

## Appendix A

### Quiz questions and Questionnaire

*Pre-quiz for non-honors class*

**Pre-Quiz:**

**Name:** \_\_\_\_\_

#### **Part 1: Circle the best answer to the following questions (1 point each):**

1. Thinking about a policy like free trade, which has diffuse benefits, but concentrated costs, which political actor is most likely to support free trade, all else equal? A...
  - A. senator from Michigan
  - B. candidate in the Democratic primary
  - C. A sitting president
  - D. A member of Congress representing Youngstown, Ohio
  
2. Why do we tend to see two-party systems (or something approaching them) in countries with majoritarian electoral systems?
  - A. We don't. Two party systems free emerge as a reflection of voter preferences, not institutional rules.
  - B. PR systems tend to emerge in ethnically diverse countries, while majoritarian systems tend to emerge in less diverse countries.
  - C. Majoritarian systems encourage candidates to campaign nationally, rather than locally. Because of the high costs of a national campaign, relatively few parties can raise the necessary funds.
  - D. Because only a single party can win a state/district, voters and donors coalesce behind the most viable candidates to avoid vote-splitting.
  
3. Where should candidates in the 2016 Presidential race (i.e. in the general election, not the primary) focus their campaign efforts?
  - A. In swing states that could conceivably vote for either side
  - B. In states where they are unpopular
  - C. In states where they are popular
  - D. In larger states, which contain the most voters
  
4. Which of the following best summarizes the coalition of economic interest groups backing the Republican Party (as measured by donations)?
  - A. Import-competing industries
  - B. The financial sector
  - C. Owners of industries with high labor costs, resource extractors, and some financial firms
  - D. Capital-intensive, high-tech industries and other export-competitive firms

5. Australian Prime Minister, Tony Abbott, was recently replaced as Prime Minister by elected members of his own party in a leadership vote. What kinds of presidential candidates would the United States have if caucus selection (e.g. a vote by members of congress) replaced the primary system?
  - A. We should not expect differences between the two systems.
  - B. Caucus selection would produce more ideologically moderate candidates, because elected representatives want somebody that will help their re-election chances.
  - C. Early primary states like Iowa and New Hampshire would benefit from a caucus selection system like that of Australia, because the current primary calendar reduces their political influence.
  - D. Because the people are more moderate than elected representatives, primaries help nominate moderate candidates
  
6. What kinds of political systems are more likely to produce free trade policies?
  - A. Majoritarian systems with many veto players and strong checks and balances
  - B. Proportional representation systems with low thresholds for parties to win seats, and thus, many small parties
  - C. Majoritarian systems with unicameral legislatures and a tendency toward majority governments
  - D. Proportional representation systems with high thresholds for parties to win seats, and thus, relatively few parties

**Part 2: You may complete the following section for 1 bonus point on the quiz.**

**1. How often do you play board games, and/or strategy video games?**

- A. Often
- B. Sometimes
- C. Rarely
- D. Never

**2. How would you describe your gender?**

- A. Male
- B. Female
- C. Other

**3. How would you rate your interest in this course topic (interest group politics and institutions)?**

- A. High interest
- B. Moderate interest
- C. Low interest

**4. How would you rate your interest in international political economy as a subject, overall?**

- A. High
- B. Moderate
- C. Low

**5. How well do you understand the course material on this course topic (interest group politics and institutions)?**

- A. Strong understanding
- B. Moderate understanding
- C. Low understanding

**6. To what extent would you agree with the following statement: "I have a good idea of what factors policymakers consider, when they run in elections and govern countries."**

- A. Agree
- B. Neither agree nor disagree
- C. Disagree

*Post-quiz for non-honors class*

**Post-Quiz:**

**Name:** \_\_\_\_\_

**Part 1: Circle the best answer to the following questions (1 point each):**

7. Thinking about a policy like free trade, which has diffuse benefits, but concentrated costs, which political actor is most likely to support free trade, all else equal? A...
  - E. senator from Michigan
  - F. candidate in the Democratic primary
  - G. A sitting president
  - H. A member of Congress representing Youngstown, Ohio
  
8. Why do we tend to see two-party systems (or something approaching them) in countries with majoritarian electoral systems?
  - E. We don't. Two party systems free emerge as a reflection of voter preferences, not institutional rules.
  - F. PR systems tend to emerge in ethnically diverse countries, while majoritarian systems tend to emerge in less diverse countries.
  - G. Majoritarian systems encourage candidates to campaign nationally, rather than locally. Because of the high costs of a national campaign, relatively few parties can raise the necessary funds.
  - H. Because only a single party can win a state/district, voters and donors coalesce behind the most viable candidates to avoid vote-splitting.
  
