

Supporting Information (Online only)

A Immigration Questions

All questions on five point scale anchored by Strongly Agree and Strongly Disagree. Recoded during analysis so that higher values represent more anti-immigrant attitudes.

1. Immigrants should only be allowed to take jobs that cannot be filled by American workers.
2. Immigrants should be allowed to receive government benefits like Social Security and Medicaid.
3. Immigrants increase crime rates.
4. It is impossible for people who do not share American customs and traditions to become fully American.
5. Immigrants improve America by making it more open to new ideas and cultures.

B Immigration Story Frames

Jose Story

Immigration Concerns Governors

Questions Raised About Economic, Cultural Impact of Immigrants

New York (AP)— During the 1990's more immigrants entered the United States than in any previous decade, and the growing number of immigrants in the U.S. clearly has some Americans worried. At a state governors' convention in June, many governors called for the Bush Administration and Congress to step in to restrict the flow of immigrants. Several governors voiced concern that immigrants are driving down the wages of American workers, while taxpayers are forced to meet the rising costs of social services for the newcomers. Governors say these views are shared by many of their constituents.

John Baine, shift manager at a large auto parts factory in Cleveland, said he is angered that "a number of friends have been laid-off or forced to take a pay cut" because of the influx of cheap immigrant labor.

Nancy Petrey, a Boulder, Colo. nurse has seen staff let go for similar reasons. "People give twenty years of their lives to this hospital and then, boom, they're out the door because some foreigner will do their job for half the pay." Patrey said, "It just isn't right."

Governors also say constituents are worried that the country is no longer a "melting pot," because new immigrants are not adopting American values or blending into their new social world.

Mary Stowe, an Omaha-based sales associated, says she is frustrated by the fact the recent immigrants to her areas "do not learn English or make any effort to fit in."

Bob Callaway, a construction supervisor in Newark, says he sees similar problems with immigrants hired by his company. "These people are totally unwilling to adopt American values like hard work and responsibility," Callaway said. "I try not to complain, but sometimes they are so pushy and uncooperative —it's not acceptable."



Jose Sanchez is one of thousand of new immigrants who arrived in the U.S. during the first half of this year.

When asked for his opinion, Jose Sanchez, a recent immigrant from Mexico, says he welcomes the chance for a better life in America. “Many of my cousins find work here and now it’s my turn. I want a good job and benefits.”

“But,” Sanchez added, “that doesn’t mean I have to change who I am. We love our culture. I’m proud to be from Mexico.”

While there was agreement at the convention that the federal government needs to do more to help states manage the rising tide of newcomers, few governors agree on exactly why immigration levels have increased. Some blame the Immigration Act passed by Congress in 1990, which loosened federal restrictions on immigration. Others point to the fact that large companies are attracting immigrants to the U.S. with the promise of prosperity, a practice that has become widespread in recent years.

Still others maintain that, in a world full of turmoil, people are attracted by the hope of a better way of life. Whatever is bringing immigrants to these shores in record numbers, everyone seems certain that the numbers will continue to grow.

Niko Story

Immigration Concerns Governors

Promise Seen in Economic, Cultural Contributions of Immigrants

New York (AP)— During the 1990’s more immigrants entered the United States than in any previous decade, and the growing number of immigrants in the U.S. clearly has some Americans hopeful about the future. At a state governors’ convention in June, many governors called for the Bush Administration and Congress to protect the flow of immigrants from further restrictions. Several governors said they are encouraged by how immigrants are helping to strengthen the economy, while also providing a welcome boost to tax revenue. Governors say these views are shared by many of their constituents.

John Baine, shift manager at a large auto parts factory in Cleveland, said he is enthusi-

astic about how much the influx of immigrant labor has “helped the company keep a lid on costs and remain competitive.”

Nancy Petrey, a Boulder, Colo. nurse has seen similar benefits for the hospital where she works. “These people take jobs there often hard for us to fill, and they’re willing to work shifts that other people don’t want,” Petrey said. “It’s a big help.”

Governors also say constituents take pride in the fact that the country is still a “melting pot,” where immigrants continue to bring new experiences and ideas that enrich American culture.

Mary Stowe, an Omaha-based sales associated, says she admires what it must take to “leave home and come to a place that is so different, without knowing the language or anything about the way of life here.”

Bob Callaway, a construction supervisor in Newark, says he sees similar qualities in the immigrants hired by his company. “These people are determined and persistent,” Callaway said. “I’ve gotta give ’em credit, they’ll do what it takes to get ahead. That’s something I respect.”



