

Web Appendix for
KINSHIP STRUCTURE, STRESS, AND THE GENDER GAP IN
COMPETITION

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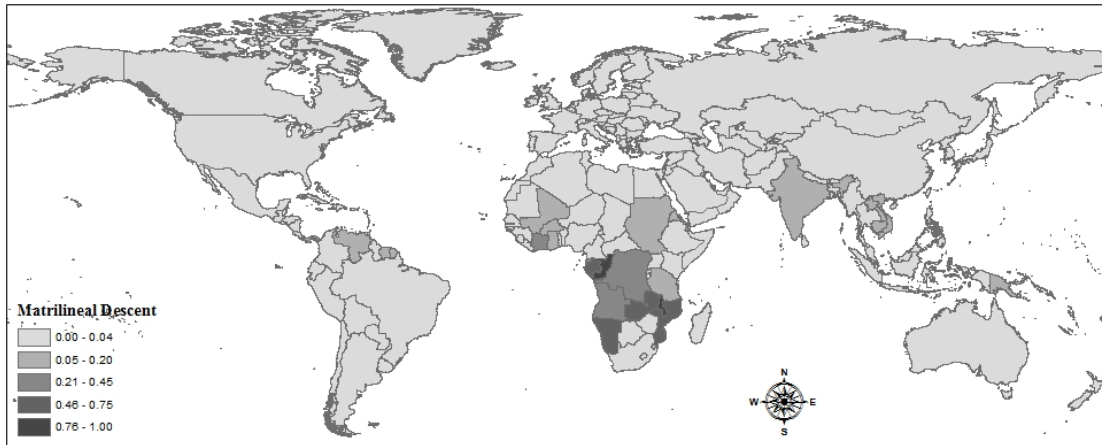
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Appendix A. Additional Tables and Figures

Figure A1: Global Distribution of Matrilineal Kinship



From [Giuliano and Nunn \(2018\)](#) (Figure 6).

Table A1: Sample Ethnic Groups

<i>Matrilineal Groups</i>		<i>Patrilineal Groups</i>	
Name	Count	Name	Count
Bunde	5	Bindi	36
Chokwe	16	Dekese	28
Kete	30	Kuchu	3
Kongo	19	Kusu	1
Kuba	49	Luba	41
Lele	28	Luba Katanga	1
Lualua	9	Luluwa	131
Lunda/Rund	3	Luntu	50
Mbala	34	Mfuya	4
Pende	6	Mongo	1
Sala	37	Nyambi	1
Yansi	4	Nyoka	2
Suku	1	Songe	36
		Tetela	36
		Other	2
Total	241	Total	373

Notes: The "Other" tribes not listed in the table are: Angola and Orendo.