9. Where should candidates in the 2016 Presidential race (i.e. in the general election, not the primary) focus their campaign efforts?
  - E. In swing states that could conceivably vote for either side
  - F. In states where they are unpopular
  - G. In states where they are popular
  - H. In larger states, which contain the most voters
  
10. Which of the following best summarizes the coalition of economic interest groups backing the Republican Party (as measured by donations)?
  - E. Import-competing industries
  - F. The financial sector
  - G. Owners of industries with high labor costs, resource extractors, and some financial firms
  - H. Capital-intensive, high-tech industries and other export-competitive firms

11. Australian Prime Minister, Tony Abbott, was recently replaced as Prime Minister by elected members of his own party in a leadership vote. What kinds of presidential candidates would the United States have if caucus selection (e.g. a vote by members of congress) replaced the primary system?
- E. We should not expect differences between the two systems.
  - F. Caucus selection would produce more ideologically moderate candidates, because elected representatives want somebody that will help their re-election chances.
  - G. Early primary states like Iowa and New Hampshire would benefit from a caucus selection system like that of Australia, because the current primary calendar reduces their political influence.
  - H. Because the people are more moderate than elected representatives, primaries help nominate moderate candidates
12. What kinds of political systems are more likely to produce free trade policies?
- E. Majoritarian systems with many veto players and strong checks and balances
  - F. Proportional representation systems with low thresholds for parties to win seats, and thus, many small parties
  - G. Majoritarian systems with unicameral legislatures and a tendency toward majority governments
  - H. Proportional representation systems with high thresholds for parties to win seats, and thus, relatively few parties

**Part 2: You may complete the following section for 1 bonus point on the quiz.**

**1. How often do you play board games, and/or strategy video games?**

- E. Often
- F. Sometimes
- G. Rarely
- H. Never

**2. How would you describe your gender?**

- A. Male
- B. Female
- C. Other

**3. How would you rate your interest in this course topic (interest group politics and institutions)?**

- A. High interest
- B. Moderate interest

C. Low interest

**4. How would you rate your interest in international political economy as a subject, overall?**

A. High

B. Moderate

C. Low

**5. How well do you understand the course material on this course topic (interest group politics and institutions)?**

A. Strong understanding

B. Moderate understanding

C. Low understanding

**6. To what extent would you agree with the following statement: "I have a good idea of what factors policymakers consider, when they run in elections and govern countries."**

A. Agree

B. Neither agree nor disagree

C. Disagree

*Pre-quiz for honors class*

**Pre-Quiz:**

**Name:** \_\_\_\_\_

**Part 1: Circle the best answer to the following questions (1 point each):**

13. Thinking about a policy like free trade, which has diffuse benefits, but concentrated costs, which political actor is most likely to support free trade, all else equal? A...
- I. Sitting US president
  - J. candidate in the Republican primary
  - K. Senator from a state with lots of steel production
  - L. member of Congress representing a corn-growing Iowa district
14. Why do systems with proportional representation tend to have many parties?
- I. We don't. The number of parties reflects voter preferences, not institutional rules.
  - J. PR systems tend to emerge in ethnically diverse countries, encouraging more parties to form.
  - K. Because you only need a small slice of the electorate to form a party (depending upon the vote threshold), you get smaller parties instead of big tent parties.
  - L. Because only a single party can win a state/district, voters and donors coalesce behind the most viable candidates to avoid vote-splitting.
15. Where should candidates in the 2016 Presidential race (i.e. in the general election, not the primary) focus their campaign efforts?
- I. In swing states that could conceivably vote for either side
  - J. In states where they are unpopular
  - K. In states where they are popular
  - L. In larger states, which contain the most voters
16. Which of the following best summarizes the coalition of economic interest groups backing and bankrolling the Democratic Party?
- I. Agriculture
  - J. Wall Street
  - K. Labor unions, high-tech industries, and some financial firms
  - L. Labor-intensive, low/mid-tech industries and other import-competing firms