Nikolai Vandinsky is one of thousand of new immigrants who arrived in the U.S. during the first half of this year.

When asked for his opinion, Nikolai Vandinsky, a recent immigrant from Russia, says he welcomes the chance for a better life in America. “Many of my cousins find work here and now it’s my turn. I want a good job and benefits.”

“But,” Vandinsky added, “that doesn’t mean I have to change who I am. We love our culture. I’m proud to be from Russia.”

While there was agreement at the convention that the federal government needs to do more to help states manage the rising tide of newcomers, few governors agree on exactly why immigration levels have increased. Some credit the Immigration Act passed by Congress in

1990, which loosened federal restrictions on immigration. Others point to the fact that large companies are attracting immigrants to the U.S. with the promise of prosperity, a practice that has become widespread in recent years.

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C EDA by Treatment Condition

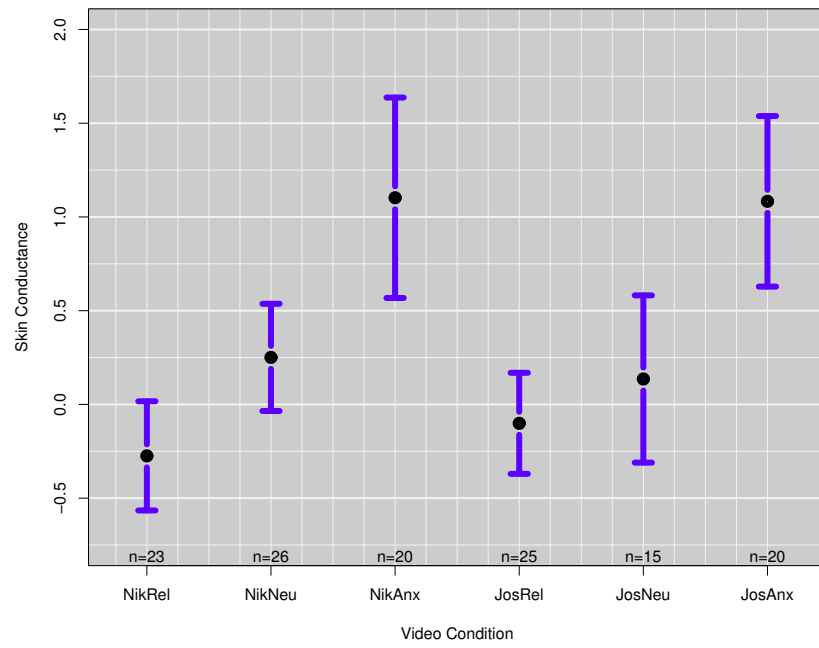


Figure 4: Means of Skin Conductance by Treatment Condition. 95% confidence intervals are in blue.

D Self-Reported Feelings About Immigration

‘Now, moving on, we would like to know how you feel about increased immigration. The following questions will ask you how you feel when you think about the high levels of immigration to this country.

1. How *anxious* (that is, uneasy) does it make you feel?
2. How *proud* does it make you feel?
3. How *angry* does it make you feel?
4. How *hopeful* does it make you feel?
5. How *worried* does it make you feel?
6. How *excited* does it make you feel?

All questions were scaled from (1) Not at all to (4) Very.

E Manipulation Check

Because of concerns that including too many self-report emotion questions in the main study would reduce the effects of the video (as in Keltner et al., 1993), we ran a separate study to serve as further check on the efficacy of the video stimulus in inducing anxiety. This study was conducted using the Mechanical Turk (mTurk) online labor marketplace. The three video conditions from the main study (*Neutral*, *Anxiety*, *Relax*) were replicated, after which subjects completed a modified PANAS (Watson et al., 1988) questionnaire. All self-report emotions were scaled from 1 (very slight or not at all) to 5 (extremely). As pictured in Figure 5, the Cliffhanger video increased self reported anxiety—whether measured by itself or as a composite variable (anxious + worried + angry) —but *did not* significantly affect positive emotions (e.g. pride or hope). This result helps to buttress our claims that (1) the Cliffhanger video stimulus induced anxiety and (2) the physiological reactivity that we measured in the main study can be attributed to anxiety in particular, and not other emotions that (in theory, at least) would also increase physiological arousal.

