002]
		(0.998)
Round × Business Framing		0.000
		[−0.004, 0.004]
		(0.973)
Adjusted R2	−0.010	−0.003
Number of observations	1.000	1.000

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

	(1)
Intercept	878.840
	(25.622)
	(34.301)
	(<0.001)
Sender	320.720
	(36.849)
	(8.704)
	(<0.001)
Business Framing	70.140
	(44.113)
	(1.590)
	(0.115)
Sender × Business Framing	−60.880
	(61.887)
	(−0.984)
	(0.328)
Adjusted R2	0.366
Number of observations	200

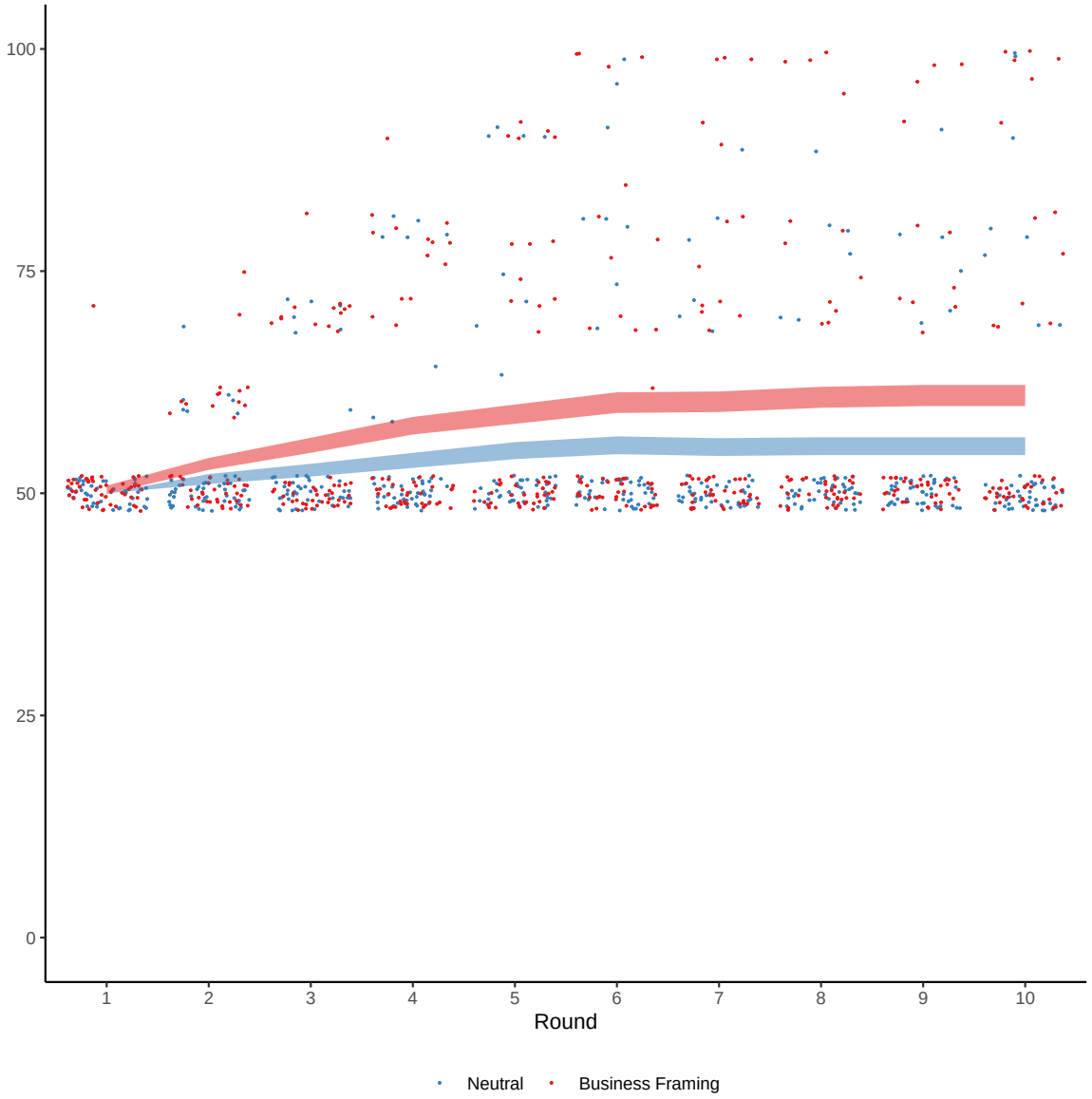
Table 6: Does Business Framing affect the Participants' Payoffs?