17. Recently, John Boehner announced his retirement as speaker of the house. His replacement will be selected by Republican House members – a system of caucus selection. What might change if Boehner’s replacement were selected by a primary (with some open and closed primaries) system, like presidential candidates?
- I. We should not expect differences between the two systems.
  - J. A primary would produce more ideologically moderate candidates, because the people are more moderate than politicians.
  - K. Early primary states like Iowa and New Hampshire would benefit from a caucus selection system like that of Australia, because the current primary calendar reduces their political influence.
  - L. A primary would produce more ideologically extreme speakers, because activists tend to vote based on ideology, and do not care about re-election chances as much as members of congress.
18. What kinds of political systems are more likely to produce free trade policies?
- I. Majoritarian systems with many veto players and strong checks and balances
  - J. Proportional representation systems with low thresholds for parties to win seats, and thus, many small parties
  - K. Majoritarian systems with unicameral legislatures and a tendency toward majority governments
  - L. Proportional representation systems with high thresholds for parties to win seats, and thus, relatively few parties

**Part 2: You may complete the following section for 1 bonus point on the quiz.**

**1. How often do you play board games, and/or strategy video games?**

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- J. Sometimes
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- L. Never

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- C. Other

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- A. High interest
- B. Moderate interest
- C. Low interest



**4. How would you rate your interest in international political economy as a subject, overall?**

- A. High
- B. Moderate
- C. Low

**5. How well do you understand the course material on this course topic (interest group politics and institutions)?**

- A. Strong understanding
- B. Moderate understanding
- C. Low understanding

**6. To what extent would you agree with the following statement: “I have a good idea of what factors policymakers consider, when they run in elections and govern countries.”**

- A. Agree
- B. Neither agree nor disagree
- C. Disagree

*Post-quiz for honors*

Post-quiz, 3:45 class

10/13/2015

**Part 1. Select the best answer (1 point ea.):**

1. **Consider the following scenario: A first-term US President has levied a 25% tariff on Chinese goods. The Chinese government has just successfully challenged American tariffs in the World Trade Organization, allowing it limited retaliation against the United States. Which industries should China target, so as to maximize the political costs for the current President, forcing them to abandon the 25% tariff?**
  - a. Industries that are spread all around the United States. This way, Chinese retaliation will impact every part of the country, if only a little.
  - b. Industries concentrated in states that are likely to be close in the next election.
  - c. Industries concentrated in states that voted for the incumbent president’s opponent.
  - d. It will not make a difference. Business groups typically lobby together, so the overall impact on business is what matters.
2. **Which of the following best summarizes the coalition of economic interest groups backing the Republican Party?**

- M. Resource extracting industries, owners of some labor-intensive firms and some financial firms
  - N. Wall Street
  - O. Agriculture
  - P. Labor-intensive, low/mid-tech industries and other import-competing firms
3. ***If you were a lobbyist for an export-oriented industry in the United States (e.g. steel), which of the following actors would have the strongest institutional and political incentives to support your arguments for free trade?***
- a. The national association of manufacturers, which represents companies in every industrial sector
  - b. A senator from a state like Ohio, containing labor-intensive industries.
  - c. A member of the House whose district contained the headquarters of Google.
  - d. Groups advocating for worker's rights
4. ***What kinds of political interests are more likely to be represented in a proportional representation system, as opposed to a majoritarian system?***
- a. Factoral interests, which tend to be spread around the country
  - b. Sectoral interests, which tend to be concentrated in particular regions
  - c. Labor tends to be stronger in majoritarian systems, because local representatives are closer to the people
  - d. Institutions do not have a meaningful impact on which political interests are influential
5. **Many developed countries maintain high subsidies to their agricultural sector, preventing developing countries from exporting the goods where their comparative advantages lie. Which of the following institutional features in the United States supports the political influence of agriculture?**
- a. The Supreme Court
  - b. A primary calendar, where Iowa is often the first state to vote
  - c. The president's ability to veto legislation
  - d. Since agricultural states are often large states, presidential candidates need to win farm states to win the presidency
6. ***Republicans draw most of their support from the South and Middle America, Democrats from the west coast and the northeast. The industrial Midwest and parts of the southwest tend to be swing states. Given their regional bases, which of the following policy areas should exhibit the greatest differences between the two?***
- a. Environmental issues, because Republicans have support in rural areas dependent on resource extracting industries, while Democrats rely on urban areas where environmentalist measures can be more easily implemented.
  - b. Trade, because Republicans rely mostly on regions that are export-oriented, while Democrats rely on regions that are protectionist.

