Online Appendix

"Differential Efficacy of Survey Incentives Across Contexts: Experimental Evidence from Australia, India, and the United States" by Katharine Conn, Cecilia Hyunjung Mo, and Bhumi Purohit

Appendix A: Survey Text

Figure A1: **E-Mail Invitation, India**

Dear *RECIPIENT*:

You are invited to participate in an important research study conducted by [redacted] in the United States on education, career, politics, and personal beliefs that will take approximately 30 minutes to complete.

We are interested in learning from individuals like you, who have applied to service programs like Teach For India. We recognize that you have extremely valuable insights, and we very much appreciate your participation.

We would like to emphasize that no identifying information about you will be made public and all of your choices will be kept completely confidential.

Note that this survey requires that you be on a computer, as flash cannot be administered on tablets or other mobile devices.

Follow this link to the Survey:
Take the Survey

Or copy and paste the URL below into your internet browser:
https://vuhtv.qualtrics.com/WRQualtricsSurveyEngine/?Q_SS=7OpxQaqu8Kf1qfj_7ZYowztYB2Zhknb&_=1

Note your survey link will automatically save your progress. If you are logged out, just re-click on your link in this email, and you will be able to resume where you left off.

Figure A2: **Control Condition (Appeal Only) in the Consent Form, India**

You are invited to participate in a research study conducted by [redacted] on education, career, politics, and personal beliefs that will take approximately 30 minutes. No identifying information about you will be made public and all of your choices will be kept COMPLETELY CONFIDENTIAL.

Your participation is voluntary. There are no known risks associated with this study beyond those associated with everyday life. If you have any questions, concerns or complaints about this research, and its procedures, risks and benefits, contact the Protocol Director, Dr. [redacted].

Thank you for your participation.

If you are not satisfied with how this study is being conducted, or if you have any concerns, complaints, or general questions about the research or your rights as a participant, please contact the [redacted] University Institutional Review Board Office at [redacted]. Again, all of your responses will be completely anonymous.

Figure A3: **A Few Large Prizes (Lottery) Treatment Condition in the Consent Form, India**

You are invited to participate in a research study conducted by [redacted] on education, career, politics, and personal beliefs that will take approximately 30 minutes. No identifying information about you will be made public and all of your choices will be kept COMPLETELY CONFIDENTIAL.

Your participation is voluntary. There are no known risks associated with this study beyond those associated with everyday life. If you have any questions, concerns or complaints about this research, and its procedures, risks and benefits, contact the Protocol Director, Dr. [redacted].

As a thank you for your participation, you will be entered into a lottery to win a cash prize (two USD 1000 cash prizes).

If you are not satisfied with how this study is being conducted, or if you have any concerns, complaints, or general questions about the research or your rights as a participant, please contact the [redacted] University Institutional Review Board Office at [redacted]. Again, all of your responses will be completely anonymous.

Figure A4: **Many Small Prizes (Lottery) Treatment Condition in the Consent Form, India**

You are invited to participate in a research study conducted by [redacted] on education, career, politics, and personal beliefs that will take approximately 30 minutes. No identifying information about you will be made public and all of your choices will be kept COMPLETELY CONFIDENTIAL.

Your participation is voluntary. There are no known risks associated with this study beyond those associated with everyday life. If you have any questions, concerns or complaints about this research, and its procedures, risks and benefits, contact the Protocol Director, Dr. [redacted].

As a thank you for your participation, you will be entered into a lottery to win a cash prize (twenty USD 100 cash prizes).

If you are not satisfied with how this study is being conducted, or if you have any concerns, complaints, or general questions about the research or your rights as a participant, please contact the [redacted] University Institutional Review Board Office at [redacted]. Again, all of your responses will be completely anonymous.

Figure A5: **A Few Large Prizes and Many Small Prizes (Lottery) Treatment Condition in the Consent Form, India**

You are invited to participate in a research study conducted by [redacted] on education, career, politics, and personal beliefs that will take approximately 30 minutes. No identifying information about you will be made public and all of your choices will be kept COMPLETELY CONFIDENTIAL.

Your participation is voluntary. There are no known risks associated with this study beyond those associated with everyday life. If you have any questions, concerns or complaints about this research, and its procedures, risks and benefits, contact the Protocol Director, Dr. [redacted].

As a thank you for your participation, you will be entered into a lottery to win a cash prize (two USD 1000 cash prizes and twenty USD 100 cash prizes).

If you are not satisfied with how this study is being conducted, or if you have any concerns, complaints, or general questions about the research or your rights as a participant, please contact the [redacted] University Institutional Review Board Office at [redacted]. Again, all of your responses will be completely anonymous.

Figure A6: **Charity Treatment Condition in the Consent Form, India**

You are invited to participate in a research study conducted by [redacted] on education, career, politics, and personal beliefs that will take approximately 30 minutes. No identifying information about you will be made public and all of your choices will be kept COMPLETELY CONFIDENTIAL.

Your participation is voluntary. There are no known risks associated with this study beyond those associated with everyday life. If you have any questions, concerns or complaints about this research, and its procedures, risks and benefits, contact the Protocol Director, Dr. [redacted].

As a thank you for your participation, we will provide you with \$5 to donate to a charitable organization of your choice.

If you are not satisfied with how this study is being conducted, or if you have any concerns, complaints, or general questions about the research or your rights as a participant, please contact the [redacted] University Institutional Review Board Office at [redacted]. Again, all of your responses will be completely anonymous.

Figure A7: **E-mails with varying treatments, Australia and the United States**

Dear [redacted]

You are invited to participate in a research study conducted by [redacted], universities in the United States of America, on education, career, politics, and personal beliefs that will take approximately 20 minutes to complete. We are very much interested in learning from individuals like you, who have considered participating in programs like Teach For Australia.

We recognise that whether or not you ultimately joined the organisation, you have extremely valuable insights, and as a thank you for your participation, we will provide you with $10 to donate to a charitable organization of your choice.

We would like to emphasize that no identifying information about you will be made public and all of your choices will be kept completely confidential.

Note that this survey requires that you be on a computer, as flash cannot be administered on tablets or other mobile devices.

Follow this link to the Survey:

Take the Survey

Your survey link will automatically save your progress. If you are logged out, just re-click on the link in your email, and you will be able to resume where you left off.

Note: The second paragraph varied and stated the following the control: "We recognize that whether or not you ultimately joined the organization, you have extremely valuable insights. Thank you for your participation." The treatment conditions stated: "We recognize that whether or not you ultimately joined the organization, you have extremely valuable insights, and as a thank you for your participation, we will [enter you into a lottery to win a cash prize (two USD 1000 cash prizes) / enter you into a lottery to win a cash prize [twenty USD 100 cash prizes / enter you into a lottery to win a cash prize (two USD 1000 cash prizes and twenty USD 100 cash prizes) / provide you with \$5 to donate to a charitable organization of your choice / provide you with \$10 to donate to a charitable organization of your choice]." In the case of the 2024 replication study in the United States, rather than the \$10 donation condition, we offered a \$20 donation.

