Appendix For "Whom Do US Consular Officers Perceive as Immigrants?"

Additional Tables

TABLE A1: CORRELATION MATRIX FOR VARIABLES WITH PAIRWISE BONFERONNI ADJUSTED CORRELATIONS>0.3

	age	occupational prestige	others paid for trip	satisfaction with salary	parent's year of education	married	years at job	parent retired	years of education	parent's occupational prestige	has child minor
age	1										
occupational prestige	0.45	1									
others paid for trip	-0.39	-0.4	1								
satisfaction with salary	0.4	0.69	0.69	1							
parent's year of education	-0.37	-0.23	-0.24	-0.22	1						
married	0.6	0.45	0.45	0.39	-0.32	1					
years at job	0.74	0.47	0.47	0.42	-0.27	0.5	1				
parent retired	0.45	0.41	0.41	0.38	-0.19	0.45	0.39	1			
years of education	-0.15	0.42	0.42	0.24	0.05	0.19	0.1	0.23	1		
parent's occupational prestige	-0.15	-0.09	-0.09	-0.09	0.44	-0.15	-0.09	-0.06	0.024	1	
has child minor	0.29	0.28	0.28	0.26	-0.2	0.53	0.22	0.38	0.14	-0.09	1

TABLE A2: PRINCIPAL COMPONENT ANALYSIS OF HYPOTHESIZED CULTURAL HABITUS, SOCIAL TIES AND SES HYPOTHESIZED RELATED INDICATORS

CULTURAL HABITUS

FACTOR ANALYSIS CORRELATION

	EIGENVALUE	DIFFERENCE
FACTOR1	0.93	0.33
FACTOR2	0.6	0.36
FACTOR3	0.24	0.25

FACTOR LOADINGS (PATTERN MATRIX) AND UNIQUE VARIABLES

VARIABLE	FACTOR 1	FACTOR2	FACTOR3	
Years Education	0.29	0.009	0.286	0.83
Selective School	-0.009	-0.0887	0.32	0.887
Married	0.6	0.18	-0.03	0.6
Traveled Within Asia	0.28	-0.05	-0.03	0.6
Traveled Outside Asia	-0.123	0.52	0.1	0.69
Confidence	0.25	-0.007	0.137	0.92
Years At Job	0.58	0.17	-0.15	0.617

LR test: independent vs. saturated: chi2(21) = 1112.47 Prob>chi2 = 0.0000

SOCIAL TIES

FACTOR ANALYSIS CORRELATION

	EIGENVALUE	DIFFERENCE
FACTOR1	1.61	0.33
FACTOR2	0.43	0.36
FACTOR3	0.075	0.25
FACTOR4	0.0014	0.1

FACTOR LOADINGS (PATTERN MATRIX) AND UNIQUE VARIABLES

VARIABLE	FACTOR 1	FACTOR2	FACTOR3	FACTOR4
Married	0.76	-0.026	0.02	0.0019
Child Minor	0.58	-0.096	0.19	-0.002
Retired Parent	0.59	-0.05	-0.04	-0.0016
Number of Family In USA	0.078	0.47	0.004	0.005
Family In US Can Sponsor Immigration	0.105	0.453	0.051	0.003
Years At Job	0.57	0.045	-0.189	-0.001

Number of Siblings	0.03		-0.05	0.001	0.037

LR test: independent vs. saturated: chi2(21) = 1956.07 Prob>chi2 = 0.0000

SES

FACTOR ANALYSIS CORRELATION

	EIGENVALUE	DIFFERENCE
FACTOR1	1.8	1.5
FACTOR2	0.3	0.21
FACTOR3	0.088	0.14

FACTOR LOADINGS (PATTERN MATRIX) AND UNIQUE VARIABLES

VARIABLE	FACTOR 1	FACTOR2	FACTOR3	
Monthly Salary	0.347	0.23	-0.12	0.81
Years of Education	0.45	0.25	0.16	0.72
Other Paid Trip	-0.48	0.08	0.11	0.75
Wealth in Real Estate	0.27	0.19	-0.16	0.87
Occupational Prestige	0.81	-0.1	0.08	0.32
Satisfaction w/ salary	0.72	-0.19	0.0008	0.45
Selective School	0.045	0.32	0.06	0.89

LR test: independent vs. saturated: chi2(21) = 1.2e+05 Prob>chi2 = 0.0000

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROLS, SES, ST, & INTERVIEW VARIABLES-ALL
UNWEIGHTED DATA, BEIJING & CHENGDU CONSULATES (NON-MIGRANT SURVEY WAVES 2015-2017)