- c. Pensions, because Republicans draw support from older states, on average, than Democrats.
- d. The states where Republicans and Democrats draw support have similar economic industries. If we see a lack of compromise, it can only be explained by a lack of political will.

**Part 2. Post-treatment survey questions (answer for 1 extra credit point)**

1. How would you rate the experience of playing *Consensus*, compared to a traditional lecture?

- A. More enjoyable/engaging than a standard lecture
- B. As enjoyable/engaging as a standard lecture
- C. Less enjoyable/engaging than a standard lecture

2. To what extent would you agree with the following statement: “Students in my group helped me understand the rules of the game.”

- A. Agree
- B. Neither agree nor disagree
- C. Disagree

3. To what extent would you agree with the following statement: “I have a good idea of what factors policymakers consider, when they run in elections and govern countries.”

- A. Agree
- B. Neither agree nor disagree
- C. Disagree

4. Did you study for the pre-quiz and post-quiz?

- A. I studied for both
- B. I studied for the pre-quiz
- C. I studied for the post-quiz

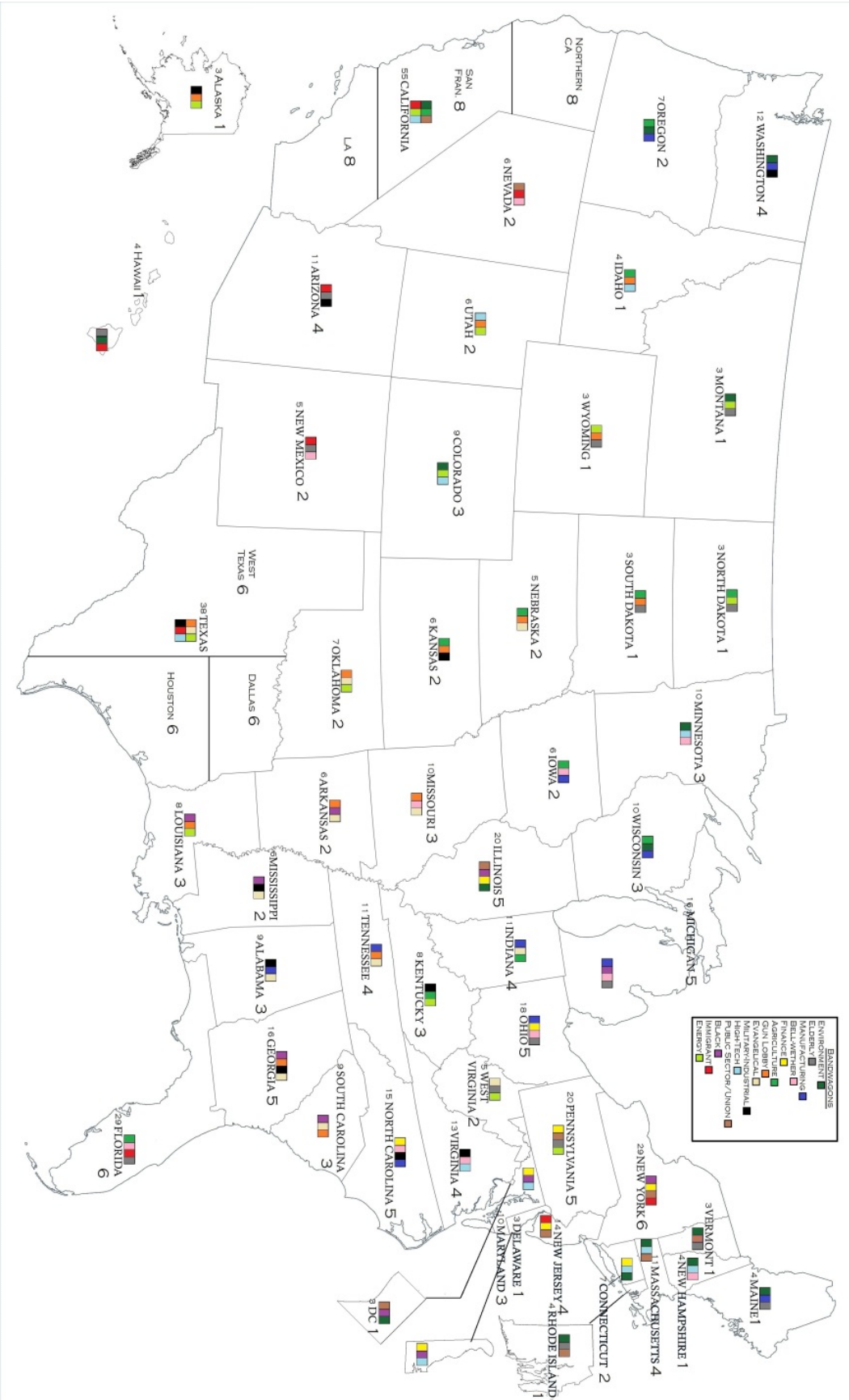
D. I did not explicitly study for either quiz