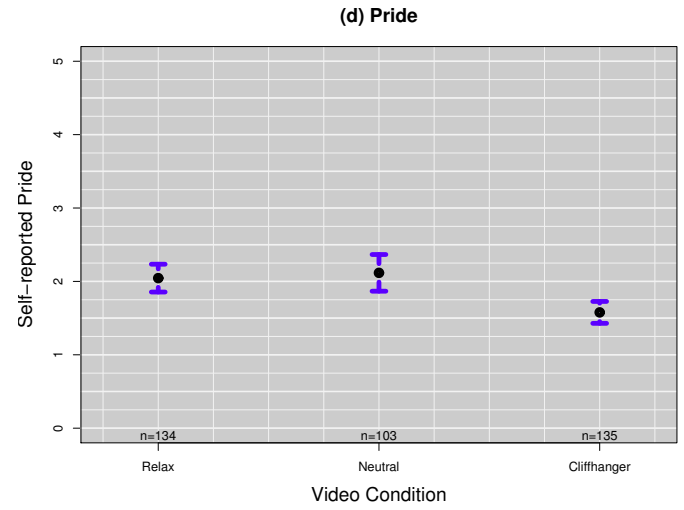
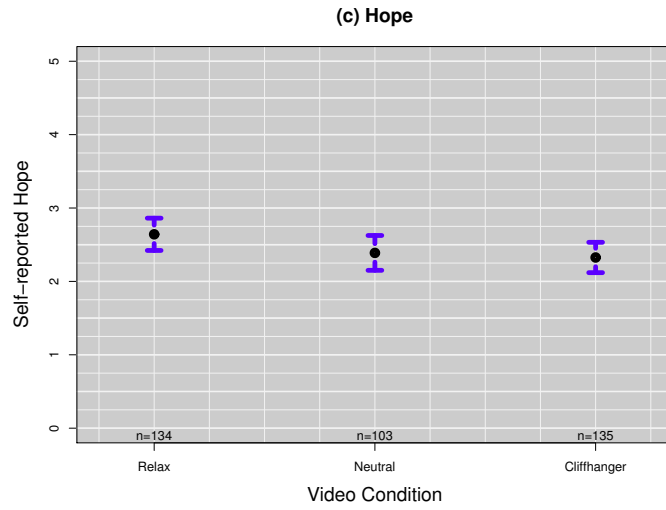
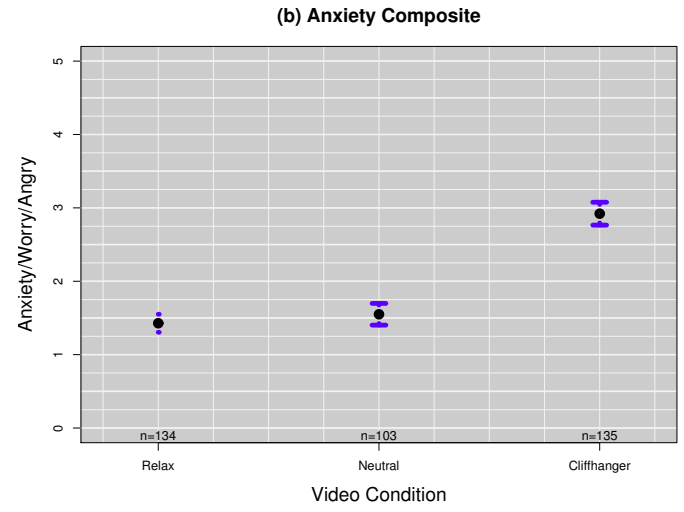
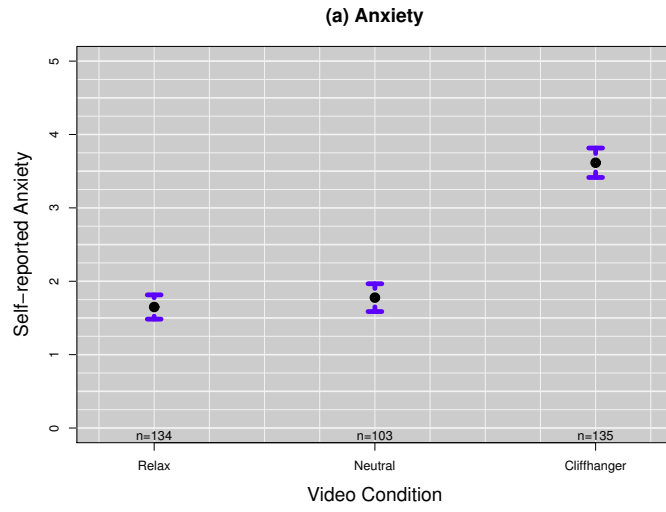