Variables	Model 1		Model 2		Model 3		Model 4	
	odds ratios	SE	odds ratios	SE	odds ratios	SE	odds ratios	SE
male	0.872	0.075	0.864†	0.077	0.858	0.079	0.882	0.08
age	1	0.004	1.01	0.004	0.994	0.007	0.99	0.01
disadvantaged ethnicity	0.578*	0.154	0.583	0.16	0.575	0.177	0.65	0.185
migrant	0.839*	0.086	0.833	0.09	0.859	0.095	0.897	0.822
fujian	0.253***	0.111	0.266**	0.122	0.260**	0.121	0.288**	0.138
foreigner	0.61	0.318	0.387	0.207	0.373	0.203	0.375	0.704
pregnant	0.84	0.06	0.8	0.61	0.732	0.56	0.89	0.704
applied with others	1.01	0.023	1.026	0.024	1.026	0.025	1.02	0.39
other paid trip	1.31	0.13	1.31*	0.141	1.29*	0.141	1.286*	0.144
agent	0.748**	0.688	0.817*	0.077	0.825	0.079	0.84	0.08
immigrant intent	1.576***	0.243	1.48***	0.22	1.46*	0.23	1.48*	0.235
visa for asia	1.207	0.13	1.20*	0.13	1.23	0.141	1.19	0.141
visa for outside asia	1.96***	0.218	1.89***	0.225	1.92***	0.232	1.40***	0.24
occupation prestige			0.996	0.0027	0.994*	0.003	0.995	0.002
monthly salary			1.059	0.068	1.095	0.072	1.087	0.073
wealth real estate			1.002	0.06	0.999	0.0619	0.997	0.06
satisfied w/ salary?			0.704**	0.09	0.687**	0.091	0.64**	0.07
education years			1.11***	0.024	1.128***	0.0248	1.1***	0.02
selective school			1.558*	0.26	1.519*	0.283	2.95**	1.23
humanities			0.816	0.151	0.825	0.155	0.855	0.166
social science			2.85*	1.23	2.776*	1.222	2.87***	1.274
professions			1.659**	0.279	1.686**	0.264	1.68***	0.26
stem			1.336*	0.206	1.336	0.208	1.378***	0.22
business			1.071	0.169	1.04	0.166	1.052	0.173
parent occupation prestige			1.01*	0.004	1.007*	0.0039	1.005	0.004
parent education			1.013	0.0154	1.009	0.015	1.003	0.016
parent visa for asia	1.21	0.169	1.176	0.136	1.171	0.174	1.137	0.174
parent visa for outside asia	1.7**	0.26	1.44*	0.242	1.46***	0.246	1.40**	0.24
years at job					1.027***	0.008	1.02**	0.01
siblings					0.95	0.041	0.946	0.042
married					1.32**	0.178	1.23	0.17
parent of minor					0.691**	0.087	0.679**	0.087
child of retired					0.996***	0.087	1.93***	0.123
number of family in US					1.433***	0.188	1.416**	0.19
immigration visa sponsor-able					0.377**	0.145	0.367***	0.146

confidence							1.01***	0.002
nervous							0.999	0.017
officer white							1.089	0.122
officer male							1.074	0.103
smile							2.28***	0.24
Constant	1.036	0.189	0.064***	0.048	0.065***	0.051	0.022***	0.019
F	6.8		7.09		6.4		7.32	
Prob>F	0		0		0		0	
N	2395		2395		2395		2395	

Notes: * p <0.05, ** p < 0.01, *** p < .001 (two-tailed tests)

TABLE A4

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROLS, SES, ST INDICATORS, UNWEIGHTED
WORKING TOURIST CHINESE ADULTS FROM BEIJING & CHENGDU
CONSULATES (NON-MIGRANT SURVEY WAVES 2015-2017)

Variables	Model 1 odds ratios	SE	Model 2 ratios	SE	Model 3 ratios	SE	Model 4 odds ratios	SE
male	0.683*	0.077	0.864*	0.077	0.713	0.085	0.716***	0.088
age	1	0.006	1.015	0.007	0.991	0.011	0.99	0.01
disadvantaged ethnicity	0.829**	0.296	0.583*	0.16	0.881	0.333	0.917	0.357
migrant	0.687***	0.096	0.833*	0.09	0.738**	0.11	0.783	0.119
fujian	0.219**	0.155	0.234***	0.176	0.246***	0.19	0.3	0.247
pregnant	0.53	0.44	0.442	0.397	0.379	0.34	0.494	0.463
applied with others	1.01	0.03	1.01	0.0311	1.011	0.031	1.002	0.031
other paid trip	1.2	0.175	1.171	0.179	1.18	0.031	1.242	0.198
agent	0.863***	0.103	0.87	0.109	0.9	0.114	0.94	0.124
immigrant intent	1.74**	0.382	1.719**	0.374	1.73**	0.391	1.82**	0.43
visa for asia	1.31*	0.186	1.23	0.234	1.25*	0.192	1.252	0.198
visa for outside	2.463***	0.362	2.205***	0.345	2.28***	0.36	1.99**	0.336
occupation prestige			1.08	0.005	1.006*	0.005	1.006	0.005
monthly salary			1.13	0.096	1.174	0.102	1.209	0.034
wealth real estate			1.046	0.083	1.045	0.087	1.022	0.088
satisfied w/ salary?			0.704***	0.09	0.82	0.132	0.64***	0.07
education years			1.078***	0.033	1.082***	0.033	1.056*	0.034
selective school			1.71**	0.432	1.691**	0.431	1.845**	0.485
humanities			1.22	0.29	1.287	0.034	1.309	0.325
social science			4.021**	1.95	4.138***	2.033	3.99***	1.99
professions			2.250***	0.445	2.355***	0.475	2.284***	0.0474
stem			1.651**	0.335	1.688**	0.347	1.787***	0.378
business			1.606	0.317	1.571**	0.314	1.595**	0.332
parent occupation prestige			1.01**	0.005	1.001**	0.005	1.009*	0.005
parent education			0.975	0.0191	0.969	0.019	0.966	0.02
parent visa for asia	1.32	0.238	1.221	0.234	2.052***	0.499	1.223	0.246
parent visa for outside asia	2.132**	0.477	1.98**	0.475	1.46**	0.246	2.05***	0.517
years at job					1.024**	0.01	1.02**	0.011