5. Do you have any comments or suggestions on how this exercise might be conducted better in future?

(open-ended)

**Appendix B: Materials for *Consensus***

*Consensus Map*



*Consensus interest group tables*

ME	Elderly	Manufact.	Environment			
NH	High Tech	Bellwether	Environment			
VT	Elderly	PS Union	Environment			
MA	High Tech	PS Union	Environment			
RI	Elderly	PS Union	Environment			
CT	High Tech	Finance	Environment			
NY	PS Union	Finance	Immigrant	Black		
NJ	PS Union	Finance	Immigrant			
PA	PS Union	Finance	Energy	Elderly		
MD	High Tech	Finance	Black			
DE	High Tech	Finance	Black			
DC	PS Union	Environment	Black			
WV	Energy	Elderly	Evangelical			
VA	High Tech	Mil-Indust.	Bellwether			
NC	Manufact.	Mil-Indust.	Bellwether	Finance		
SC	Black	Gun Lobby	Evangelical			
GA	Black	Gun Lobby	Evangelical	Mil-Indust.		
FL	Immigrant	Agriculture	Bellwether	Elderly		
AL	Manufact.	Mil-Indust.	Evangelical			
MS	Black	Mil-Indust.	Evangelical			
LA	Black	Gun Lobby	Energy			
AR	Black	Gun Lobby	Evangelical			
TN	Manufact.	Gun Lobby	Evangelical			
KY	Mil-Indust.	Agriculture	Energy			
OH	Manufact.	Finance	Bellwether	Elderly		
MI	Manufact.	Black	Bellwether	Elderly		
IN	Manufact.	Agriculture	Evangelical			
IL	PS Union	Black	Environment	Finance		
WI	Manufact.	Agriculture	Environment			
MN	High Tech	Environment	Bellwether			
IA	Manufact.	Agriculture	Bellwether			
MO	Gun Lobby	Evangelical	Bellwether			
ND	Agriculture	Elderly	Energy			
SD	Agriculture	Elderly	Gun Lobby			
NE	Agriculture	Evangelical	Gun Lobby			
KS	Agriculture	Mil-Indust.	Gun Lobby			
OK	Energy	Evangelical	Gun Lobby			
TX	Energy	Evangelical	Gun Lobby	Immigrant	High Tech	Mil-Indust.
NM	Bellwether	Immigrant	Elderly			
AZ	Mil-Indust.	Immigrant	Elderly			
CO	Energy	Environment	High Tech			
UT	Energy	Gun Lobby	High Tech			
NV	Bellwether	PS Union	Immigrant			
WY	Energy	Gun Lobby	Elderly			
MT	Energy	Environment	Elderly			
ID	High Tech	Gun Lobby	Agriculture			
WA	Manufact.	Mil-Indust.	Agriculture			
OR	Manufact.	Environment	Agriculture			
CA	Energy	Environment	Agriculture	Immigrant	High Tech	PS Union
AK	Energy	Gun Lobby	Mil-Indust.			
HI	Elderly	Environment	Immigrant			

## *Consensus Rules*

# Rules of Consensus

### *Overview:*

In *Consensus*, you (and possibly a partner) are presidential candidates attempting to win a presidential election. Each turn you and your opponent must secretly decide how much time to spend in each state (you start with 18 hours/week). Larger states cost more hours per visit, small states fewer.

Each state has ties to *some* interest groups. When you take the lead in a state, you gain points toward some of the game's 14 interest groups. If you win enough states with ties to a particular interest group, the interest group will endorse you, granting 6 bonus campaign hours usable only in states where that interest group is present.

Continue campaigning until every state has been visited three times (the maximum) by at least one player *or* we run out of time. The winner is the candidate leading in the states collectively worth the most Electoral College votes.