Figure A2: Screen Shots of Matching Game

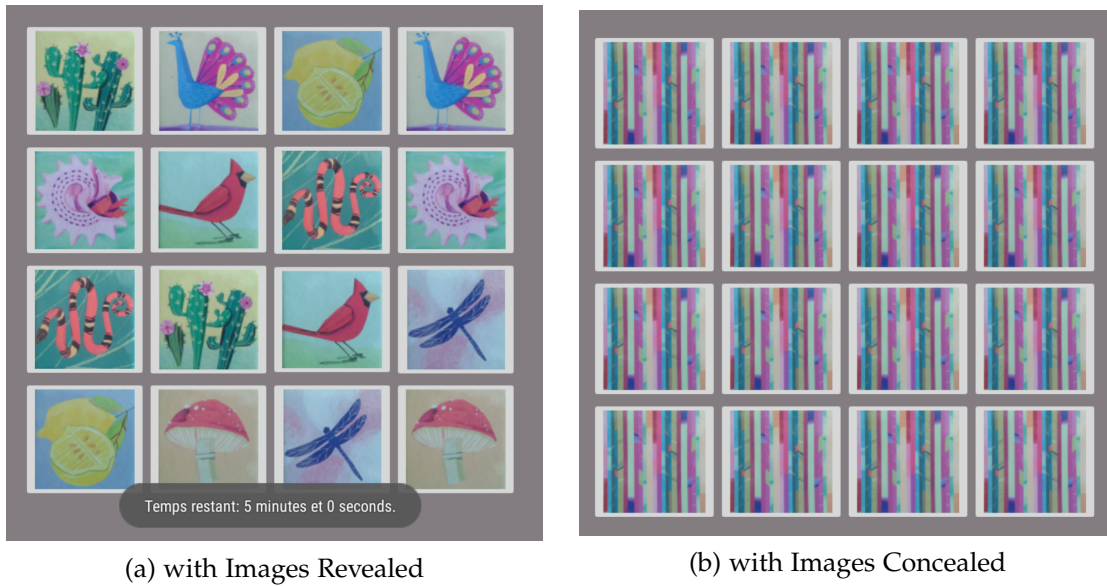


Figure A3: Histogram of Performance by Round

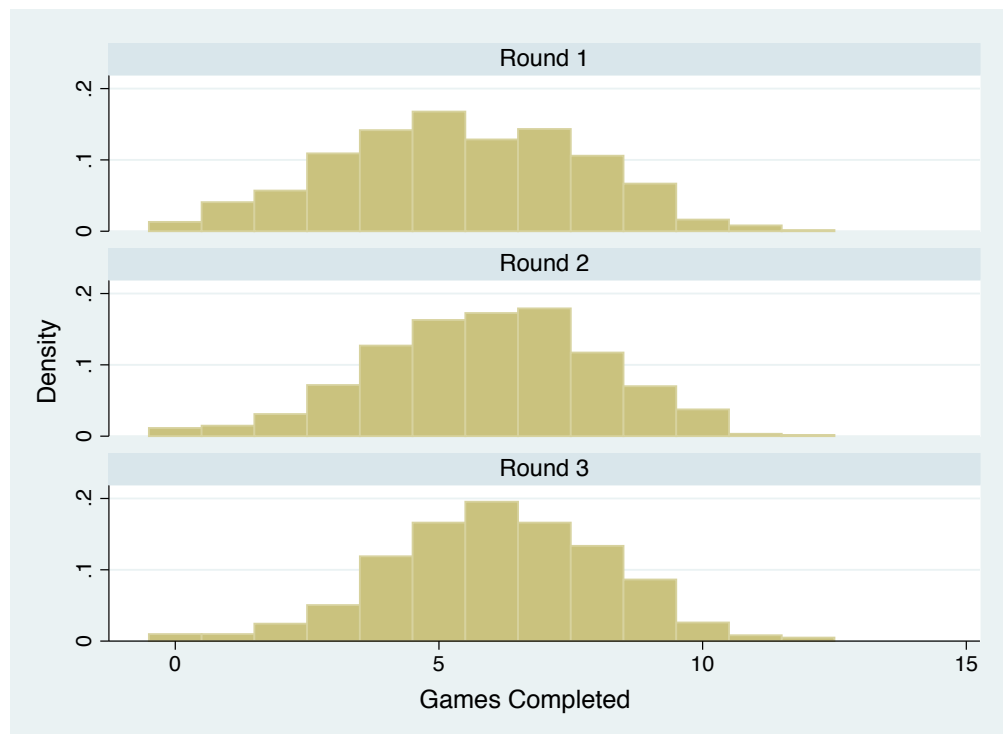


Table A2: Residence Patterns

	OLS, Dep. Var.:								
	Matrilineal with Residence Controls			Matrilineal with Marriage Payment Controls			Avunculocal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Female	-0.216 (0.037)*** (0.032)*** (0.033)***	-0.216 (0.037)*** (0.032)*** (0.033)***	-0.199 (0.046)*** (0.035)*** (0.041)***	-0.218 (0.037)*** (0.032)*** (0.034)***	-0.219 (0.037)*** (0.031)*** (0.034)***	-0.200 (0.046)*** (0.035)*** (0.041)***	-0.217 (0.037)*** (0.032)*** (0.033)***	-0.217 (0.037)*** (0.032)*** (0.033)***	-0.213 (0.044)*** (0.037)*** (0.041)***
Matrilineal		-0.023 (0.094) (0.103) (0.097)	-0.002 (0.099) (0.103) (0.098)		0.060 (0.053) (0.034)* (0.038)	0.083 (0.059) (0.047)* (0.049)*			
Matrilineal*Female			-0.043 (0.072) (0.067) (0.063)			-0.047 (0.072) (0.063) (0.065)			
Avunculocal	0.016 (0.059) (0.064) (0.068)	0.027 (0.076) (0.094) (0.108)	0.026 (0.075) (0.092) (0.109)					-0.005 (0.038) (0.034) (0.036)	0.001 (0.049) (0.044) (0.043)
Avunculocal*Female									-0.011 (0.077) (0.067) (0.062)
Virilocal	-0.041 (0.061) (0.066) (0.076)	-0.028 (0.085) (0.083) (0.061)	-0.026 (0.086) (0.082) (0.061)						
Patrilocal	-0.019 (0.058) (0.061) (0.063)	-0.017 (0.060) (0.064) (0.065)	-0.016 (0.060) (0.063) (0.065)						
Bride Price				0.064 (0.063) (0.065) (0.071)	0.111 (0.074) (0.071) (0.080)	0.112 (0.074) (0.071) (0.081)			
Bride Service				-0.044 (0.046) (0.041) (0.041)	-0.096 (0.064) (0.046)** (0.050)*	-0.096 (0.064) (0.047)** (0.051)*			
Dowry				0.030 (0.051) (0.046) (0.043)	0.033 (0.051) (0.046) (0.042)	0.034 (0.051) (0.044) (0.043)			
Wild Bootstrap P-Value for:									
Cluster 1: Female	0	0	0.000100	0	0	0.000200	0	0	0
Cluster 1: Matrilineal		0.846	0.989		0.137	0.129			