	Model 1		Model 2		Model 3		Model 4	
siblings					0.93	0.052	0.929	0.053
married					1.35**	0.212	1.247	0.203
parent of minor					0.646**	0.096	0.63***	0.094
child of retired					1.146	0.167	1.16	0.174
number of family in US					1.609***	0.291	1.416***	0.19
immigation visa sponsor-able					0.22***	0.117	0.367***	0.146
confidence							1.01***	0.003
nervous							1.029	0.024
officer white							1.009	0.148
officer male							1.12	0.14
smile							2.28***	0.24
Constant	0.78	0.22	0.017***	0.048	0.022***	0.024	0.006***	0.008
F	6.53		5.67		5.09		7.32	
Prob>F	0		0		0		0	
N	1415		1415		1415		1415	

Notes: † * p <0.05, ** p < 0.05, *** p < .001 (two-tailed tests)

TABLE 5

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROLS, SES, ST VARIABLES, MODEI
BEIJING & CHENGDU CONSULATES WITH WEIGHTS (NON-MIGRANT SURVEY WAVES 2015

Variables	Model 5		Model 6	
	odds ratios	SE	odds ratios	SE
male	0.79	0.057	1.812	1.01
age	0.95	0.0152	0.95	1.01
disadvantaged ethnicity	0.49	0.212	0.55	0.24
migrant	1.03	0.152	1.04	0.16
fujian	0.23	0.12**	0.21**	0.12
foreigner	0.42	0.33	0.32	0.3
pregnant	0.97	0.97	1.03	1.32
applied with others	1.03	0.04	1.03	0.04
other paid trip	1.18	0.17	1.16	0.17
agent	0.8	0.105	0.82	0.11
immigrant intent	1.25	0.24	1.22	0.24
visa for asia	1.01	0.185	2.33	1.847
visa for outside	1.7***	0.26	2.75	2.44
occupation prestige	0.99*	0.99	0.992	0.004
monthly salary	1.19	0.58	1.1	0.1
wealth real estate	1.07	0.09	1.09	0.09
satisfied w/ sal:	0.77	0.14	0.79	0.15
education years	1.17	0.036	1.21***	0.05
selective school	1.81	0.4	1.81***	0.4
humanities	0.89	0.23	0.917	0.243
social science	2.91	1.7	2.81	1.67
professions	1.46	0.3	1.46	0.31
stem	1.1	0.23	1.1	0.23
business	0.87	0.184	0.9	0.19
parent occupation prestige	1	0.005	1.002	0.005
parent education	1.03	0.02	1.03	0.02
parent visa for asia	1.01	0.19	1.03	0.195
parent visa for outside asia	1.22	0.27	1.22	0.27
years at job	1.03	0.017	1.03	0.018

siblings	0..93	0.06	0.92	0.07
married	0.97	0.47	0.6	0.62
parent of minor	0.84	0.16	0.84	0.16
child of retired	1.316	0.23	0.43	0.42
number of family members in US	1.28	0.26	1.26	0.26
immigation visa sponsor-able	0.22	0.14	0.192	0.135
confidence	1.01***	0.003	1.01***	0.003
nervous	1.003	0.02	1.003	0.02
officer white	0.912	0.13	0.912	0.13
officer male	1.08	0.14	1.1	0.15
spouse educ	1	0.001		
spouse occupation prestige	1.001*	0.001		
spouse years at job	1	0.002		
spouse salary	0.93	0.46		
age*child minor			0.96	0.037
male*child minor			0.76	0.3
age*male			0.97	0.02
traveled within Asia * education years			0.97	0.05
traveled outside Asia * education years			0.97	0.06
married*child minor			4.46*	2.77
married*male			0.96	0.34
married*age			1.02	0.035
parent retired * number siblings			1.03	0.137
parent retired * age			1.03	0.03
child minor * parent retired			1.06	0.43
constant	1.07***	0.2	0.006***	0.01

F	4.3	3.84
Prob>F	0	0
N	2395	2395

TABLE A6

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROLS, SES, ST VARIABLES UNWEIGHTED

