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# American Economic Journal: Applied Economics

Published by the American Economic Association

Alexandre Mas, Editor

18 August 2017

Dear Prof. Blasco,

**Re: AEJApp-2017-0200, “Incentives for Public Goods Inside Organizations: Field Experimental Evidence”**

Thank you for submitting this paper to *AEJ: Applied*. I am very sorry for the long delay in getting back to you here. I have now received two thoughtful reports about your paper from two expert referees. While they both find much to admire in your work, they both recommend rejection, and I am afraid I have come to the same conclusion upon my own reading of the paper. There is little doubt that this is an interesting and quite plausibly “real-world” setting, but the referees both point out that the overall contribution being made here to the literature is not enough of an advance for our journal. They are also correct, I believe, to point out that the interpretation of the results of the paper’s treatments is very challenging without something closer to a pure control.

As you will see, the reports contain an impressive and generous number of recommendations for how the manuscript might be improved. I do hope that these are useful both for your future work on this and other manuscripts.

Thank you for considering *AEJ: Applied* for the publication of your research. Due to space constraints, we are only able to publish around six percent of the manuscripts we receive, and we have to make many difficult decisions like this one. I hope that the outcome on this particular occasion will not discourage you from sending us your papers in the future—we will always relish the chance to consider publishing your work.

Sincerely,

A handwritten signature in black ink, appearing to read "Dave Donaldson".

Dave Donaldson  
Coeditor, *American Economic Journal: Applied Economics*  
Professor of Economics, MIT