

## A Online Appendix

Table A.1: Randomization checks (unstandardized)

<i>Variable</i>	Experiment I			Experiment II			Experiment I + II		
	<i>Self</i>	<i>Random</i>	<i>p-value</i>	<i>Self</i>	<i>Random</i>	<i>p-value</i>	<i>Self</i>	<i>Random</i>	<i>p-value</i>
GPA	5.260 (.520)	5.208 (.406)	.196	5.214 (.488)	5.128 (.595)	.524	5.236 (.503)	5.170 (.506)	.167
Analytical test	5.324 (1.720)	5.267 (1.865)	.889	5.207 (1.794)	5.438 (2.060)	.429	5.263 (1.755)	5.349 (1.958)	.649
Admission test	6.139 (1.195)	6.225 (1.124)	.480	6.391 (1.260)	6.295 (1.127)	.592	6.269 (1.232)	6.259 (1.123)	.957
Presentation	6.351 (1.860)	6.174 (1.710)	.550	7.085 (1.474)	6.727 (1.652)	.125	6.729 (1.708)	6.440 (1.701)	.078
Interview	6.548 (1.623)	6.837 (1.750)	.128	6.085 (1.770)	6.091 (1.523)	.879	6.309 (1.712)	6.478 (1.682)	.282
Discussion	5.516 (1.709)	5.649 (1.647)	.689	5.959 (1.723)	6.018 (1.520)	.932	5.742 (1.726)	5.823 (1.595)	.776

Descriptive statistics (unstandardized) of pre-experiment data. The  $p$ -values are from a two-sided MWU test comparing the differences in the mean ranks of the two treatments. Standard deviations are in parentheses.

Table A.2: Average and standard deviation of performance (z-Standardized)

<i>Variable</i>	Experiment I			Experiment II		
	<i>Self</i>	<i>Random</i>	<i>p-value</i>	<i>Self</i>	<i>Random</i>	<i>p-value</i>
Total team task	-.303*** (1.214)***	.297 (.621)	.007 .002	.049 (.967)	-.089 (1.046)	.451 .534
1 <sup>st</sup> team task	-.239** (1.140)	.234 (.791)	.011 .104	-.196* (1.150)	.183 (.791)	.064 .193
2 <sup>nd</sup> team task	-.251* (1.248)***	.245 (.599)	.068 .001	.114 (.956)	-.153 (1.047)	.156 .381
Exam	-.049 (.840)	.079 (.765)	.533 .857	-.016 (.846)	-.034 (.669)	.656 .188

Descriptive statistics (z-Scores) of the students' performance in the experiment. Average [standard deviation] of the team performance for the team tasks at the team level and for the exam at the individual student level. The p-values stem from a two-sided MWU test for a comparison of averages between *Self* and *Random*. Levene's p-values are the results of a comparison of variances between the two treatments. Significance indicators: \*\*\*  $p < .01$ , \*\*  $p < .05$ , \*  $p < .1$ .

Table A.3: Pairwise correlations of variables

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
<i>Pre-Experiment data</i>								
(1) GPA	-							
(2) Female	.135***	-						
(3) Analytical test	.205***	-.310***	-					
(4) Admission test	.176***	.033	-.112**	-				
<i>Experiment data</i>								
(5) Total team task	.126**	-.056	.056	-.020	-			
(6) 1 <sup>st</sup> team task	.101*	.000	-.011	.027	.566***	-		
(7) 2 <sup>nd</sup> team task	.092*	-.073	.073	-.057	.919***	.220***	-	
(8) Exam score	.320***	-.090*	.291***	-.009	.122**	.127**	.078	-

Note: The table displays correlation coefficients of pairwise correlations. All scores are z-standardized. The table includes data from all treatments and experiments. Significance indicators: \*\*\*  $p < .01$ , \*\*  $p < .05$ , \*  $p < .1$ .

Figure A.1: Distribution of performance for (a) 1<sup>st</sup> team task in Experiment I and Experiment II (both written) and (b) 2<sup>nd</sup> team task in Experiment I (written) and Experiment II (video) across treatments