COMPLETE DATA FROM BEIJING & CHENGDU CONSULATES (NON-MIGRANT SURVEY WAVES 2015-

Variables	Model 1 odds ratios	SE	Model 2 odds ratios	SE	Model 3 odds ratios	SE	Model 4 odds ratios	SE
male	0.856**	0.144	0.864*	0.077	0.816	0.094	0.823	0.09
age	1.003	0.008	1.01	0.004	1.001	0.008	0.99	0.087
disadvantaged ethnicity	1.02	0.53	0.583*	0.16	0.887	0.263	0.95	0.29
migrant	1.06	0.226	0.833*	0.09	0.948	0.127	1.017	0.144
fujian	omitted	omitted	omitted	omitted	omitted	omitted	omitted	omitted
foreigner	0.28	0.32	0.406	0.254	0.341*	0.214	0.375*	0.704
pregnant	omitted	omitted	omitted	omitted	omitted	omitted	omitted	omitted
applied with others	0.94	0.035	1.026	0.024	1.067*	0.036	1.062*	0.0363
other paid trip	1.34	0.25	1.27*	0.173	1.257*	0.172	1.286*	0.186
agent	0.66**	0.117	0.736**	0.09	0.735**	0.093	0.762**	0.1
immigrant intent	1.375	0.37	1.5**	0.294	1.49**	0.294	1.487**	0.304
visa for asia	1.12	0.232	1.28*	0.258	1.294*	0.191	1.278	0.196
visa for outside	1.26	0.273	2.16***	0.316	2.175***	0.323	1.98***	0.3
occupation prestige			0.997	0.033	0.996*	0.003	0.995	0.003
monthly salary			103	0.086	1.077	0.093	1.077	0.095
wealth real estate			1.076	0.079	1.085	0.081	1.06	0.08
satisfied w/ salary?			0.752*	0.116	0.725***	0.114	0.735*	0.12
education years			1.157***	0.034	1.166***	0.034	1.14***	0.034
selective school			1.61**	0.352	1.612**	0.356	1.8**	0.418
humanities			1.2	0.269	1.236	0.281	1.348	0.371
social science			3.2**	1.65	3.108**	1.6	3.24**	1.69
professions			1.832***	0.357	1.860***	0.365	1.88***	0.383
stem			1.504**	0.292	1.477*	0.29	1.579**	0.323
business			1.29	0.256	1.26	0.254	1.336	0.278
parent occupation prestige			1.006	0.004	1.005	0.004	1.006	0.0047
parent education			1.015	0.018	1.01	0.019	1.005	0.247
parent visa for asia	0.87**	0.253	1.40*	0.06	1.364	0.249	1.281	0.275

parent visa for outside asia	1.63***	0.304	1.366	0.284	1.46	0.287	1.281	0.275
years at job					1.022**	0.009	1.017*	0.01
siblings					0.994	0.054	0.997	0.054
married					1.36**	0.213	1.29	0.21
parent of minor					0.614**	0.092	0.60***	0.167
child of retired					1.089	0.15	1.14	0.167
family in US					1.544***	0.267	1.5**	0.267
immigation visa sponsor-able					0.596**	0.278	1.488***	0.34
confidence							1.01***	0.003
nervous							0.999	0.0225
officer white							0.089	0.122
officer male							0.911	0.112
smile							2.9***	0.4
Constant	0.497***	0.112	0.009***	0.009	0.008***	0.0089	0.003***	0.004
F	6.79		6.67		5.8		7.32	
Prob>F	0		0		0		0	
N	840		840		840		840	

Notes: † * p <0.05, ** p < 0.05, *** p < .001 (two-tailed tests)

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROLS, SES, ST VARIABLES WEIGHTED COMPLETE DATA FROM BEIJING CONSULATES (NON-MIGRANT SURVEY WAVES 2015-2017)

Variables	Model 1 odds ratios	SE	Model 2 odds ratios	SE	Model 3 odds ratios	SE	Model 4 odds ratios	SE
male	0.881	0.094	0.873*	0.102	0.895	0.106	0.915	0.114
age	1.006	0.005	1.02***	0.011	1.005	0.009	1	0.009
disadvantaged ethnicity	0.812	0.228	0.8611	0.258	0.901	0.732	0.954	0.304
migrant	0.836	0.104	0.79*	0.108	0.8	0.11	0.858	0.128
fujian	0.538	0.24	0.65	0.319	0.675	0.33	0.816	0.43
foreigner	0.451	0.266	0.254*	0.159	0.364	0.161	0.194**	0.129
pregnant	1.5	1.181	1.13	1.01	1.022	1.27	1.237	1.17
applied with others	1.021	0.03	1.03	0.032	1.032	1.029	1.03	0.033
other paid trip	1.068	0.132	1.2	0.167	1.186	1.19	1.205	0.176
agent	0.671***	0.08	0.743**	0.094	0.14	0.769*	0.78**	0.105
immigrant intent	1.91***	0.371	1.696**	0.35	1.684	0.352	1.74***	0.379
visa for asia	1.91***	0.481	1.55	0.18	1.243	0.188	1.212	0.194
visa for outside	2.85***	0.395	2.43***	0.295	2.45***	0.375	2.187***	0.351
occupation prestige			0.998	0.003	0.998	0.0035	0.998	0.0037
monthly salary			1.049	0.088	1.09	0.095	1.087	0.097
wealth real estate			1.14*	0.086	1.15*	0.088	1.124	0.089
satisfied w/ salary?			0.569***	0.596	0.558***	0.092	0.556***	0.096
education years			1.197***	0.036	1.2***	0.037	1.18***	0.0389
selective school			1.61**	0.35	1.86***	0.62	2.24***	0.57
humanities			1.22	0.283	12.7	0.297	1.41	0.353
social science			2.17	1.06	2.1	1.04	2.19	1.135
professions			1.72	0.342	1.73***	1.021	1.74***	0.369
stem			1.51**	0.302	1.495**	0.301	1.617**	0.349
business			1.358	0.274	1.327	0.27	1.39	0.302
parent occupation prestige			1.004	0.004	1.004	0.005	0.999	0.0036
parent education			1.032	0.02	1.027	0.02	1.022	0.0214
parent visa for asia	1.69***	0.289	1.56**	0.29	1.54	0.29	1.481	0.294
parent visa for outside asia	1.72***	0.329	1.673	0.595	1.359	0.299	1.25	0.28
years at job					1.03*	0.019	1.01	0.011
siblings					0.963	0.053	0.96	0.559