0.0.1 Figure A8: Text of the Adapted Dictator Game

Upon completion of this study, in addition to the prize noted in the survey invitation, you will automatically be entered into a lottery, where ten participants will randomly be selected to win $100.[15] If you are the winner of the drawing, you have the option of keeping all of the $100 prize for yourself or contributing any or all of this money to one or more of the charitable organizations listed below. How much you decide to keep and how much you decide to give away is entirely up to you. In the event you are the winner, use the entries below to distribute the totality or part of your $100 bonus. The total must sum up to 100 dollars.

Yourself : _____ (0)

American Cancer Society : _____ (1)

Boys and Girls Club of America : _____ (2)

Habitat for Humanity : _____ (3)

Red Cross : _____ (4)

Salvation Army : _____ (5)

Save the Children : _____ (6)

St. Jude Children's Research Hospital : _____ (7)

Teach For America : _____ (8)

US fund for UNICEF : _____ (9)

World Wildlife Federation : _____ (10)

Total : _____

[15]The list of charities provided varied by country. The complete list of charities is provided in Appendix A, Table A1.

Table A1: **List of charities for charity treatment**

Country	**Charities**
Australia	Australian Conservation Foundation (1) Australian Red Cross Society (2) Headspace National Youth Mental Health Foundation Ltd (3) Royal Flying Doctor Service of Australia (4) RSPCA Australia (5) Save the Children Australia (6) Teach For Australia (7) UNICEF Australia (8) World Vision Australia (9) World Wide Fund for Nature (10)
India	Red Cross (1) Teach For India (2) Pratham (3) Vanashakti (4) Self-Employed Women's Association (SEWA) (5) Child Relief and You (CRY) (6) Samata (7) Prajwala (8) Janagraha (9) Helpage India (10)
United States	American Cancer Society (1) Boys and Girls Club of America (2) Habitat for Humanity (3) Red Cross (4) Salvation Army (5) Save the Children (6) St. Jude Children's Research Hospital (7) Teach For America (8) US fund for UNICEF (9) World Wildlife Federation (10)

Appendix B: Balance Tests and Descriptive Statistics

Note: Appendix B presents descriptive statistics for pre-treatment demographic variables. Tables B1, B2, and B3 show differences in means for demographic variables between the population and respondents, which we refer to as our "sample." B4, B5, and B6 show the results for Bartlett's test of equality of variances across treatment groups at treatment assignment.

Table B1: Descriptive Statistics At Assignment: Teach For Australia

	Mean:Population	Mean:Sample	N:Population	n:Sample
Admitted	0.258	0.391	1470	238
Attended Selection Day	0.366	0.538	1470	238
Female	0.528	0.509	1399	224
European-Descent	0.531	0.483	1470	238
Age Group	7.999	7.908	1470	238

Note: Based on administrative data

Table B2: Descriptive Statistics At Assignment: Teach For India

	Mean:Population	Mean:Sample	N:Population	n:Sample
Cohort Year	2012.718	2012.565	10650	1780
Admitted	0.313	0.384	6623	1588
Female	0.563	0.511	10460	1745

Note: Based on administrative data

Table B3: Descriptive Statistics At Assignment: Teach For America

	Mean:Population	Mean:Sample	N:Population	n:Sample
Admitted	0.423	0.508	120417	11777
Matriculated	0.347	0.415	120417	11777
College GPA	3.449	3.506	120333	11763
College Selectivity Score	0.760	0.780	83398	8277
Female	0.706	0.729	119098	11774
White	0.588	0.721	112091	11755
Pell Grant Recipient	0.370	0.313	117650	11515
Parent Attended College	0.983	0.939	120354	11752

Note: Based on administrative data

Table B4: Balance Across Treatment Groups At Assignment: Teach For Australia

	Test Statistic	p-Value	df	N
Admitted	6.041	0.302	5	1469
Attended Selection Day	1.208	0.944	5	1469
Female	0.032	1.000	5	1398
European-Descent	0.061	1.000	5	1469
Age	12.595	0.027	5	1469

Note: Results from Bartlett's tests. Based on Administrative Data.

Table B5: Balance Across Treatment Groups At Assignment: Teach For India

	Test Statistic	p-Value	df	N
Cohort Year	4.183	0.382	4	1779
Admitted	0.433	0.980	4	1587
Female	0.003	1.000	4	1744

Note: Results from Bartlett's tests. Based on Administrative Data.

Table B6: Balance Across Treatment Groups at Assignment: Teach For America

	Test Statistic	p-Value	df	N
Admitted	4.275	0.511	5	120412
Matriculated	25.375	0.000	5	120412
College GPA	190.654	0.000	5	120328
College Selectivity Score	147.526	0.000	5	83394
Female	142.414	0.000	5	119093
White	23.515	0.000	5	112086
Pell Grant Recipient	23.589	0.000	5	117645
Parent Went to College	263.637	0.000	5	120349

Note: Results from Bartlett's tests. Based on Administrative Data.

Appendix C: ITT Analysis, India

Note for Tables C1-C2: We estimate the ITT rates in India to enable comparability across country contexts. Qualtrics, the platform through which we distributed the survey, forced equal distribution of assignment across all five treatment conditions after individuals clicked on an e-mail link to take the survey. In India, the e-mail did not contain the treatment information, but once a respondent clicked the link to take the survey in the e-mail, the consent form contained the incentive. To get the ITT for India, we use the fact that Qualtrics equally distributed each type of incentive to those who decided to take the survey. For the denominator of the ITT—the number of respondents who could be exposed to the treatment—we take the total number of individuals who received an email invitation and divide by five (for five incentives). The numerators are the number of respondents who completed the survey or proceeded past the consent form for the completion rate and response rate, respectively.

Table C1: T-Test, Approximate Intent to Treat Response Rate, India

	Mean 1	Mean 2	t	p-value
Control vs. $5 Charity	0.140	0.142	−0.219	0.827
Control vs. Small Lottery	0.140	0.131	0.814	0.416
Control vs. Big Lottery	0.140	0.140	−0.031	0.975
Control vs. Mixed Lottery	0.140	0.129	0.966	0.334
$5 Charity vs. Small Lottery	0.142	0.131	1.037	0.300
$5 Charity vs. Big Lottery	0.142	0.140	0.189	0.850
$5 Charity vs. Mixed Lottery	0.142	0.129	1.192	0.233
Small Lottery vs. Big Lottery	0.131	0.140	−0.849	0.396
Small Lottery vs. Mixed Lottery	0.131	0.129	0.148	0.883
Big Lottery vs. Mixed Lottery	0.140	0.129	1.002	0.316

Note: *p<0.1; **p<0.05; ***p<0.01

For an explanation for why we use an approximate ITT, please refer to section 3.2 of the paper. Mean 1 refers to the first incentive listed in column 1 and Mean 2 refers to the second incentive listed in column 2. The t-test is a paired, independent test for the difference in means.