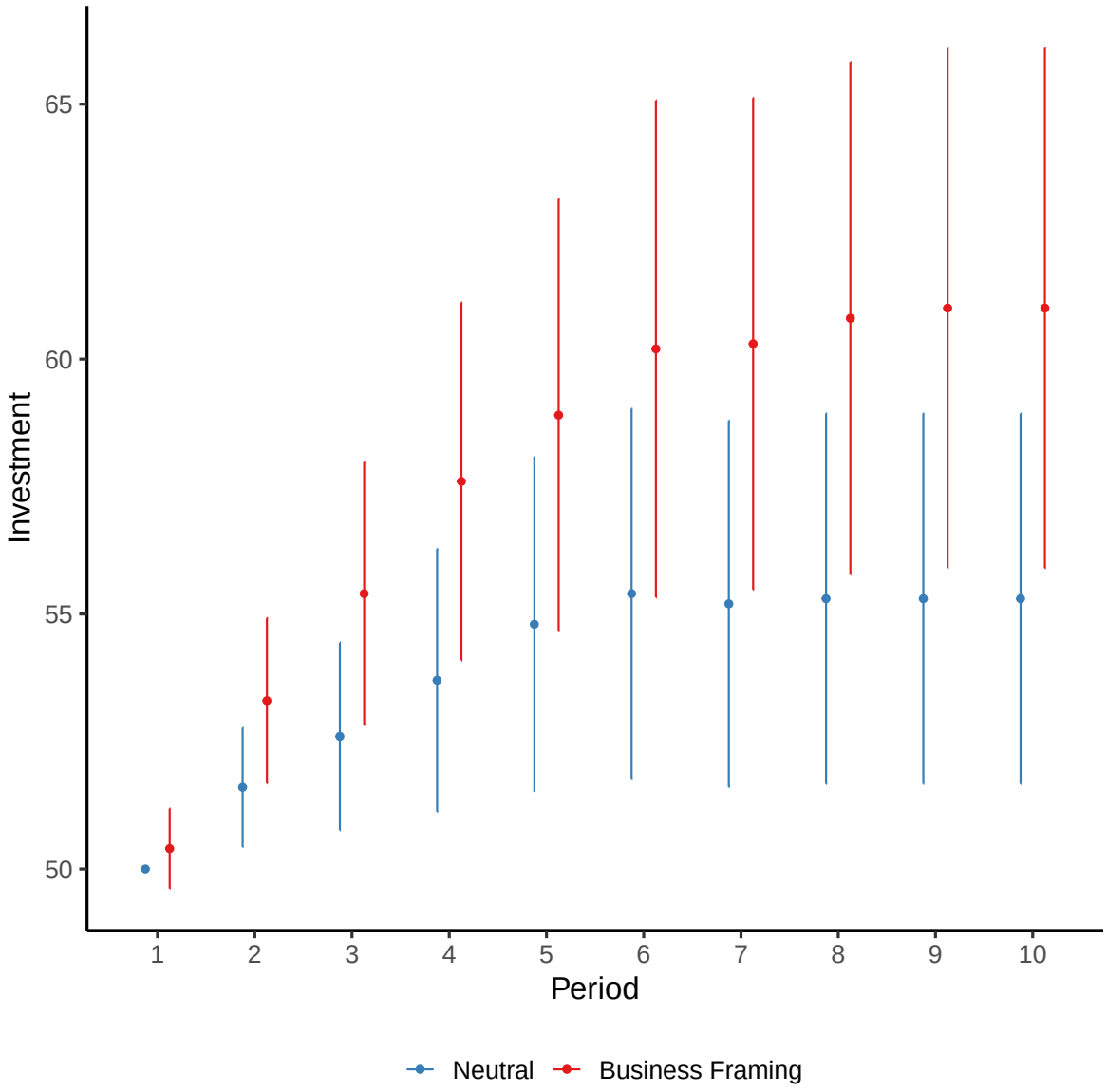
```
    Welch Two Sample t-test

data:  payoff by experiment
t = -1.1658, df = 195.75, p-value = 0.2451
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -106.86121   27.46121
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        1039.2                          1078.9


    Wilcoxon rank sum test with continuity correction

data:  payoff by experiment
W = 4626.5, p-value = 0.3504
alternative hypothesis: true location shift is not equal to 0
```

```
    Welch Two Sample t-test

data:  payoff by experiment
t = -0.29116, df = 93.067, p-value = 0.7716
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -72.4147  53.8947
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                       1199.56                         1208.82


    Wilcoxon rank sum test with continuity correction

data:  payoff by experiment
W = 1238, p-value = 0.9325
alternative hypothesis: true location shift is not equal to 0


    Welch Two Sample t-test

data:  payoff by experiment
t = -1.594, df = 88.621, p-value = 0.1145
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -157.57711   17.29711
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        878.84                          948.98


    Wilcoxon rank sum test with continuity correction

data:  payoff by experiment
W = 1055.5, p-value = 0.1547
alternative hypothesis: true location shift is not equal to 0


    Welch Two Sample t-test
```

```
data:  sum_payoff by experiment
t = -1.7391, df = 90.112, p-value = 0.08544
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -170.10365   11.30365
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        2078.4                          2157.8


    Wilcoxon rank sum test with continuity correction

data:  sum_payoff by experiment
W = 1067, p-value = 0.08786
alternative hypothesis: true location shift is not equal to 0
```