	Model 1		Model 2		Model 3		Model 4	
married					1.286	0.206	1.19	0.055
parent of minor					0.579***	0.089	0.555***	0.09
child of retired					1.11	0.157	1.205	0.18
number of family in US immigation					0.646	0.311	0.62	0.319
visa sponsor-able					0.646***	0.311	0.62***	0.319
confidence							1.016***	0.003
nervous							0.989*	0.233
officer white							0.82	0.12
officer male							1.043	0.1355
smile							3.92***	0.57
Constant	0.557**	0.127	0.003***	0.003	0.0024***	0.026	0.001***	0.001
F	7.87		7.91		6.68		7.29	
Prob>F	0		0		0		0	
N	1555		1555		1555		1555	

Notes: † * p <0.05, ** p < 0.05, *** p < .001 (two-tailed tests)

TABLE A7

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROLS, SES, ST VARIABLES WEIGHTED
COMPLETE DATA FROM CHENGDU CONSULATES (NON-MIGRANT SURVEY WAVES 2015-2017)

Variables	Model 1		Model 2		Model 3		Model 4	
	odds ratios	SE	odds ratios	SE	odds ratios	SE	odds ratios	SE
male	0.998	0.0172	0.92	0.17	0.925	0.176	0.875	0.18
age	1.019**	0.009	1.03	0.011	1.001	0.016	1.01	0.018
disadvantaged ethnicity	0.82	0.425	0.758	0.41	0.698	0.402	0.423	0.259
migrant	1.025	0.221	1.07	0.261	1.119	0.27	1.174	0.309
fujian	omitted	omitted	omitted	omitted	omitted	omitted	omitted	omitted
foreigner	0.405	0.472	0.122	0.159	0.364	0.476	0.45	0.682
pregnant	omitted	omitted	omitted	omitted	omitted	omitted	omitted	omitted
applied with others	0.958	0.039	0.992	0.0444	0.987	0.045	0.981	0.047
other paid trip	0.958	0.039	1.45	0.343	1.257*	0.172	1.229	0.426
agent	0.574***	0.102	0.736**	0.712*	0.14	0.093	0.726	0.157
immigrant intent	1.88***	0.563	1.97**	2.34	2.34**	0.79	2.606**	0.96
visa for asia	2.19***	0.481	2.10****	0.496	2.081***	0.505	2.07	0.623
visa for outside	3.45***	0.855	3.45***	0.99	3.75***	1.038	3.672***	1.087
occupation prestige			1.001	0.006	0.999	0.007	0.995	0.0073
monthly salary			1.221	0.199	1.174	0.203	1.103	0.208
wealth real estate			1.018	0.147	0.93	0.154	0.956	0.173
satisfied w/ salary?			0.509**	0.15	0.403***	0.137	0.451**	0.161
education years			1.28***	0.0337	1.302***	0.061	1.31***	0.066
selective school			1.515**	0.53	1.691	0.62	1.758	0.686
humanities			0.646	0.279	1.236	0.659	0.686	0.332
social science			0.406	0.299	3.108**	0.399	0.29	0.212
professions			0.937	0.29	1.860***	1.021	1.118	0.393
stem			0.98	0.26	1.477*	0.999	1.045	0.375
business			0.727	0.261	1.26	0.708	0.683	0.269
parent occupation prestige			1.001	0.008	1.005	1.07	1.007	0.009
parent education			1.06	0.033	1.01	1.066*	1.052	0.038
parent visa for asia	1.485	0.439	1.47	0.463	1.52	0.53	1.693	0.626
parent visa for outside asia	1.99***	0.661	1.673	0.595	1.68	0.613	1.556	0.609
years at job					1.03*	0.019	1.022	0.005

siblings					0.994	0.054	0.832	0.091
married					1.633	0.571	1.401	0.53
parent of minor					0.777	0.248	0.739	0.255
child of retired					1.1	0.313	1.155	0.355
number of family in US					0.651*	0.163	0.637	0.168
visa sponsor-					0.103***	0.086	0.066***	0.635
confidence							1.02***	0.005
nervous							0.929*	0.0225
officer white							2.462***	0.761
officer male							1.069	0.247
smile							3.38***	0.76
Constant	0.999	0.376	0.001***	0.002	0.004***	0.0089	0.003***	0.004
F	4.36		3.81		3.26		3.64	
Prob>F	0		0		0		0	
N	840		840		840		840	

Notes: † * p <0.05, ** p < 0.05, *** p < .001 (two-tailed tests)