Table C2: T-Test, Approximate Intent to Treat Completion Rate, India

	Mean 1	Mean 2	t	p-value
Control vs. $5 Charity	0.045	0.049	−0.351	0.726
Control vs. Small Lottery	0.045	0.039	0.467	0.640
Control vs. Big Lottery	0.045	0.045	−0.027	0.978
Control vs. Mixed Lottery	0.045	0.042	0.245	0.806
$5 Charity vs. Small Lottery	0.049	0.039	0.818	0.414
$5 Charity vs. Big Lottery	0.049	0.045	0.324	0.746
$5 Charity vs. Mixed Lottery	0.049	0.042	0.595	0.552
Small Lottery vs. Big Lottery	0.039	0.045	−0.495	0.621
Small Lottery vs. Mixed Lottery	0.039	0.042	−0.221	0.825
Big Lottery vs. Mixed Lottery	0.045	0.042	0.273	0.785

Note: *p<0.1; **p<0.05; ***p<0.01

For an explanation for why we use an approximate ITT, please refer to section 3.2 of the paper. Mean 1 refers to the first incentive listed in column 1 and Mean 2 refers to the second incentive listed in column 2. The t-test is a paired, independent test for the difference in means.

Appendix D: Differences Across Incentives

Table D1: Australia: Response Rates, Linear Probability Model for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.029	−0.037	−0.053	−0.053	−0.041
	(0.033)	(0.033)	(0.033)	(0.033)	(0.033)
\$5 Charity		−0.008	−0.024	−0.024	−0.012
		(0.033)	(0.033)	(0.033)	(0.033)
\$10 Charity			−0.016	−0.016	−0.004
			(0.033)	(0.033)	(0.033)
Small Lottery				0.000	0.012
				(0.033)	(0.033)
Large Lottery					0.012
					(0.033)
Controls?	No				
Observations	1,470				
R^2	0.002				
Adjusted R^2	−0.001				
Residual SE (df = 1464)	0.0369				
F Statistic (df = 5; 1464)	0.705				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in Australia (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.029).

Table D2: Australia: Response Rates, Linear Probability Model with Controls for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.028	−0.037	−0.053	−0.053	−0.041
	(0.033)	(0.033)	(0.033)	(0.033)	(0.033)
\$5 Charity		−0.008	−0.025	−0.025	−0.012
		(0.033)	(0.033)	(0.033)	(0.033)
\$10 Charity			−0.016	−0.016	−0.004
			(0.033)	(0.033)	(0.033)
Small Lottery				0.000	0.012
				(0.033)	(0.033)
Large Lottery					0.012
					(0.033)
Controls?	Yes				
Observations	1,470				
R^2	0.002				
Adjusted R^2	−0.002				
Residual SE (df = 1463)	0.0369				
F Statistic (df = 5; 1463)	0.594				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in Australia, with demographic controls for age group (see results from Bartlett's test for equality of variances in Table B4). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.028).

Table D3: Australia: Completion Rates, Linear Probability Model for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.016	−0.024	−0.033	−0.024	−0.008
	(0.031)	(0.031)	(0.031)	(0.031)	(0.031)
\$5 Charity		−0.008	−0.016	−0.008	0.008
		(0.031)	(0.031)	(0.031)	(0.031)
\$10 Charity			−0.008	0.000	0.016
			(0.031)	(0.031)	(0.031)
Small Lottery				0.008	0.024
				(0.031)	(0.031)
Large Lottery					0.016
					(0.031)
Controls?	No				
Observations	1,470				
R^2	0.001				
Adjusted R^2	−0.002				
Residual SE (df = 1464)	0.340				
F Statistic (df = 5; 1464)	0.300				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for completion rates in Australia (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.016)

Table D4: Australia: Completion Rates, Linear Probability Model with Controls for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.016	−0.024	−0.033	−0.024	−0.008
	(0.031)	(0.031)	(0.031)	(0.031)	(0.031)
\$5 Charity		−0.008	−0.016	−0.008	0.008
		(0.031)	(0.031)	(0.031)	(0.031)
\$10 Charity			−0.008	0.000	0.016
			(0.031)	(0.031)	(0.031)
Small Lottery				0.008	0.025
				(0.031)	(0.031)
Large Lottery					0.016
					(0.031)
Controls?	Yes				
Observations	1,470				
R^2	0.001				
Adjusted R^2	−0.003				
Residual SE (df = 1463)	0.343				
F Statistic (df = 5; 1463)	0.257				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for completion rates in Australia, with demographic controls for age group (see results from Bartlett's test for equality of variances in Table B4). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.016)

Table D5: Australia: Response Rates, Marginal Effects for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.029	−0.037	−0.053	−0.053	−0.041
	(0.033)	(0.033)	(0.033)	(0.033)	(0.033)
\$5 Charity		−0.008	−0.024	−0.024	−0.012
		(0.033)	(0.033)	(0.033)	(0.033)
\$10 Charity			−0.016	−0.016	−0.004
			(0.033)	(0.033)	(0.033)
Small Lottery				0.000	0.012
				(0.033)	(0.033)
Large Lottery					0.012
					(0.033)
Controls?	No				
Observations	1,470				
Log Likelihood	−616.01				
Akaike Inf. Crit.	1,246				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in Australia (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.029)

Table D6: Australia: Response Rates, Marginal Effects with Controls for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.028	−0.037	−0.053	−0.053	−0.041
	(0.033)	(0.033)	(0.033)	(0.033)	(0.033)
\$5 Charity		−0.008	−0.025	−0.025	−0.012
		(0.033)	(0.033)	(0.033)	(0.033)
\$10 Charity			−0.016	−0.016	−0.004
			(0.033)	(0.033)	(0.033)
Small Lottery				0.000	0.012
				(0.033)	(0.033)
Large Lottery					0.012
					(0.033)
Controls?	Yes				
Observations	1,470				
Log Likelihood	−616.00				
Akaike Inf. Crit.	1,248				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in Australia, with controls for age group (see results from Bartlett's test for equaity of variances in Table B4). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.028)

Table D7: Australia: Completion Rates, Marginal Effects for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.016	−0.024	−0.033	−0.024	−0.008
	(0.031)	(0.031)	(0.031)	(0.031)	(0.031)
\$5 Charity		−0.008	−0.016	−0.008	0.008
		(0.031)	(0.031)	(0.031)	(0.031)
\$10 Charity			−0.008	0.000	0.016
			(0.031)	(0.031)	(0.031)
Small Lottery				0.008	0.024
				(0.031)	(0.031)
Large Lottery					0.016
					(0.031)
Controls?	No				
Observations	1,470				
Log Likelihood	−511.49				
Akaike Inf. Crit.	1,037				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in Australia (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.016).