Cluster 2: Female	0	0	0.000700	0	0	0.000800	0	0	0.000400
Cluster 2: Matrilineal		0.876	0.989		0.337	0.237			
Observations	614	614	614	614	614	614	614	614	614
Clusters 1	48	48	48	48	48	48	48	48	48
Clusters 2	28	28	28	28	28	28	28	28	28
Mean Dep. Var.	0.715	0.715	0.715	0.715	0.715	0.715	0.715	0.715	0.715

Notes: The standard errors are: robust, clustered at the ethnic group by gender level, and clustered at the ethnic group level. P-Value is the wild bootstrap p-value for clustering at the ethnicity by gender or ethnicity level for the stated coefficient. Controls for age, age squared, and lab. *Female* is an indicator variable equal to 1 if the respondent is a woman. *Lab* is an indicator variable equal to 1 if the respondent completed the experiment in the lab rather than in the field. *Matrilineal* is an indicator variable equal to 1 if the respondent is from an ethnic group that is matrilineal. *Chose Competition* is an indicator variable equal to 1 if the respondent chose tournament pay in round 3 rather than piece rate pay. * p < 0.1; ** p < 0.05; *** p < 0.01

Table A3: Self-Reported Views on Competition

	Dep. Var.: (Increasing in Preference for Competition)											
	Enjoy Competition			Do Not Find Competition Stressful			Find Competition Exhilarating			Do Not Avoid Competition		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
Female	-0.528*** (0.085)	-0.526*** (0.085)	-0.595*** (0.111)	-0.547*** (0.101)	-0.548*** (0.101)	-0.574*** (0.128)	-0.111* (0.066)	-0.112* (0.066)	-0.187** (0.082)	-0.564*** (0.101)	-0.566*** (0.101)	-0.624*** (0.129)
Matrilineal		0.046 (0.081)	-0.039 (0.099)		-0.039 (0.102)	-0.071 (0.146)		-0.007 (0.065)	-0.101 (0.093)		-0.049 (0.101)	-0.122 (0.137)
Matrilineal*Female			0.172 (0.163)			0.065 (0.199)			0.191 (0.127)			0.148 (0.199)
Observations	613	613	613	611	611	611	614	614	614	612	612	612
Mean	4.075	4.075	4.075	2.715	2.715	2.715	4.241	4.241	4.241	3.327	3.327	3.327