TABLE A9

LOGISTIC REGRESSION OF VISA ACQUISITION ON CONTROL, SES, ST VARIABLES UNWEIGHTED
COMPLETE DATA FROM BEIJING CONSULATES (NON-MIGRANT SURVEY WAVES 2015-2017)

Variables	Model 1 odds ratios	SE	Model 2 odds ratios	SE	Model 3 odds ratios	SE	Model 4 odds ratios	SE
male	0.8**	0.08	0.864*	0.077	0.816	0.094	0.823	0.09
age	1.01**	0.005	1.01	0.004	1.001	0.008	0.99	0.087
disadvantaged ethnicity	0.8	0.223	0.583*	0.16	0.887	0.263	0.95	0.29
migrant	0.97	0.12	0.833*	0.09	0.948	0.127	1.017	0.144
fujian	0.305**	0.14	0.32**	0.169	0.331**	0.169	0.354*	0.1911
foreigner	0.617	0.368	0.406	0.254	0.341*	0.214	0.375*	0.704
pregnant	0.883	0.067	0.63	0.529	0.58	0.481	0.648	0.559
applied with others	1.056*	0.033	1.026	0.024	1.067*	0.036	1.062*	0.0363
other paid trip	1.133	0.139	1.27*	0.173	1.257*	0.172	1.286*	0.186
agent	0.672***	0.078	0.736**	0.09	0.735**	0.093	0.762**	0.1
immigrant intent	1.687**	0.316	1.5**	0.294	1.49**	0.294	1.487**	0.304
visa for asia	1.325**	0.181	1.28*	0.258	1.294*	0.191	1.278	0.196
visa for outside	2.49***	0.34	2.16***	0.316	2.175***	0.323	1.98***	0.3
occupation prestige			0.997	0.033	0.996*	0.003	0.995	0.003
monthly salary			103	0.086	1.077	0.093	1.077	0.095
wealth real estate			1.076	0.079	1.085	0.081	1.06	0.08
satisfied w/ salary?			0.752*	0.116	0.725***	0.114	0.735*	0.12
education years			1.157***	0.034	1.166***	0.034	1.14***	0.034
selective school			1.61**	0.352	1.612**	0.356	1.8**	0.418
humanities			1.2	0.269	1.236	0.281	1.348	0.371
social science			3.2**	1.65	3.108**	1.6	3.24**	1.69
professions			1.832***	0.357	1.860***	0.365	1.88***	0.383
stem			1.504**	0.292	1.477*	0.29	1.579**	0.323
business			1.29	0.256	1.26	0.254	1.336	0.278
parent occupation prestige			1.006	0.004	1.005	0.004	1.006	0.0047
parent education			1.015	0.018	1.01	0.019	1.005	0.247
parent visa for asia	1.506**	0.253	1.40*	0.06	1.364	0.249	1.281	0.275

	Model 1		Model 2		Model 3		Model 4	
parent visa for outside asia	1.63***	0.304	1.366	0.284	1.46	0.287	1.281	0.275
years at job					1.022**	0.009	1.017*	0.01
siblings					0.994	0.054	0.997	0.054
married					1.36**	0.213	1.29	0.21
parent of minor					0.614**	0.092	0.60***	0.167
child of retired					1.089	0.15	1.14	0.167
family in US immigration					1.544***	0.267	1.5**	0.267
visa sponsorable					0.596**	0.278	1.488***	0.34
confidence							1.01***	0.003
nervous							0.999	0.0225
officer white							0.089	0.122
officer male							0.911	0.112
smile							2.9***	0.4
Constant	0.497***	0.112	0.009***	0.009	0.008***	0.0089	0.003***	0.004
F	6.79		6.67		5.8		7.32	
Prob>F	0		0		0		0	
N	1555		1555		1555		1555	

Notes: † * p <0.05, ** p < 0.05, *** p < .001 (two-tailed tests)

Interview Protocol/Schedule:

For Non-Immigrant Visa Applicants:

问题如：
1 What type of visa are you applying for?
您申请什么类型的签证？旅游或者其他？
2 Did you pass?
您通过了吗？
3 Are you applying alone?
您是独自申请的吗？
还是和其他人一起申请的？（如果是这个，继续问有多少人
4 How many times have you applied for a visa? When? Where?)
您申请了多少次美国签证？（多少次？什么时候？在哪儿？）
5 In the past five years what countries visas have you applied for? Did you pass them all?
您过去五年申请过什么其他国家的签证？都通过了吗？
6 What is your ethnicity?
您的民族？
7 What city do you live in?
您居住在哪个城市？

What hukou if your city in?
您的户口在哪个城市？（如果只回答省份，则要继续追问是哪个城市）
8 What is your age?
您的年龄？
9 What is your marital status?
您的婚姻状况？
10 Do you have children? How many? How old are they?
您有孩子吗？有几个？（若有，问孩子多大？
11Who is paying for your trip?
谁为您的旅行买单／美国之行的费用由谁支付？
12 How many homes do your parents own? Where are they? How many square meters?
您的父母有几套房子？在什么城市？每个房子各是多少平米？
13 How many homes do you own? Where are they? How many square meters?
您有几套房子？房子在那个城市？每个房子各是多少平米？
14 How many children do your parents have?
您的父母有几个孩子？