Table D8: Australia: Completion Rates, Marginal Effects with Controls for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.016	−0.024	−0.033	−0.024	−0.008
	(0.031)	(0.031)	(0.031)	(0.031)	(0.031)
\$5 Charity		−0.008	−0.016	−0.008	0.008
		(0.031)	(0.031)	(0.031)	(0.031)
\$10 Charity			−0.008	0.000	0.016
			(0.031)	(0.031)	(0.031)
Small Lottery				0.008	0.025
				(0.031)	(0.031)
Large Lottery					0.016
					(0.031)
Controls?	Yes				
Observations	1,470				
Log Likelihood	−511.47				
Akaike Inf. Crit.	1,039				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in Australia, with controls for age group (see results from Bartlett's test for equality of variances in Table B4). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.016).

Table D9: India: Response Rates, Linear Probability Model for ToT

	Dependent Variable: Response Rate			
	Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.016	0.036	−0.008	0.033
	(0.026)	(0.026)	(0.026)	(0.027)
Charity		0.052*	0.008	0.049*
		(0.026)	(0.026)	(0.027)
Small Lottery			−0.043	−0.003
			(0.026)	(0.027)
Large Lottery				0.040
				(0.027)
Controls?	No			
Observations	2,628			
R^2	0.002			
Adjusted R^2	0.001			
Residual SE (df = 2623)	0.429			
F Statistic (df = 4; 2623)	1.600			

Notes: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in India (a simple regression linear without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.016).

Table D10: India: Completion Rates, Linear Probability Model for ToT

	Dependent Variable: Completion Rate			
	Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.033	0.031	−0.002	0.008
	(0.036)	(0.036)	(0.036)	(0.036)
Charity		0.064*	0.031	0.041
		(0.036)	(0.036)	(0.036)
Small Lottery			−0.033	−0.023
			(0.036)	(0.037)
Large Lottery				0.010
				(0.036)
Controls	No			
Observations	1,780			
R^2	0.002			
Adjusted R^2	0.000			
Residual SE (df = 1775)	0.481			
F Statistic (df = 4; 1775)	0.816			

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for completion rates in India (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.033).

Table D11: India: Response Rates, Marginal Effects for ToT

	Dependent Variable: Response Rate			
	Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.016	0.036	−0.008	0.033
	(0.026)	(0.026)	(0.026)	(0.027)
Charity		0.052*	0.008	0.049*
		(0.026)	(0.026)	(0.027)
Small Lottery			−0.043	−0.003
			(0.026)	(0.027)
Large Lottery				0.040
				(0.027)
Controls	No			
Observations	2,628			
Log Likelihood	−1,501.61			
Akaike Inf. Crit.	3,015			

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for response rates in India (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is −0.016).

Table D12: India: Completion Rates, Marginal Effects for ToT

	Dependent Variable: Completion Rate			
	Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.033	0.031	−0.002	0.008
	(0.036)	(0.036)	(0.036)	(0.036)
Charity		0.064*	0.031	0.041
		(0.036)	(0.036)	(0.036)
Small Lottery			−0.033	−0.023
			(0.036)	(0.037)
Large Lottery				0.010
				(0.036)
Controls	No			
Observations	1,780			
Log Likelihood	−1,218.94			
Akaike Inf. Crit.	2,450			

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in India (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is −0.033).

Table D13: U.S.: Response Rates, Linear Probability Model for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.024***	−0.019***	−0.035***	−0.035***	−0.059***
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		0.004	−0.012***	−0.011***	−0.035***
		(0.003)	(0.003)	(0.003)	(0.003)
\$10 Charity			−0.016***	−0.016***	−0.040***
			(0.003)	(0.003)	(0.003)
Small Lottery				0.001	−0.024***
				(0.003)	(0.003)
Large Lottery					−0.024***
					(0.003)
Controls	No				
Observations	120,413				
R^2	0.004				
Adjusted R^2	0.004				
Residual SE (df = 120407)	0.300				
F Statistic (df = 5; 120407)	88.375***				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in the United States (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.024).

Table D14: U.S.: Response Rates, Linear Probability Model with Controls for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	-0.020^{***}	-0.023^{***}	-0.035^{***}	-0.034^{***}	-0.059^{***}
	(0.004)	(0.004)	(0.004)	(0.004)	(0.004)
\$5 Charity		-0.003	-0.015^{***}	-0.014^{***}	-0.039^{***}
		(0.004)	(0.004)	(0.004)	(0.004)
\$10 Charity			-0.012^{***}	-0.011^{***}	-0.036^{***}
			(0.004)	(0.004)	(0.004)
Small Lottery				0.001	-0.024^{***}
				(0.004)	(0.004)
Large Lottery					-0.025^{***}
					(0.004)
Controls	Yes				
Observations	74,223				
R^2	0.028				
Adjusted R^2	0.028				
Residual SE (df = 74210)	0.305				
F Statistic (df = 12; 74210)	179.163^{***}				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in the United States, with controls for matriculation, college GPA, college selectivity score, gender, race (white), pell grant receipt, and parent's college education (see results from Bartlett's test for equal variances in Table B6). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is -0.020).

Table D15: U.S.: Completion Rates, Linear Probability Model for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.020***	−0.017***	−0.030***	−0.027***	−0.051***
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		0.003	−0.009***	−0.007***	−0.031***
		(0.003)	(0.003)	(0.003)	(0.003)
\$10 Charity			−0.013***	−0.010***	−0.034***
			(0.003)	(0.003)	(0.003)
Small Lottery				0.002	−0.021***
				(0.003)	(0.003)
Large Lottery					−0.024***
					(0.003)
Controls	No				
Observations	120,413				
R^2	0.003				
Adjusted R^2	0.003				
Residual SE (df = 120407)	0.262				
F Statistic (df = 5; 120407)	81.802***				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for completion rates in the United States (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.020).