Figure 2: Amount Sent by Round and Condition





	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Wage Paid	500	47.60	9.42	500	43.19	11.37
Effort Returned	500	0.50	0.14	500	0.57	0.15
Payoff Employer	500	25.84	8.75	500	31.26	7.92
Payoff Employee	500	41.66	9.59	500	35.59	10.41

Figure 2B: Amount Sent by Round and Condition

Table 7: Gift Exchange Experiment: Descriptive Statistics

Panel A: Round Level

```
    Welch Two Sample t-test

data:  wage by experiment
t = 6.6826, df = 964.71, p-value = 3.962e-11
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 3.116372 5.707628
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        47.598                         43.186


    Wilcoxon rank sum test with continuity correction

data:  wage by experiment
W = 156001, p-value = 9.798e-14
alternative hypothesis: true location shift is not equal to 0


    Welch Two Sample t-test

data:  effort by experiment
t = -7.5901, df = 994.32, p-value = 7.343e-14
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -0.08860133 -0.05219867
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        0.4954                         0.5658


    Wilcoxon rank sum test with continuity correction

data:  effort by experiment
W = 89534, p-value = 1.338e-15
```

```
alternative hypothesis: true location shift is not equal to 0
```

```
    Welch Two Sample t-test

data:  payoff_employer by experiment
t = -10.258, df = 988.16, p-value < 2.2e-16
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -6.448227 -4.377373
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                       25.8440                         31.2568
```

```
    Wilcoxon rank sum test with continuity correction

data:  payoff_employer by experiment
W = 71228, p-value < 2.2e-16
alternative hypothesis: true location shift is not equal to 0
```

```
    Welch Two Sample t-test

data:  payoff_employee by experiment
t = 9.5899, df = 991.27, p-value < 2.2e-16
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 4.827915 7.312085
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                        41.658                          35.588
```

```
    Wilcoxon rank sum test with continuity correction

data:  payoff_employee by experiment
W = 176509, 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
Payoff	100	337.51	112.85	100	334.22	90.11
% Passed Comprehension Check Pre	100	0.94	0.24	100	0.66	0.48
% Passed Comprehension Check Post	100	0.79	0.41	100	1.00	0.00
% Classified as Human	100	1.00	0.00	100	1.00	0.00

experiment	cpre_1_t	cpre_2_t	cpost1_1	cpost1_2	cpost1_3	cpost2_1	cpost2_2	cpost
Neutral Framing	0.95	0.98	0.2	0.01	0.79	1	0	
Business Framing	0.66	1.00	0.0	0.00	1.00	1	0	

Panel B: Participant Level