15 What work do you do?
您做什么工作？（若回答不够详细，则要继续追问到更具体的职位；若无工作，则问6题跳至）
In what work unit?
您在什么单位／公司？
Do you work in government, a public service institution, a state owned enterprise, a privately owned enterprise or are you self employed …?
是在政府部门，事业单位，国企，私企，还是个体户？
How long have you worked at this job?
工作了多久？
What is your monthly salary?
您的月薪多少？
Are you satisfied with your monthly salary?
您对您的月薪满意吗？

16 What is your highest year of education?
您的学历是什么？
17 From what school did you study?
您从哪所学校毕业？（没读过就跳到24）
  (If student visa applicant: 还要问您想申请哪所学校？)
18 What discipline of study?
什么专业？／(if student applicant:在美国大学您想要读什么专业（这是一个主观问题subjective question）？

19.When is the first time you had the idea of going abroad? What led you to have that idea?

第一次有出国想法的时间？

在怎么样的情况下做出的决定？

20.Why do you want to go to some particular country (if any) rather than another?

您为什么现在申请美国签证而不是其他国家？

21.Did you think about going abroad before you were 20?

您20岁之前想过出国吗？

19 Before you went into the embassy with what probability did you think you would get the visa?

在您进去领事馆之前，您认为得到签证的几率有多大（1%到100%之间）？ 为什么您不说百分之百？

20 The visa officer asked you what questions? How did you answer?

签证官问了您哪些问题？您的回答是什么？

21 On a scale of 0 to 10, how nervous were you?

请用0到10描述一下您在面试中的紧张程度？

22 What was the sex and race of the interviewing officer?

签证官性别和人种和是什么？他是白人，黑人，或者黄种人？

23 Did he or she smile?

签证官微笑过吗？

24) Do you know anyone who has been denied a visa? Why do you think they were denied?

您认识其他被拒签的人吗？

您认为为什么被拒签了？

25 Do you have family in the US? What is the relationship? What is their immigration status (citizen, have a green card, are a nonimmigrant, or have some other status)?

您有家人在美国吗？是什么关系？他们是公民、有绿卡、非移民还是别的状况？

26 Did you use an agent to apply for a visa?

有签证中介机构帮助您申请吗？

How did he or she help you?

他如何帮您？

How much did that cost?

中介费是多少？

27 What problems did you have applying for the visa?

您在申请签证时遇到过什么困难？

28

What work do you parents do? Their work unit? Economic sector? Their educational level? What countries visas have they applied for? Did they pass? Their age？

您的父母（退休以前）做什么工作？在那个城市？什么类型的单位？

父母的学历？

父母以前申请过什么国家的签证？通过了吗？

父母的年龄吗？

30 What is the education level of your spouse? What school/discipline? What work is his her work? Work unit? Type of work sector? How long have he/she worked? Her monthly salary?

您的丈夫／妻子的最高学历？

ta在做什么工作？具体一点，问到职位；

ta在什么单位／公司？

您的丈夫（妻子）是在政府部门，事业单位，国企，私企，还是个体户？

ta工作了多久？

ta月薪多少？

31 (if the child is working age)?) What is the education level of your child? What school/discipline? What work is his her work? Work unit? Type of work sector? How long have he/she worked? Her monthly salary?

如果孩子工作：

您的孩子的最高学历？

ta在做什么工作？具体一点，问到职位；

ta在什么单位／公司？

您的孩子是在政府部门，事业单位，国企，私企，还是个体户？

ta工作了多久？

ta月薪多少？

32 If you had the opportunity would you immigrate into the US? Why?
如果有机会您愿意移民到美国吗？为什么？

33 If you had the opportunity would you spend more than half of the rest of your life in the US? Why?

如果您有机会你是否愿意每年在美国居住半年以上的时间，不一定是移民？为什么？什么不愿意？

如果有机会，您愿意从现在起在美国居住您后半生一半以上的时间吗？为什么？（这个时间是可以自己选择的，比如一年内半年居住在美国）？

34 How long did it take you to travel to consular bureau to get a visa？
从您住的地方到美国大使馆 往返 大概 花了多少时间？

35 How much did it cost you to travel roundtrip to the consulate (including food, accommodation and transportation expenses?)
从您住的地方到美国大使馆 往返 大概 花了多少钱 （包括住宿，交通，和食物的费用）？

36 How long do you plan to stay in the US?
您将在美国呆多久？

如果我需要核对信息可以联系一下您吗？（因为有时候录音质量不好听不清，我们希望能获得准确的信息

可以给我您的联系方式吗？手机或者QQ或者邮箱

(if they passed) 若此人通过：

当您回国后，我们希望能了解您在美国的旅行如何，到时候可以再次采访您吗？跳至45

For denied applicants (若此人被拒签)：

41

Do you believe the interview influenced the outcome of the decision or do you think it is just based on your materials?

