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Pinelopi Koujianou Goldberg, Editor

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RE: AER-2016-0560: Motivating Effort in Contributing to Public Goods Inside Organizations: Field Experimental Evidence

Dear Professor Lakhani,

Thank you for submitting the paper “Motivating Effort in Contributing to Public Goods Inside Organizations: Field Experimental Evidence” to the *American Economic Review*. I have now had a chance to read the manuscript. While the analysis is well executed, the paper seems more appropriate for a specialized journal.

In an effort to achieve quick turnaround, I did not solicit the opinion of referees. It is our editorial policy to refund the submission fee in such cases.

I am sorry that the news is not positive, but due to space limitations we can accept less than 7% of all submitted papers. I hope that this outcome will not prevent you from submitting your work to the *American Economic Review* in the future.

Best Regards,

Marianne Bertrand

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