Table D16: U.S.: Completion Rates, Linear Probability Model with Controls for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	-0.019^{***}	-0.022^{***}	-0.029^{***}	-0.027^{***}	-0.053^{***}
	(0.004)	(0.004)	(0.004)	(0.004)	(0.004)
\$5 Charity		0.002	-0.010^{***}	-0.008^{**}	-0.033^{***}
		(0.003)	(0.003)	(0.004)	(0.003)
\$10 Charity			-0.008^{**}	-0.005	-0.031^{***}
			(0.003)	(0.004)	(0.003)
Small Lottery				0.002	-0.023^{***}
				(0.004)	(0.003)
Large Lottery					-0.026^{***}
					(0.004)
Controls	Yes				
Observations	74,223				
R^2	0.026				
Adjusted R^2	0.025				
Residual SE (df = 74210)	0.272				
F Statistic (df = 12; 74210)	162.029^{***}				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for completion rates in the United States, with controls for matriculation, college GPA, college selectivity score, gender, race (white), pell grant receipt, and parent's college education (see results from Bartlett's test for equal variances in Table B6). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is -0.019).

Table D17: U.S.: Response Rates, Marginal Effects for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	-0.024^{***}	-0.019^{***}	-0.035^{***}	-0.035^{***}	-0.059^{***}
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		0.004	-0.012^{***}	-0.011^{***}	-0.035^{***}
		(0.003)	(0.003)	(0.003)	(0.003)
\$10 Charity			-0.016^{***}	-0.016^{***}	-0.040^{***}
			(0.003)	(0.003)	(0.003)
Small Lottery				0.001	-0.024^{***}
				(0.003)	(0.003)
Large Lottery					-0.024^{***}
					(0.003)
Controls	No				
Observations	120,413				
Log Likelihood	$-24{,}474.56$				
Akaike Inf. Crit.	48,963				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for response rates in the U.S (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.024).

Table D18: U.S.: Response Rates, Marginal Effects with Controls for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	-0.020^{***}	-0.023^{***}	-0.035^{***}	-0.034^{***}	-0.059^{***}
	(0.004)	(0.004)	(0.004)	(0.004)	(0.004)
\$5 Charity		0.003	-0.015^{***}	-0.014^{***}	-0.039^{***}
		(0.004)	(0.004)	(0.004)	(0.004)
\$10 Charity			-0.012^{***}	-0.011^{***}	-0.036^{***}
			(0.004)	(0.004)	(0.004)
Small Lottery				0.001	-0.024^{***}
				(0.004)	(0.004)
Large Lottery					-0.025^{***}
					(0.004)
Controls	Yes				
Observations	74,223				
Log Likelihood	$-17{,}240.35$				
Akaike Inf. Crit.	34,509				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for response rates in the U.S, with controls for matriculation, college GPA, college selectivity score, gender, race (white), pell grant receipt, and parent's college education (see results from Bartlett's test for equal variances in Table B6). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.020).

Table D19: U.S.: Completion Rates, Marginal Effects for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	-0.020^{***}	-0.017^{***}	-0.030^{***}	-0.027^{***}	-0.051^{***}
	(0.003)	(0.003)	(0.003)	(0.003)	(0.002)
\$5 Charity		0.003	-0.009^{***}	-0.007^{***}	-0.031^{***}
		(0.003)	(0.003)	(0.003)	(0.003)
\$10 Charity			-0.013^{***}	-0.010^{***}	-0.034^{***}
			(0.003)	(0.003)	(0.003)
Small Lottery				0.002	-0.021^{***}
				(0.003)	(0.003)
Large Lottery					-0.024^{***}
					(0.003)
Controls	No				
Observations	120,413				
Log Likelihood	$-9{,}690.35$				
Akaike Inf. Crit.	19,395				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in the U.S (a simple linear regression without any controls for demographic variables). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.020).

Table D20: U.S.: Completion Rates, Marginal Effects with Controls for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$10 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	-0.019^{***}	-0.022^{***}	-0.029^{***}	-0.027^{***}	-0.053^{***}
	(0.004)	(0.004)	(0.004)	(0.004)	(0.004)
\$5 Charity		0.002	-0.010^{***}	-0.008^{**}	-0.033^{***}
		(0.003)	(0.003)	(0.004)	(0.003)
\$10 Charity			-0.008^{***}	-0.005	-0.031^{***}
			(0.003)	(0.004)	(0.003)
Small Lottery				0.002	-0.023^{***}
				(0.004)	(0.003)
Large Lottery					-0.026^{***}
					(0.004)
Controls	Yes				
Observations	74,223				
Log Likelihood	$-8{,}629.48$				
Akaike Inf. Crit.	17,287				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in the U.S, with controls for matriculation, college GPA, college selectivity score, gender, race (white), pell grant receipt, and parent's college education (see results from Bartlett's test for equal variances in Table B6). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is -0.019).

Appendix E: Subjects and Context

The experimental design is consistent with APSA's Principles and Guidance for Human Subjects Research.

All subjects were recruited through an online informed consent process that described the incentives and processes of the survey. Based on the IRB protocols, we did not use any deception in the surveys, nor did we anticipate any harm to subjects from participating in the surveys.

While the surveys asked political questions, they did not intervene in any political processes, nor do we anticipate any negative emotional effect on respondents from these questions.

Our subjects for all surveys were recruited using the applicant lists provided by Teach for America, Teach for Australia, and Teach for India. We only considered applicants that were serious contenders for admission (i.e., made it to the final stage of the application process), and those who agreed to having their contact information shared with researchers. Respondents then filled out an online survey using Qualtrics. The sample in Australia is notably smaller than in the U.S. and India, as the sample is further restricted to those who explicitly provided consent to Teach For Australia to share their data with a third party, which was done through a survey shortly before the launch of our survey. In the case of the U.S. and India, consent to share contact information with authorized third parties was received during the application process. As such, in the U.S. and India, we were able to invite all applicants to the organization that met our study eligibility criteria (i.e., made it to the final applicant stage). Because participants had already finished their participation in these programs, survey response did not alter their employment status in any way.

Appendix F: Replication Results for U.S. (2024 Experiment)

Note: This study, conducted in 2024, replicated the Teach for America 2015 experiment. The replication added one more condition which provided respondents with USD 20 to donate to a charity of their choice, in addition to the existing USD 5 charity condition. This additional condition reflects a higher purchasing power parity (PPP) rate during the design of the replication (Source: IMF, USD 1 = INR 23.41 as of April 2023 with an exchange rate of USD 1 = 84.30 INR). Using this data, the new incentive is worth slightly more than the 5 USD incentive we provided in India, which is equivalent to USD 18 (i.e., (84.30 INR/USD*5 USD)/(23.41 INR/USD) = 18.01 USD) in the U.S. from a purchasing power perspective.