```
       FALSE TRUE
  FALSE     1   38
  TRUE      1  160
```

```
       TRUE
  FALSE   21
  TRUE   179
```

```
  1   2   3
 20   1 179
```

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

data:  gpart$passed_cc_post and gpart$experiment
X-squared = 21.282, df = 1, p-value = 3.964e-06
```

```
    Welch Two Sample t-test

data:  payoff by experiment
t = 0.22754, df = 188.75, p-value = 0.8203
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
```

```
 -25.20145  31.77345
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                       337.510                         334.224


    Wilcoxon rank sum test with continuity correction

data:  payoff by experiment
W = 5153.5, p-value = 0.7084
alternative hypothesis: true location shift is not equal to 0
```

	Neutral Framing			Business Framing		
	N	Mean	SD	N	Mean	SD
Dyad Payoff	50	675.02	72.19	50	668.45	107.03

Panel C: Dyad Level

```
    Welch Two Sample t-test

data:  sum_payoff by experiment
t = 0.35996, df = 85.936, p-value = 0.7198
alternative hypothesis: true difference in means between group Neutral Framing and group Busi
95 percent confidence interval:
 -29.72318  42.86718
sample estimates:
 mean in group Neutral Framing mean in group Business Framing
                       675.020                         668.448


    Wilcoxon rank sum test with continuity correction

data:  sum_payoff by experiment
W = 1119.5, p-value = 0.3697
alternative hypothesis: true location shift is not equal to 0
```

	Round Fixed Effects	Interacted by Round
Intercept		46.831
		[44.278, 49.384]
		(<0.001)
Business Framing	−4.412	−4.359
	[−8.680, −0.144]	[−7.998, −0.719]
	(0.044)	(0.024)
Round		0.140
		[−0.010, 0.289]
		(0.063)
Round × Business Framing		−0.010
		[−0.233, 0.213]
		(0.924)
Adjusted R2	0.036	0.041
Number of observations	1.000	1.000

Table 8: Does Business Framing affect the Wage Paid?

	Round Fixed Effects	Interacted by Round
Intercept		0.510
		[0.473, 0.546]
		(<0.001)
Business Framing	0.070	0.049
	[0.007, 0.134]	[−0.006, 0.104]
	(0.033)	(0.075)
Round		−0.003
		[−0.005, −0.001]
		(0.018)
Round × Business Framing		0.004
		[0.001, 0.007]
		(0.029)
Adjusted R2	0.046	0.053
Number of observations	1.000	1.000

Table 9: Does Business Framing affect the Effort Returned?

	(1)
Wage	0.001
	[−0.004, 0.007]
	(0.582)
Business Framing	−0.164
	[−0.472, 0.143]
	(0.257)
Wage × Business Framing	0.006
	[−0.001, 0.012]
	(0.077)
Adjusted R2	0.184
Number of observations	1.000

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

	(1)
Intercept	416.580
	(11.680)
	(35.665)
	(<0.001)
Employer	−158.140
	(20.415)
	(−7.746)
	(<0.001)
Business Framing	−60.700
	(18.212)
	(−3.333)
	(0.001)
Employer × Business Framing	114.828
	(28.417)
	(4.041)
	(<0.001)
Adjusted R2	0.315
Number of observations	200

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

```
                                    term estimate std.error conf.level
1                            (Intercept)  416.580  11.68030       0.95
2              experimentBusiness Framing  -60.700  18.21212       0.95
3                           roleEmployer -158.140  20.41487       0.95
4 experimentBusiness Framing:roleEmployer  114.828  28.41726       0.95
    conf.low  conf.high statistic df.error      p.value s.value group
1  393.40376  439.75624 35.665191       99 2.627018e-58   191.3
2  -96.83679  -24.56321 -3.332946       99 1.209516e-03     9.7
3 -198.64752 -117.63248 -7.746316       99 8.353314e-12    36.8
4   58.44200  171.21400  4.040784       99 1.053592e-04    13.2
```

Figure 4: Wage Sensitivity of Effort by Condition