Notes: Robust standard errors in parentheses. Controls for age and age squared. *Female* is an indicator variable equal to 1 if the respondent is a woman. *Matrilineal* is an indicator variable equal to 1 if the respondent is from an ethnic group that is matrilineal. *Enjoy Competition* asks whether the respondent agrees with the statement that they enjoy competition; it ranges from 1 to 5 and is increasing in an individual's self-reported enjoyment of competition. *Find Competition Stressful* asks whether the respondent agrees with the statement that they find competition stressful; it ranges from 1 to 5 and is decreasing in an individual's self-reported stress from competition. *Find Competition Exhilarating* asks whether the respondent agrees with the statement that they find competition exhilarating; it ranges from 1 to 5 and is increasing in an individual's self-reported exhilaration from competition. *Avoid Competition* asks whether the respondent agrees with the statement that they find competition stressful; it ranges from 1 to 5 and is decreasing in an individual's self-reported avoidance of competition. *** p < 0.01, ** p < 0.05, * p < 0.1

Table A4: Controls for Enjoying Competition and Find Competition Stressful

Panel A: Dep. Var.: Chose Competition in Round 3						
<i>Note: Enjoy Competition Increasing in Preference for Competition</i>						
	<i>By Gender</i>		<i>By Matrilineal</i>		<i>By Gender & Matrilineal</i>	
	(1)	(2)	(3)	(4)	(5)	(6)
Female	-0.096*** (0.033)	-0.185 (0.149)	-0.096*** (0.033)	-0.096*** (0.033)	-0.062 (0.040)	-0.191 (0.186)
Enjoy Competition	0.229*** (0.016)	0.215*** (0.027)	0.229*** (0.016)	0.231*** (0.019)	0.230*** (0.016)	0.214*** (0.036)
Female*Enjoy Competition		0.022 (0.034)				0.032 (0.042)
Matrilineal			-0.019 (0.031)	0.001 (0.147)	0.023 (0.040)	0.006 (0.254)
Matrilineal*Enjoy Competition				-0.005 (0.033)		0.004 (0.055)
Matrilineal*Female					-0.085 (0.062)	0.017 (0.314)
Matrilineal*Female*Enjoy Competition						-0.026 (0.071)
Observations	613	613	613	613	613	613
Mean	0.715	0.715	0.715	0.715	0.715	0.715
Panel B: Dep. Var.: Chose Competition in Round 3						
<i>Note: Do Not Find Competition Stressful Increasing in Preference for Competition</i>						
	<i>By Gender</i>		<i>By Matrilineal</i>		<i>By Gender & Matrilineal</i>	
	(1)	(2)	(3)	(4)	(5)	(6)
Female	-0.190*** (0.037)	-0.367*** (0.085)	-0.190*** (0.037)	-0.189*** (0.037)	-0.170*** (0.046)	-0.481*** (0.105)
Do Not Find Competition Stressful	0.051*** (0.013)	0.021 (0.017)	0.051*** (0.013)	0.066*** (0.016)	0.051*** (0.013)	0.015 (0.020)
Female*Do Not Find Competition Stressful		0.066** (0.027)				0.119*** (0.032)
Matrilineal			-0.006 (0.036)	0.096 (0.088)	0.018 (0.046)	-0.034 (0.118)
Matrilineal*Do Not Find Competition Stressful				-0.038 (0.027)		0.017 (0.035)
Matrilineal*Female					-0.049 (0.072)	0.288* (0.173)
Matrilineal*Female*Do Not Find Competition Stressful						-0.133** (0.056)
Observations	611	611	611	611	611	611
Mean	0.715	0.715	0.715	0.715	0.715	0.715

Notes: Robust standard errors in parentheses. Controls for age and age squared. *Female* is an indicator variable equal to 1 if the respondent is a woman. *Enjoy Competition* asks whether the respondent agrees with the statement that they enjoy competition; it ranges from 1 to 5 and is increasing in an individual's self-reported enjoyment of competition. *Do Not Find Competition Stressful* asks whether the respondent agrees with the statement that they find competition stressful; it ranges from 1 to 5 and is decreasing in an individual's self-reported stress from competition. *Matrilineal* is an indicator variable equal to 1 if the respondent is from an ethnic group that is matrilineal. *Chose Competition* is an indicator variable equal to 1 if the respondent chose tournament pay in round 3 rather than piece rate pay. *** p<0.01, ** p<0.05, * p<0.1