您觉得面试对您的签证结果有影响

还是您觉得您的签证结果只是根据您提交的申请材料决定的？

42 Are you going to continue to apply?
您还会继续申请吗？

43 How long will you wait before you apply again?

您将等多长时间再继续申请？

44 Next time you apply what will you do differently?

下次您表现得会有什么不同？

下次在申请签证之前，您的生活是否会发生重要改变？例如结婚，生孩子，工作改变，户口改变，去其他国家旅行, 买房。等等？

45

Willl you apply for a different kind of visa?

您会去申请同类型的签证吗？

46 If you cannot get the visa will you stay in China? Or go to another country? Which country?
如果您每次都被拒签， 您想申请去其他国家还是留在中国？

对被拒签的人说：

我祝愿您下次能通过，并且我也想知道下次您的申请结果。

所以等到您下次申请的时候，我可以联系您吗？

如果此人之前申请过多次

48 If you applied more than one time, please tell me about the last itme you applied. When was it? Where? What type of visa? Did you pass? 如果您申请过多次，请问您第一次申请签证（不一定是去美国？）时是在什么时候？在那儿？）

您申请什么类型的签证？

通过了吗？

49) During this visa interview and your previous / first visa interview, what changed in your presentation of self? What changed in your life? (if possible ask between differences between each time)

在您被拒签的经历中，您应对面试的表现有什么不同，或者您的生活有什么重要的的变化？例如结婚，生孩子，工作改变，户口改变，去其他国家旅行, 买房。等等？

50) About the previous time you applied, with what probability did you think you would obtain the visa?

在那一次签证经历中？在出国 之前，您认为得到签证的几率有多大（1%到100%之间）？

如果您不是百分之百确定能够得到签证，原因是什么？

51) What did the officer ask you?

签证官问了您哪些问题？您是如何作答的？

52) How nervous were you 0-10?

请用0到10描述一下您在面试中的紧张程度？在整个过程中，紧张程度又是如何变化的？

53) What was the race and sex of officer and did he/she smile? 签证官的人种和性别是什么？他微笑过？

54) Anything else you wish to add?

您有其他需要补充的吗？

Thank you for participating in the questionnaire.

谢谢您参加我们的调研

不好意思打扰您了！谢谢您的耐心回答！

E. Brokers:

有关经纪人的问题：

You3guan1jing1ji4ren2de0wen4ti2:

1) in your opinion, what is the most common reason nonimmigrant visa applicants are denied visas (please rank the reasons)?

您认为非移民签证申请者遭到拒签的最主要原因是什么（请将原因排序）？

Nin2ren4wei2fei1yi2min2qian1zheng4shen1qing3zhe3zao1dao4ju4qian1de0zui4zhu3yao4yuan2yin1shi4shen2me0(qing3jiang1yuan2yin1pai2xu4)?

2) What are the particular mistakes that they make that you emphasize when you coach them?

在您指导他人的过程中，哪些是您曾强调过的典型错误？

zai4nin2zhi3dao3ta1ren2de0guo4cheng2zhong1,na3xie1shi4nin2suo3qiang2diao4guo4de0dian3xing2cuo4wu4?

3) Do consulates tend to refer applicants to particular brokers? If so, what are their characteristics? What are the characteristics of those that do not apply?

领事馆建议申请者寻找特定经纪人吗？如果是，那些经纪人有什么特点？哪 些特点不适用？

Ling3shi4guan3jian4yi4shen1qing3zhe3xun2zhao3te4ding4de0jing1ji4ren2ma0?ru2guo3shi4,na4xie1jing1ji4ren2you3shen2me0te4dian3?na3xie1te4dian3bu2shi4yong4?

4) Could you describe what type of applicants who you will not help, even if they are willing to pay?

请描述一下那些即使支付酬劳，您也不愿提供帮助的申请者类型。

Qing3miao2shu4yi2xia4na4xie1ji2shi3zhi1fu4chou2lao2,nin2ye3bu2yuan4yi4ti2gong4bang1zhu4de0shen1qing3zhe3lei4xing2。

5) How long have you been providing this service? What have you learned over the years about how to prepare an applicant for his interview?

您得到这份服务工作多久了？在帮助申请者准备面试的几年中，您得到了哪些收获？

Nin2de2dao4zhe4fen4fu2wu4gong1zuo4duo1jiu3le0?zai4bang1zhu4shen1qing3zhe3zhun3bei4mian4shi4de0ji3nian2zhong1,nin2de2dao4le0na3xie1shou1huo4

F. Visa Officers (All of the above questions for brokers, plus
1) before you see an applicant but are able to review his materials, do you usually have a good idea whether you will deny or grant him/her the visa, and if so, what most influences your decision?
2) How do you account for the fact that the applicant may be nervous and may say the wrong thing when you evaluate them?
3) What sorts of cases raise concerns for you and other officers?
4) What sorts of patterns emerge among unsuccessful applicant behavior that may be due to misinformation exchanged between them?
5) Do you find people who apply in large groups more credible and if so, why?
6) When you speak with other officers about cases, what do you frequently discuss?
7) How has the way you make decisions changed over time since you started work at the consulate?
8) Could you describe in general the profile of an ideal applicant you would grant a visa (one you would deny a visa)?
9) How long do you plan to stay in this position and what is your next as well as ultimate goal in the civil service bureaucracy? How might that affect the morale of you or others in your position?
10) Do you in general like the country in which you are stationed? Do you hope to be transferred to another location?