Figure 5: mTurk Manipulation Check for Anxiety Stimulus

F Alternate Main Results Table 1

	(1) Dummy Video Conditions	(2) Treatment Only	(3) Treatment + SC Reactivity	(4) Full Model with controls
Anxiety Manipulation	0.339+ (0.187)	-0.171 (0.171)	-0.206 (0.174)	-0.294+ (0.166)
Relax Manipulation	-0.216 (0.179)	-0.0677 (0.160)	-0.0134 (0.166)	-0.0566 (0.157)
SC Reactivity while answering questions			0.176* (0.0821)	0.159* (0.0799)
Age				0.0162 (0.0164)
Ideology				0.200** (0.0469)
Race				-0.0269 (0.0408)
Income				0.0328 (0.0329)
Education				-0.0223 (0.0398)
Constant	0.115 (0.131)	2.171** (0.120)	2.131** (0.121)	1.313** (0.476)
N	129	137	129	129
r ²	0.0704	0.00756	0.0408	0.187

Standard errors in brackets

+ $p < 0.10$, * $p < 0.05$, ** $p < 0.01$

Table 2: Alternate Results: Model (1) shows the effects of the treatment on physiological reactivity when all observations are included and dummy variables are used to estimate the differential effects of the *anxiety* and *relax* conditions. Models 2-4 show effects of the treatment and mediator on immigration preferences, where the DV is composite variable of 5 immigration questions.

G Alternate Main Results Table 2

DV:	(1) SC Reactivity	(2) Immigration Preferences
Anxiety Manipulation	0.457+ (0.263)	-0.591* (0.231)
Story Condition	0.0648 (0.287)	0.0189 (0.247)
Story X Anxiety	-0.253 (0.401)	0.718* (0.346)
SC Reactivity while answering questions		0.247* (0.0982)
Constant	0.0915 (0.174)	2.116** (0.150)
N	81	81
r2	0.0431	0.167

Standard errors in brackets
 $+p < 0.10, *p < 0.05, **p < 0.01$

Table 3: **Main Results with interaction term:** Model (1) shows the effect of the treatment (anxiety) on physiological reactivity while Model (2) shows the effects of physiological reactivity on immigration preferences controlling for the story condition. Both models includes only *Neutral & Anxiety* conditions (*Relax* condition is excluded) and both models include an interaction term to account for any potential interaction between the two experimental manipulations.

H Effects of Physiological Reactivity on Immigration Preferences, Controlling for Self-Reported Immigration Beliefs

	(1)	(2)
Neg Emotions (Self Report)	0.205** (0.0510)	0.175* (0.0649)
Story Condition	0.147 (0.251)	0.596** (0.181)
SC Reactivity while answering questions	0.104 (0.156)	0.290** (0.0908)
Constant	1.134** (0.288)	0.879** (0.266)
N	41	40
r ²	0.326	0.479

Standard errors in brackets

+ $p < 0.10$, * $p < 0.05$, ** $p < 0.01$

Table 4: **Pre-Treatment Immigration Beliefs:** Model (1) is *Neutral* condition while Model (2) is *Anxiety*. In Model (2), physiological reactivity is a significant predictor of immigration beliefs even when controlling for pre-treatment immigration beliefs.