Table A5: Controls for Find Competition Exhilarating and Avoid Competition

<i>Dep. Var.: Chose Competition in Round 3</i>						
<i>Note: Find Competition Exhilarating Increasing in Preference for Competition</i>						
	<i>By Gender</i>		<i>By Matrilineal</i>		<i>By Gender & Matrilineal</i>	
	(1)	(2)	(3)	(4)	(5)	(6)
Female	-0.202*** (0.036)	-0.047 (0.218)	-0.202*** (0.036)	-0.205*** (0.036)	-0.174*** (0.046)	0.102 (0.266)
Find Competition Exhilarating	0.137*** (0.025)	0.156*** (0.032)	0.137*** (0.025)	0.118*** (0.032)	0.138*** (0.025)	0.160*** (0.042)
Female*Find Competition Exhilarating		-0.037 (0.049)				-0.066 (0.060)
Matrilineal			-0.008 (0.035)	-0.207 (0.228)	0.027 (0.043)	0.060 (0.286)
Matrilineal*Find Competition Exhilarating				0.047 (0.051)		-0.007 (0.063)
Matrilineal*Female					-0.071 (0.069)	-0.498 (0.478)
Matrilineal*Female*Find Competition Exhilarating						0.101 (0.108)
Observations	614	614	614	614	614	614
Mean	0.715	0.715	0.715	0.715	0.715	0.715
<i>Dep. Var.: Chose Competition in Round 3</i>						
<i>Note: Do Not Avoid Competition Increasing in Preference for Competition</i>						
	<i>By Gender</i>		<i>By Matrilineal</i>		<i>By Gender & Matrilineal</i>	
	(1)	(2)	(3)	(4)	(5)	(6)
Female	-0.161*** (0.037)	-0.246** (0.109)	-0.161*** (0.037)	-0.160*** (0.037)	-0.136*** (0.045)	-0.334** (0.135)
Do Not Avoid Competition	0.101*** (0.014)	0.088*** (0.019)	0.101*** (0.014)	0.110*** (0.018)	0.101*** (0.014)	0.081*** (0.024)
Female*Do Not Avoid Competition		0.025 (0.028)				0.062* (0.035)
Matrilineal			-0.006 (0.035)	0.068 (0.111)	0.024 (0.044)	-0.049 (0.167)
Matrilineal*Do Not Avoid Competition				-0.022 (0.028)		0.020 (0.040)
Matrilineal*Female					-0.061 (0.070)	0.239 (0.224)
Matrilineal*Female*Do Not Avoid Competition						-0.094 (0.058)
Observations	612	612	612	612	612	612
Mean	0.715	0.715	0.715	0.715	0.715	0.715

Notes: Robust standard errors in parentheses. Controls for age and age squared. *Female* is an indicator variable equal to 1 if the respondent is a woman. *Find Competition Exhilarating* asks whether the respondent agrees with the statement that they find competition exhilarating; it ranges from 1 to 5 and is increasing in an individual's self-reported exhilaration from competition. *Do Not Avoid Competition* asks whether the respondent agrees with the statement that they find competition stressful; it ranges from 1 to 5 and is decreasing in an individual's self-reported avoidance of competition. *Matrilineal* is an indicator variable equal to 1 if the respondent is from an ethnic group that is matrilineal. *Chose Competition* is an indicator variable equal to 1 if the respondent chose tournament pay in round 3 rather than piece rate pay. *** p<0.01, ** p<0.05, * p<0.1

Appendix B. Data Collection

B.1. Sampling Methods

This description of sampling methods comes from [Lowes \(2018\)](#). A total for 442 individuals and their spouses were invited to participate in the study. These 442 individuals come from four different samples. The first sample is a subset of a random sample collected in 2015. I used Google satellite imagery to set up a sampling framework to randomly sample households using two-stage cluster sampling. The city of Kananga was divided into grid cells and subsequently each grid cell was divided into polygons. Polygons from each grid cell were randomly selected to be visited by enumerators with a probability of selection proportionate to its population share of the grid cell. This sample yielded 2001 individuals from 76 polygons. Only 65 individuals were from matrilineal ethnic groups and reported being in a monogamous marriage.