Table F1: Descriptive Statistics: Teach For America, 2024 Study

	Mean:Pop	Mean:Sample	N:Pop	n:Sample
Admitted	0.467	0.582	175762	13084
Matriculated	0.685	0.778	82087	7618
College GPA	3.466	3.793	175518	13074
College is Selective	0.782	0.834	80938	6681
Female	0.698	0.705	175762	13084
White	0.503	0.607	175762	13084
Pell Grant Recipient	0.409	0.344	175762	13084
Age	34.735	34.764	102403	8361

Note: Based on administrative data

Figure F1: U.S. 2024 Study: Response Rates

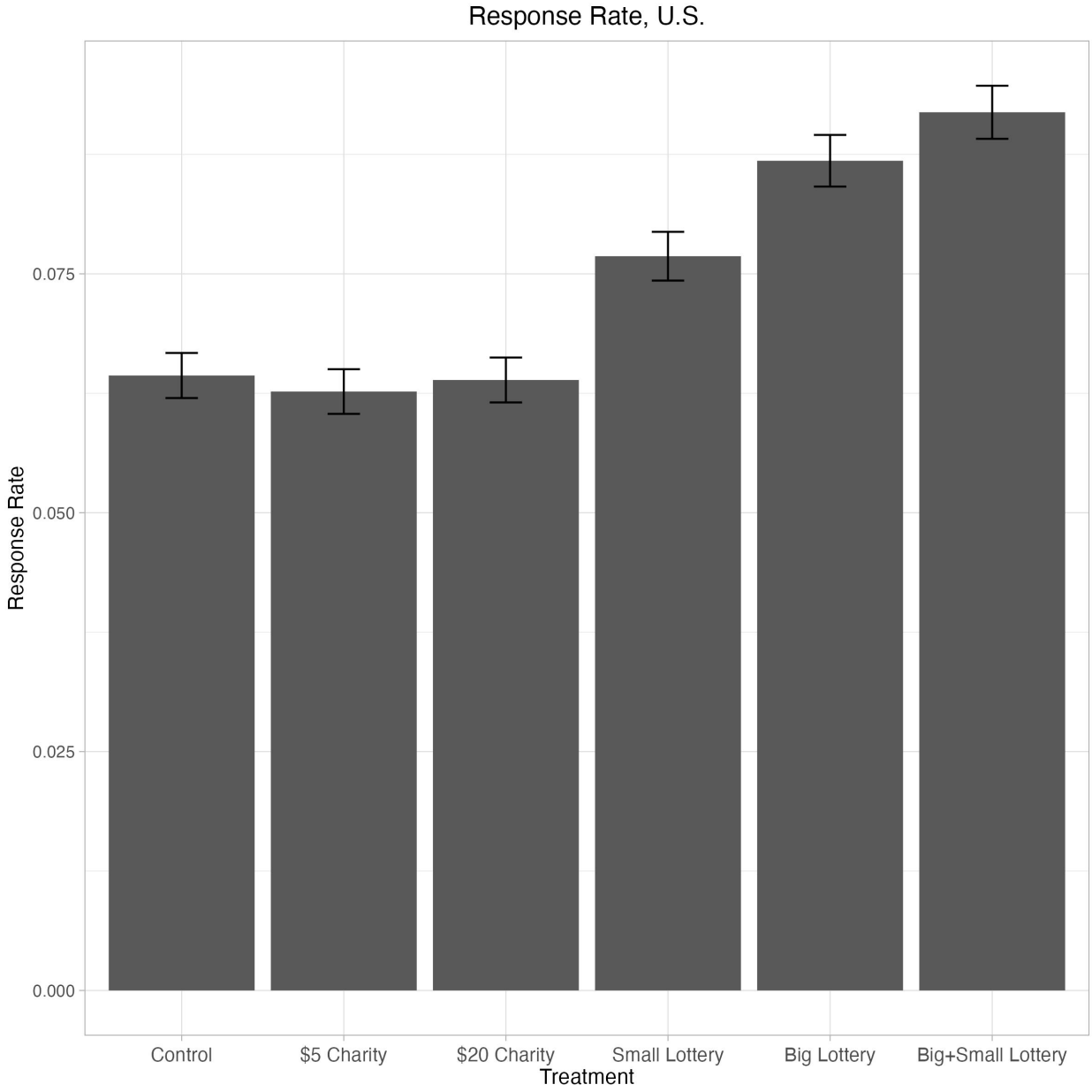

Figure F2: U.S. 2024 Study: Completion Rates

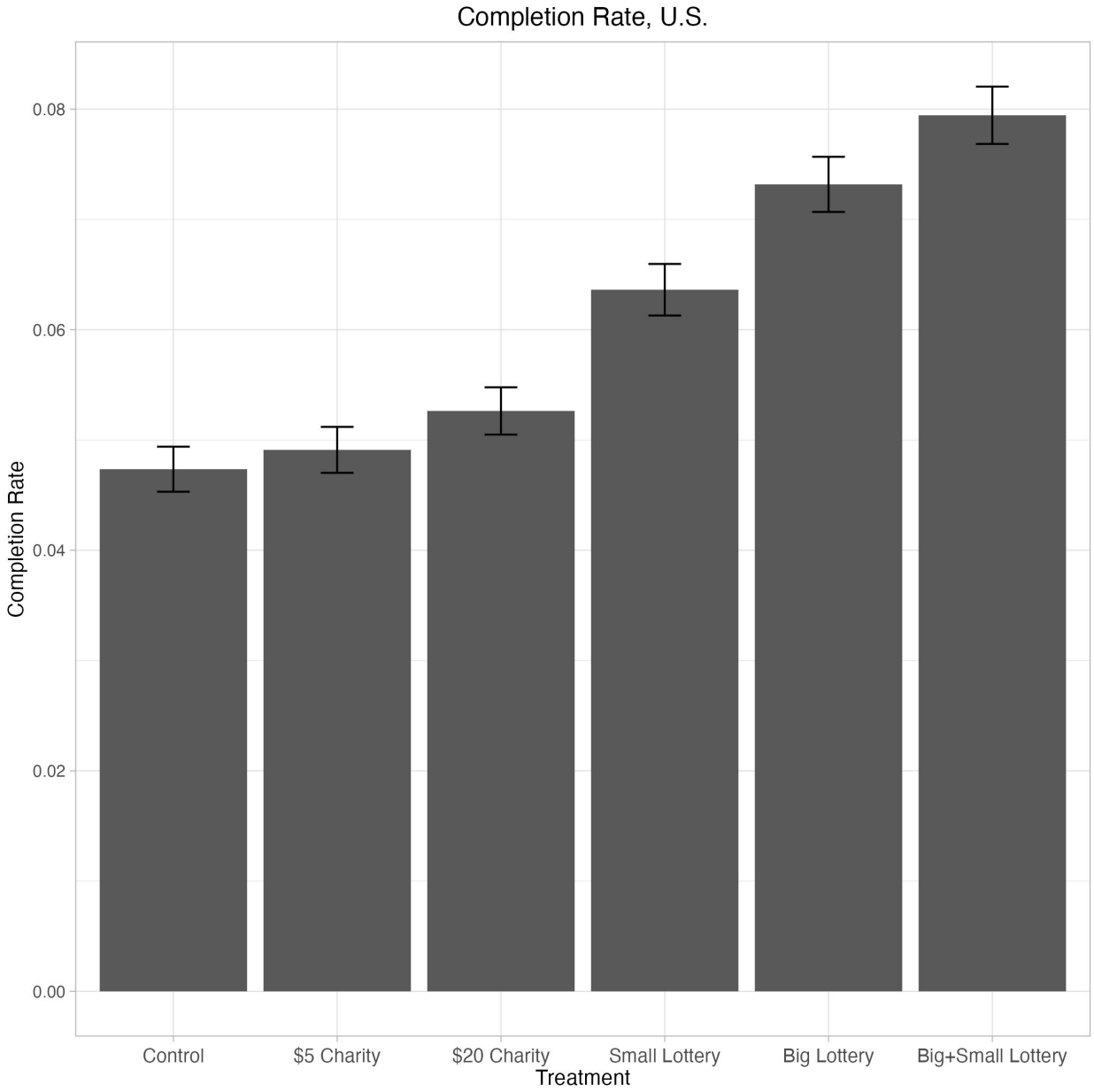

Table F2: Balance Across Treatment Groups at Assignment: Teach For America, 2024 Study

	Test Statistic	p-Value	df	N
Admitted	0.053	1.000	5	175761
Matriculated	1.222	0.943	5	82086
College GPA	0.000	0.000	5	175517
College is Selective	2.749	0.739	5	80937
Female	2.250	0.814	5	175761
White	0.001	1.000	5	175761
Pell Grant Recipient	0.347	0.997	5	175761
Age	51.295	0.000	5	102402

Note: Based on administrative data

Table F3: U.S. 2024 Study: Response and Completion Rates

	Response Rates		**Completion Rates**		
	Mean	SD	Mean	SD	N
Control	0.0644	0.2454	0.0473	0.2124	29272
$5 Charity	0.0627	0.2424	0.0491	0.2161	29083
$20 Charity	0.0639	0.2446	0.0526	0.2233	29299
Small Lottery	0.0768	0.2664	0.0636	0.2441	29487
Big Lottery	0.0868	0.2816	0.0732	0.2604	29354
Mixed Lottery	0.0919	0.2889	0.0794	0.2704	29267

Table F4: U.S. 2024 Study: Response Rates, Linear Probability Model for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	0.002	0.000	−0.012***	−0.022***	−0.028***
	(0.002)	(0.002)	(0.002)	(0.002)	(0.002)
\$5 Charity		−0.001	−0.014***	−0.024***	−0.029***
		(0.002)	(0.002)	(0.002)	(0.002)
\$20 Charity			−0.013***	−0.023***	−0.028***
			(0.002)	(0.002)	(0.002)
Small Lottery				−0.010***	−0.015***
				(0.002)	(0.002)
Large Lottery					−0.005**
					(0.002)
Controls?	No				
Observations	175,762				
R^2	0.002				
Adjusted R^2	0.002				
Residual SE (df = 175756)	0.262				
F Statistic (df = 5; 175756)	69.421***				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in the United States . The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is 0.002).

Table F5: U.S. 2024 Study: Response Rates, Linear Probability Model with Controls for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	0.002	0.000	-0.012^{***}	-0.026^{***}	-0.031^{***}
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		-0.003	-0.014^{***}	-0.029^{***}	-0.034^{***}
		(0.003)	(0.003)	(0.003)	(0.003)