I Mediation Results with Controls

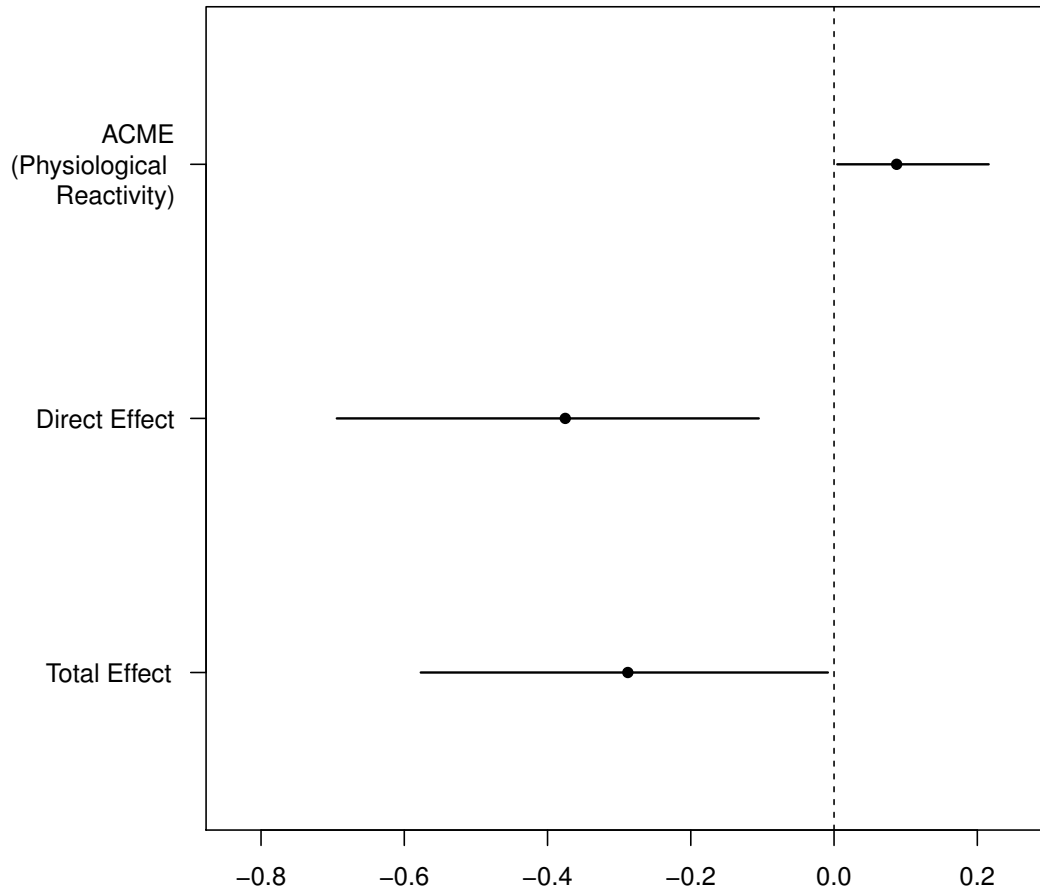


Figure 6: **Causal Mediation Plot using Pre-treatment control variables:** *Treatment* is anxiety video manipulation (compared to neutral condition), *Mediator* is skin conductance reactivity when answering immigration questions, *Outcome* is composite variable of immigration preferences. Horizontal lines represent 90% confidence intervals for estimates. Controls used include ideology, age, income, race, education. As in other analyses, the *Relax* condition is dropped.

J Sensitivity Results for Mediation with Controls

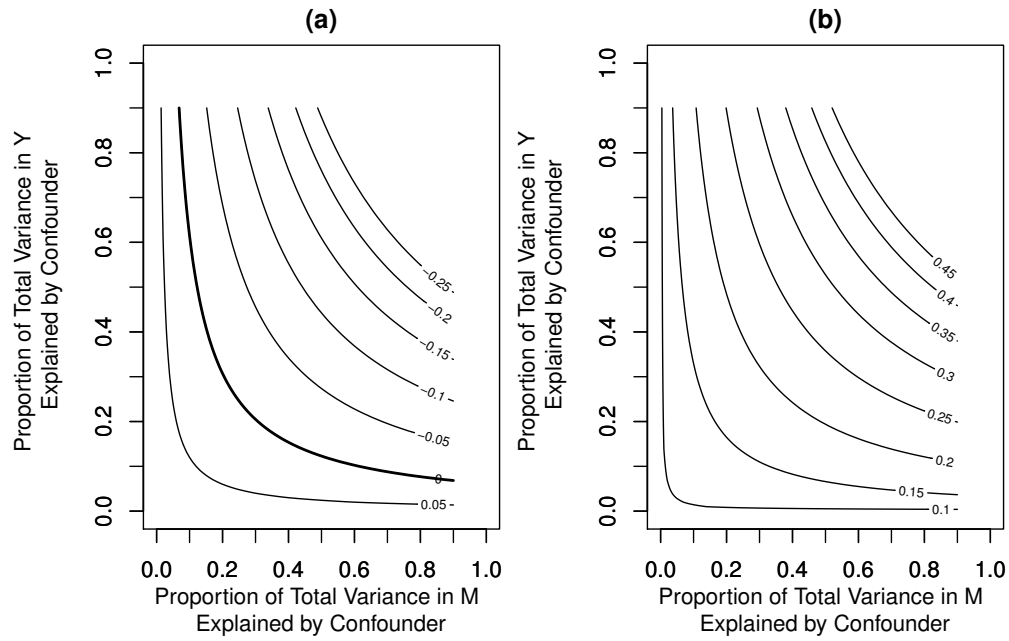


Figure 7: **Sensitivity Analysis:** Proportion of Variances in M and Y Explained by Unobserved Confounder when Counfounder affects M and Y in (a) same direction and (b) opposite direction.