In order to increase the number of married individuals from matrilineal societies, targeted sampling was undertaken. I undertook two forms of targeted sampling. The first targeted sampling method consisted of visiting polygons known to have minority ethnic groups (the most prevalent ethnic groups in this area are patrilineal). An additional 543 individuals from 30 polygons were interviewed, of whom 34 were matrilineal and married. A second form of targeted sampling used the "snowball" method to find an additional 155 individuals from 55 polygons. From this second targeted sample, 85 individuals met the inclusion criteria. Finally, an additional 45 individuals were identified from previous screening surveys conducted in 2013 and 2014. For more information on the 2013 and 2014 screening survey sampling method, see [Lowes et al. \(2017\)](#). See Table B6 for a summary of subsample sources. Of the 442 individuals asked to participate, 320 of them agreed, yielding a total sample of 640 individuals. These 320 couples are from 103 different polygons. Of these 640 individuals, 614 participated in the third round of data collection when the competition task was completed and the physiological data were collected.

Table B6: Subsample Sources

Sample Name	Method	Total Surveyed	Total Selected	Total Matrilineal
Screening Survey 2015	Random	2001	278	65
Screening Survey 2015	Targeted 1	543	34	34
Screening Survey 2015	Targeted 2	155	85	85
Screening Survey 2013 and 2014	Both	5,234	45	39
Totals			442	223

B.2. Timeline

Individuals were visited a total of four times, once for a screening survey to identify eligible individuals and three times for surveys and experiments. See Table B7 for a timeline of the activities, payouts and notes. The data for this paper were collected during the fourth visit.

Table B7: Timeline of Surveys and Experiments

	<i>Month</i>	<i>Activities</i>	<i>Notes</i>
Visit 0	June	Screening Survey	-
Visit 1	July	Main Survey	Spouses interviewed at same time.
Visit 2	August	Short survey 2	Spouses interviewed at same time.
Visit 3	September	Competition Task Short survey 3	442 visits in field. 172 visits in lab. Payments received after 1 week. Spouses interviewed at same time.

Appendix C. Experimental Protocols

C.1. Competition Task

The activity will take about 30 minutes. The instructions are simple, and if you follow them carefully, you can earn a considerable amount of money.

You will play several rounds of this game. We will randomly select one of these rounds to pay you for. We will bring you your winnings in a few days to a week.

The task that we ask you to perform today is to play a memory game. On the screen, you will briefly see a set of cards with pictures of animals and plants. You should try to remember where the cards with the same image are. The cards will then turn over so that you can no longer see the images. You will then be able to flip two cards over at a time. You want to flip over two cards that match.

To flip a card and see the image, touch it with your finger. Flip pairs of cards. When you find two cards that match, they will disappear. The task is to find all of the matching cards as quickly as possible. One game is complete once you have found all the matching cards. You will be paid according to how many games you are able to complete in 5 minutes. Let's practice.

EXIT OUT OF THIS PROTOCOL, AND OPEN TASK PRACTICE. HAVE THE RESPONDENT COMPLETE ONE "PRACTICE ROUND" OF THE TASK. ASK IF HE/SHE HAS ANY QUESTIONS ABOUT HOW TO PLAY THE GAME. AFTER ANSWERING THE QUESTIONS, RETURN TO THIS PROTOCOL TO READ THE INSTRUCTIONS FOR ROUND 1 OF THE GAME.

This is Round 1. You will play for 5 minutes. For each game that you complete within the 5 minutes, you will be paid 200 CF. A game is complete when you have found all the matching cards. When you have finished one game, you will automatically start a new game until the 5 minutes have passed.

So if you finish 1 game in 5 minutes, then you will get 200 CF. If you succeed 2 games in 5 minutes, then you will get 400 CF. If you finish 3 games in 5 minutes, you will get 600 CF, and so on. The more games you are able to finish in the 5 minutes, the more money you can make. Do you have any questions?

AFTER ANSWERING ANY QUESTIONS, EXIT OUT OF THIS PROTOCOL AND OPEN THE TASK. WHEN PROMPTED, ENTER THE RESPONDENT'S INFORMATION FOR "JEU 1". LET

HIM/HER PLAY ROUND 1. CHECK HOW MANY GAMES THE RESPONDENT COMPLETES IN THE 5 MINUTE ROUND. THEN RETURN TO THIS PROTOCOL.

HOW MANY GAMES DID THE RESPONDENT COMPLETE?

Good job. You completed [NUMBER OF GAMES COMPLETED] games in 5 minutes.