\$20 Charity			-0.011^{***}	-0.026^{***}	-0.031^{***}
			(0.003)	(0.003)	(0.003)
Small Lottery				-0.015^{***}	-0.020^{***}
				(0.003)	(0.003)
Large Lottery					-0.005^{*}
					(0.003)
Controls?	Yes				
Observations	102,387				
R^2	0.003				
Adjusted R^2	0.003				
Residual Std. Error	0.273 (df = 102379)				
F Statistic	38.967^{***} (df = 7; 102379)				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in the United States, with controls for demographic variables "cumulative GPA" and "age" (see results from Bartlett's test for equality of variances in Table F2). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is 0.002).

Table F6: U.S. 2024 Study: Completion Rates, Linear Probability Model for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.002	−0.005***	−0.016***	−0.026***	−0.032***
	(0.002)	(0.002)	(0.002)	(0.002)	(0.002)
\$5 Charity		−0.004*	−0.015***	−0.024***	−0.030***
		(0.002)	(0.002)	(0.002)	(0.002)
\$20 Charity			−0.011***	−0.021***	−0.027***
			(0.002)	(0.002)	(0.002)
Small Lottery				−0.010***	−0.016***
				(0.002)	(0.002)
Large Lottery					−0.006***
					(0.002)
Controls?	No				
Observations	175,762				
R^2	0.003				
Adjusted R^2	0.003				
Residual SE (df = 175756)	0.239				
F Statistic (df = 5; 175756)	91.607***				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for response rates in the United States. The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.002).

Table F7: U.S. 2024 Study: Completion Rates, Linear Probability Model with Controls for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.002	−0.008***	−0.016***	−0.030***	−0.037***
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		−0.005**	−0.014***	−0.028***	−0.035***
		(0.003)	(0.003)	(0.003)	(0.003)
\$20 Charity			−0.009***	−0.023***	−0.030***
			(0.003)	(0.003)	(0.003)
Small Lottery				−0.014***	−0.021***
				(0.003)	(0.003)
Large Lottery					−0.007***
					(0.003)
Controls?	Yes				
Observations	102,387				
R^2	0.003				
Adjusted R^2	0.003				
Residual Std. Error	0.250 (df = 102379)				
F Statistic	50.986*** (df = 7; 102379)				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from an OLS linear probability model for completion rates in the United States, with controls for demographic variables "cumulative GPA" and "age" (see results from Bartlett's test for equality of variances in Table F2). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition in the other columns (e.g. the difference between the control condition and 5 USD charity is −0.002)).