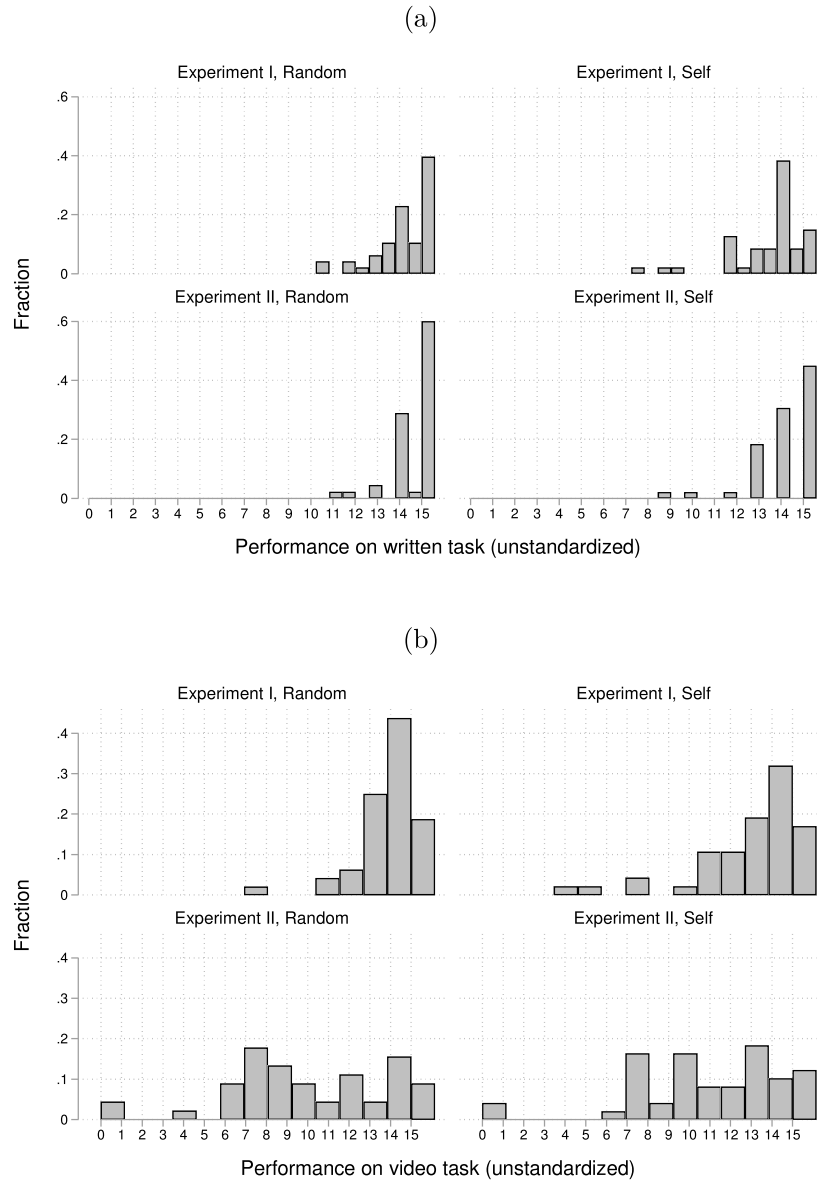
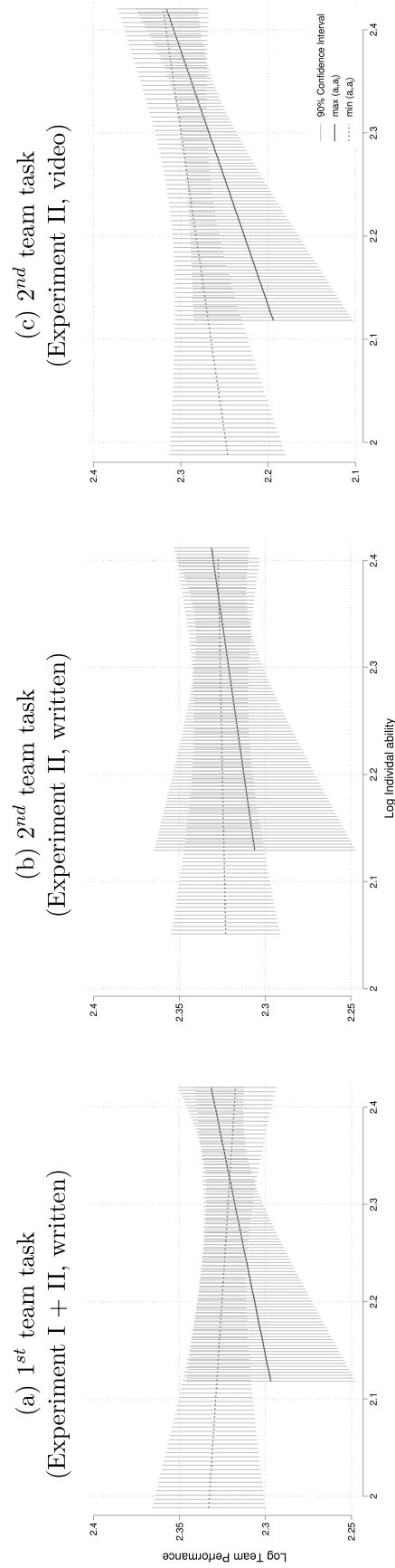


Table A.4: Regressions for team performance with team level controls

Independent variables	Dependent variable:					
	Performance on 1 <sup>st</sup> team task (Exp. I and II: written)			Performance on 2 <sup>nd</sup> team task (Exp. I: written, II: video)		
	(1)	(2)	(3)	(4)	(5)	(6)
1 if <i>Self</i>	-.426*** (.142)	-.473** (.202)	-.497** (.203)	-.117 (.145)	-.496** (.202)	-.520** (.200)
1 if Experiment II		-.051 (.164)	.024 (.149)		-.399** (.178)	-.334* (.173)
<i>Self</i> x Experiment II		.094 (.286)	.022 (.275)		.763*** (.289)	.703** (.283)
<i>Controls (Team level averages)</i>						
GPA			.195* (.107)			.165 (.110)
Admission test			-.040 (.096)			-.099 (.113)
Constant	.209** (.082)	.234** (.114)	.246** (.113)	.052 (.090)	.245*** (.086)	.257*** (.085)
Observations	189	189	188	189	189	188
R-squared	.045	.046	.077	.003	.040	.054

Note: Columns (1) - (3) show OLS regressions of z-standardized team performance on the first task. In both experiments, the students had to submit a written solution to the task. Columns (4) - (6) show OLS regressions of z-standardized team performance on the second task. In Experiment I, the students had to submit a written solution to the task; while in Experiment II, the students had to submit a video clip. The control variables are team level average GPA and admission test scores (z-standardized). Robust standard errors are in parentheses. Significance indicators: \*\*\*  $p < .01$ , \*\*  $p < .05$ , \*  $p < .1$ .

Figure A.2: Team performance and individual abilities in *Random*



Note: The figure shows the relationship between the team performance and the individual exam performance (as a measure of ability) of team members. The lines show linear fits, all variables are log transformed.