This is Round 2. You will now play again. This time, you will be paired with a random person who is also playing the game. You will receive a reward only if you finish more games in 5 minutes than the person you've been paired with. If you finish more games than this person, you will be paid 500 CF for every time you succeed. You will play for 5 minutes.

For example, suppose you are able to complete 2 games in the 5 minutes and the person you are paired with is able to complete 3 games. You will get 0 CF because you completed fewer games than the other player. The other player will get 1,500 CF, 500 for each game he won.

Here is another example. Imagine you are able to complete 4 games in the 5 minutes and the person you are matched with is able to complete 3. You will get 2,000 CF, 500 CF for every game you finished. The other player will receive 0 CF because he completed fewer games than you.

So this time you will only receive a reward if you complete more games than the other player. If you complete more games than the other player, you receive 500 CF per completed game. If you complete 1 game, then you will get 500 CF. If you complete 2 games, then you will get 1000 CF. If you complete 3 games, you will get 1500 CF and so on. If you both complete the same number of games within 5 minutes, we will randomly select a winner. Do you have any questions?

AFTER ANSWERING ANY QUESTIONS, EXIT OUT OF THIS PROTOCOL AND OPEN THE TASK. WHEN PROMPTED, ENTER THE RESPONDENT'S INFORMATION FOR "JEU 2". LET HIM/HER PLAY ROUND 2, AND THEN RETURN TO THIS PROTOCOL.

HOW MANY GAMES DID THE RESPONDENT COMPLETE?

Good job. You completed [NUMBER OF GAMES COMPLETED] games in 5 minutes.

This is Round 3. We are now going to play again. This time we will ask you to choose how you would like to be paid in this round. There are two options:

OPTION1: If you choose this option, you will get 200 CF for each game that you finish within a 5 minute period. So if you succeed 1 time in 5 minutes, then you will get 200 CF. If you succeed 2 times in 5 minutes, then you will get 400 CF. If you succeed 3 times, you will get 600 CF, and so on. This is the same as the first time you played the game.

OPTION 2: If you choose this option, you will be paired with a random person who is also playing the game. You will receive a reward only if you complete more games than the person with whom you've been paired. If you win more games than this person within the 5 minute time period, you will be paid 500 CF for every game you complete.

So if you choose this option you will only receive a reward if you complete more games than the other player. If you complete more games than the other player, you receive 500 CF per

completed game. This is the same as the second time you played the game.

If you choose Option 2, your performance will be matched randomly with another player's performance from Round 2. So, even if you win this round, it will have no effect on the other's player's payout. Do you have any questions?

IF THEY ASK YOU WHAT TO DO: TELL THEM THAT YOU CANNOT GIVE THEM ADVICE ABOUT WHAT TO CHOOSE AND OFFER TO READ THE SCRIPT TO THEM AGAIN.

We now ask you to choose how you want to be paid. Would you like to be paid according to Option 1, where you receive 200 CF per completed game, or Option 2, where you receive 500 CF per completed game, but only if you do better than a random person you have been paired with?

EXIT OUT OF THIS PROTOCOL AND OPEN THE TASK. WHEN PROMPTED, ENTER THE RESPONDENT'S INFORMATION FOR "ROUND 3". LET HIM/HER PLAY ROUND 3, AND THEN RETURN TO THIS PROTOCOL TO READ THE INSTRUCTIONS FOR ROUND 4. HOW MANY GAMES DID THE RESPONDENT COMPLETE?

Good job. You completed [NUMBER OF GAMES COMPLETED] games in 5 minutes.

This is Round 4. We will again ask you to choose how you would like to be paid in this round. However, this time you will not play again. You will instead be paid based on your performance in Round 1. Let's review how you performed in the earlier rounds. In Round 1, you finished [NUMBER OF GAMES COMPLETED] games in 5 minutes.

You now get to choose how you would like to be paid based on your performance in Round 1. You can choose Option 1 - where you are paid 200 CF per completed game. Or you can choose Option 2, where you are paired with a random person, and you can win 500 CF per game, but only if you complete more games than the other person. Do you have any questions?

IF THEY ASK YOU WHAT TO DO: TELL THEM THAT YOU CANNOT GIVE THEM ADVICE ABOUT WHAT TO CHOOSE AND OFFER TO READ THE SCRIPT TO THEM AGAIN.

Would you like to be paid according to Option 1 or Option 2?