Table F8: U.S. 2024 Study: Response Rates, Marginal Effects for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	0.002	0.000	-0.012^{***}	-0.022^{***}	-0.028^{***}
	(0.002)	(0.002)	(0.002)	(0.002)	(0.002)
\$5 Charity		-0.001	-0.014^{***}	-0.024^{***}	-0.029^{***}
		(0.002)	(0.002)	(0.002)	(0.002)
\$20 Charity			-0.013^{***}	-0.023^{***}	-0.028^{***}
			(0.002)	(0.002)	(0.002)
Small Lottery				-0.010^{***}	-0.015^{***}
				(0.002)	(0.002)
Large Lottery					-0.005^{**}
					(0.002)
Controls?	No				
Observations	175,762				
Log Likelihood	$-14{,}131.737$				
Akaike Inf. Crit.	28,277.473				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in the United States. The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is 0.002)

Table F9: U.S. 2024 Study: Response Rates, Marginal Effects with Controls for ITT

	Dependent Variable: Response Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	0.002	0.000	-0.012^{***}	-0.026^{***}	-0.031^{***}
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		-0.003	-0.014^{***}	-0.029^{***}	-0.034^{***}
		(0.003)	(0.003)	(0.003)	(0.003)
\$20 Charity			-0.011^{***}	-0.026^{***}	-0.031^{***}
			(0.003)	(0.003)	(0.003)
Small Lottery				-0.015^{***}	-0.020^{***}
				(0.003)	(0.003)
Large Lottery					-0.005^{*}
					(0.003)
Controls?	Yes				
Observations	102,387				
Log Likelihood	$-12{,}523.373$				
Akaike Inf. Crit.	25,064.745				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in the United States, with controls for demographic variables "cumulative GPA" and "age" (see results from Bartlett's test for equality of variances in Table F2). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is 0.002)

Table F10: U.S. 2024 Study: Completion Rates, Marginal Effects for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.002	−0.005***	−0.016***	−0.026***	−0.032***
	(0.002)	(0.002)	(0.002)	(0.002)	(0.002)
\$5 Charity		−0.004*	−0.015***	−0.024***	−0.030***
		(0.002)	(0.002)	(0.002)	(0.002)
\$20 Charity			−0.011***	−0.021***	−0.027***
			(0.002)	(0.002)	(0.002)
Small Lottery				−0.010***	0.016***
				(0.002)	(0.002)
Large Lottery					−0.006***
					(0.002)
Controls?	No				
Observations	175,762				
Log Likelihood	2,283.628				
Akaike Inf. Crit.	−4,553.257				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in the United States. The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is −0.002)

Table F11: U.S. 2024 Study: Completion Rates, Marginal Effects with Controls for ITT

	Dependent Variable: Completion Rate				
	\$5 Charity	\$20 Charity	Small Lottery	Large Lottery	Mixed Lottery
Control	−0.002	−0.008***	−0.016***	−0.030***	−0.037***
	(0.003)	(0.003)	(0.003)	(0.003)	(0.003)
\$5 Charity		−0.005**	−0.014***	−0.028***	−0.035***
		(0.003)	(0.003)	(0.003)	(0.003)
\$20 Charity			−0.009***	−0.023***	−0.030***
			(0.003)	(0.003)	(0.003)
Small Lottery				−0.014***	0.021***
				(0.003)	(0.003)
Large Lottery					−0.007**
					(0.003)
Controls?	Yes				
Observations	102,387				
Log Likelihood	−3,429.228				
Akaike Inf. Crit.	6,876.456				

Note: *p<0.1; **p<0.05; ***p<0.01

This table shows the β and SE from a logistic regression for completion rates in the United States, with controls for demographic variables "cumulative GPA" and "age" (see results from Bartlett's test for equality of variances in Table F2). The variable in the first column is the omitted variable. For instance, in row 1, each outcome is the change in β between the control condition and the indicated treatment condition (e.g. the difference between the control condition and 5 USD charity is −0.002)

Table F12: U.S. 2024 Study: Incentive Check Amongst Survey Completers

	Control	$5 Charity	$20 Charity	Small Lottery	Big Lottery	Small+Big Lottery
Nothing	0.99	0.02	0.01	0.10	0.07	0.06
A donation to an organization of your choice	0.00	0.98	0.99	0.00	0.00	0.00
Entry into a drawing to win cash prizes	0.01	0.00	0.00	0.90	0.93	0.94

Note: The data is from those who responded to the question (n=10,696) amongst those who completed the survey (n=10,705). 9 responses are missing. The first column indicates the incentive that the respondents stated they received at they end of the survey. The remaining columns list the incentive they actually received in the beginning of the survey. At the end of the survey, participants were asked "This is an attention check question. What was offered to you for completing the survey? (Response options: Nothing, A donation to an organization of your choice, Entry into a drawing to win cash prizes)."

Table F13: U.S. 2024 Study: Incentive Check Amongst Survey Completers, Charity Condition

	Control	$5 Charity	$20 Charity	Small Lottery	Big Lottery	Small+Big Lottery
$5 donation to an organization of your choice	0.00	0.99	0.01	0.00	0.00	0.00
$20 donation to an organization of your choice	0.00	0.00	0.99	0.00	0.00	0.00

Note: The data is from those who responded to the question (n=10,696) amongst those who completed the survey (n=10,705). 9 responses are missing. Amongst respondents who stated that they received a charity incentive, the first column indicates the charity amount that respondents recalled receiving. The remaining columns list the incentive they actually received in the beginning of the survey. At the end of the survey, participants were asked "This is an attention check question. What was offered to you for completing the survey? (Response options: Nothing, A donation to an organization of your choice, Entry into a drawing to win cash prizes)." Among those who selected the donation option, respondents were asked "What is the size of the donation that was offered? (Response options: $5, $20)." Among those who selected the cash prize option, respondents were asked "What cash prizes were offered? (Response options: Two USD 1000 cash prizes, Twenty USD 100 cash prizes, Two USD 1000 cash prizes and twenty USD 100 cash prizes)."

Table F14: U.S. 2024 Study: Incentive Check Amongst Survey Completers, Lottery Condition

	Control	$5 Charity	$20 Charity	Small Lottery	Big Lottery	Small+Big Lottery
Twenty USD 100 cash prizes	0.00	0.00	0.00	0.01	0.94	0.06
Two USD 1000 cash prizes	0.01	0.00	0.00	0.95	0.02	0.03
Two USD 1000 cash prizes and twenty USD 100 cash prizes	0.00	0.00	0.00	0.01	0.02	0.97

Note: The data is from those who responded to the question (n=10,696) amongst those who completed the survey (n=10,705). 9 responses are missing. Amongst respondents who stated that they received a lottery incentive, the first column indicates the amount of the lottery that respondents recalled. The remaining columns list the incentive they actually received in the beginning of the survey.

Appendix G: Adapted Dictator Game Results, by Incentive

Table G1: Mean Donations in Adapted Dictator Game, by Incentive

Incentive	Mean(Aus)	SD(Aus)	Mean(Ind)	SD(Ind)	Mean(US)	SD(US)
Control	56.58	45.84	59.41	39.85	28.93	39.33
$5 Charity	52.70	44.67	61.31	38.81	36.19	42.05
$10 Charity	59.33	45.99			35.00	41.71
Small Lottery	48.55	46.13	71.76	35.39	27.29	38.61
Big Lottery	37.14	43.72	61.07	38.39	26.46	38.53
Small+Big Lottery	46.07	43.76	55.95	40.83	26.49	37.88