READ THE CONCLUSION ONLY AFTER HAVING ADMINISTERED THE ACTIVITIES.
Now I'd like to ask you how you think you performed relative to other players.

First let's talk about Round 1. In Round 1, you completed [NUMBER OF GAMES COMPLETED] games. Imagine you played this game with 9 other people. How many of those people do you think you did better than? By better than I mean you completed more games than the other player. For example, if you think you did better than all of the other 9 players, you would choose 9. If you think you did better than none of the other players, you would choose 0. You can choose any number between 0 and 9.

Now let's talk about Round 2. In Round 2, you completed [NUMBER OF GAMES COMPLETED] games. Imagine you played this game with 9 other people. How many of those people do you think you did better than? By better than I mean you completed more games than the other player. For example, if you think you did better than all of the other 9 players, you would choose 9. If you think you did better than none of the other players, you would choose 0. You can choose

any number between 0 and 9.

For each of the following statements, please tell me to what degree you agree or disagree. (Strongly agree, agree, neutral, disagree, strongly disagree) I enjoy competition. I find competition stressful. I find competition exhilarating. I tend to avoid situations in which I have to be competitive.

Thank you for participating. You have played four rounds of this game. You will be paid based on your performance in one, randomly-chosen round of the game. Someone from our team will deliver your payment in a few days or a week.

C.2. Risk Preference Questions

All individuals were asked the following questions. They were told that one of the questions would be chosen at random, and the choice when they answered the question would actually be implemented. For example, if for question 1, the respondent said they would prefer Game 2, then if question 1 were selected, the respondent would play Game 2.

1. **Question 1:** Now imagine you have a choice between playing two different games of kwatanfumu ujambonge. *Game 1:* We play kwatanfumu ujambonge. If you win, you get 1500 CF. If you lose, you get 1000 CF. *Game 2:* We play kwatanfumu ujambonge. If you win, you get 2500 CF. If you lose, you get 500 CF. Which game would you choose to play?
2. **Question 2:** Now imagine you have a choice between playing two different games of kwatanfumu ujambonge. *Game 1:* We play kwatanfumu ujambonge. If you win, you get 1000 CF. If you lose, you get 1000 CF. *Game 2:* We play kwatanfumu ujambonge. If you win, you get 2500 CF. If you lose, you get 500 CF. Which game would you choose to play?
3. **Question 3:** Now imagine you have a choice between playing two different games of kwatanfumu ujambonge. *Game 1:* We play kwatanfumu ujambonge. If you win, you get 1500 CF. If you lose, you get 1000 CF. *Game 2:* We play kwatanfumu ujambonge. If you win, you get 2500 CF. If you lose, you get 0 CF. Which game would you choose to play?

C.3. EDA Data Collection Protocols

A subset of couples were invited to complete some of the activities in a lab space set up by the research team. The lab space consisted of four rooms, two rooms in one building and two rooms in a neighboring building. Two couples were invited to the lab at a time, with the women assigned to rooms in one building and the men assigned to the rooms in the other building. This was to assure each respondent sufficient privacy from their spouse.

In each room, there was: one respondent, an enumerator, a lab assistant, a video camera, a table and two chairs. The video camera was placed so that game play decisions could be recorded. Respondents were asked their permission to have the session video recorded. They were also asked if they would consent to wear a special watch that records electrodermal activity. They were told that the watch measures their emotional responses to the activities that they would participate in. Once consent was acquired, an assistant enumerator started the video camera. At the same time they would also start a stopwatch application on a tablet. Thus, the start time of the stop watch corresponded to the start time of the video footage. In view of the video camera, the assistant would then put the watch on the respondent's left wrist. The watch starts recording physiological data only after its start button has been pushed twice. Again, in view of the video camera, the assistant would push the watch start button twice and the watch light would come

on to signal that it had started recording data. The assistant would add a lap on the stopwatch app - this records the time that the watch was started relative to the start time of the stopwatch.

The enumerator would then begin the assigned activities with the respondent. In this case, the activity is the completion of the various rounds of the competition task on the tablet. Using the time stamps at the beginning of each round, I can identify the pre-task period to establish a baseline level of skin conductance, and then identify the time periods during which the three rounds of the task were completed. I then can construct a measure of skin conductance level during each of these rounds.