## *How to play*

1. Secretly write down which states you want to campaign in. You start with 18 campaign hours that can be spent in any state (plus possible bonus hours from interest groups, which can be spent in states where that interest group is present). The cost of visiting each state is written to the right of the name of the state (e.g. North Carolina costs 5 hours to visit). You *may* visit a state more than one time.
2. Both candidates reveal where they decided to campaign. For each visit by a candidate, place a poker-chip of your party's color on a state. Any equivalent moves by different candidates cancel the other out. For instance, if both candidates visited Indiana once, nobody would put chips on Indiana. Alternately, if the red candidate visited Indiana twice, and the blue candidate visited once, the blue candidate would put just one chip on Indiana.
3. If another candidate matches your number of visits in a state, you are still in the lead.
4. Once one candidate reaches three chips in a state, they will lead in that state for the rest of the game.
5. Whenever you take the lead in a state, assign all of the interest group markers (the colored pieces on the state) to your party's side of the interest group board (e.g. if you are the red party, on the right). If your party has a majority of the spaces, you win the endorsement of that interest group. Each interest group gives you 6 extra campaign hours that can *only* be spent in states where that interest group is present (e.g. the evangelical



endorsement hours can be spent in Texas, but not California). Interest groups *can* switch sides, if you flip enough states from your opponent.

6. Texas and California are each divided into three regions, because they are especially large states. To lead in either Texas or California you must lead in two of the three regions of the state.
7. The game ends when *either* we run out of time, or if a candidate has three chips on every state. The winner is whoever is leading in states worth the most Electoral College votes. If we are out of time, and you have to rush

### *Pieces and numbers*

**Chips:** blue and red chips indicate how many visits each candidate has made to a state. Whoever has the most chips on a state is in the lead there.

**Hours:** this is the number of hours it costs to visit a state. You can see this in big letters to the right of a state's name.

**Interest group markers:** these mark which interest groups are prominent in each state. *Note: due to a printing error, the Evangelical group markers are teal, while an evangelical presence is indicated as beige on the map.*

**Interest group boards:** these boards indicate which interest group is backing which candidate.

**Electoral College Votes:** the Electoral College value of each state is written to the left of the state's name.

### *Strategy*

The key to winning consensus is to campaign in states with complementary interest groups. For instance, maybe states with a strong gun lobby will also tend to lend points toward states with evangelical voters. In this way, winning over one interest group can help you win over others. Some combinations may be hard to put together.

You can play offensively (expanding rapidly, and trying to undermine the interest group support of your opponent) or defensively (building up a strong lead in a few states). In general it can be useful to try to anticipate your opponent's moves later in the game.

## *Example first turn (consult if having difficulty)*

### **Red player**

Let's say my strategy is to win over elderly voters and the manufacturing sector. I secretly write down how I plan to spend my 18 campaign hours:

Ohio: 6 hours (manufacturing, elderly, finance, bell-wether)

Michigan: 6 hours (manufacturing, elderly, black, bell-wether)

Maine: 1 hour (manufacturing, elderly, environment)

North Carolina: 5 hours (manufacturing, finance, military-industrial, bell-wether)

### **Blue player**

As the blue player, maybe my early plan is to lead in states where finance is prominent. Perhaps I might allocate my 18 campaign hours as follows:

North Carolina: 5 hours (manufacturing, finance, military-industrial, bell-wether)

Delaware: 1 hour (high tech, finance, black)

New York: 6 hours (finance, unions, immigrant, black)

Pennsylvania: 6 hours (finance, elderly, energy, public sector/union)

### **Results**

Because both candidates campaigned in North Carolina, each cancels the other out.

The red player takes the lead in Ohio, Michigan and Maine.

The blue player takes the lead in Delaware, New York and Pennsylvania

Each player also gains points towards interest groups, though none have enough to win an endorsement (you need a majority of the hours of states tied to that interest group).

Manufacturing: Red 13 blue 0

Immigrant: Red 0 blue 6

Elderly: Red 13 blue: 0

Military-industrial: Red 0 blue 0

Finance: Red 6 blue 13

Agriculture: Red: 0 blue 0

Energy: Red 0 blue 6

Bell-Wether: Red 12 blue 0

Public sector union: Red 0 blue 6

Gun lobby: Red 0 blue 0

Environment: Red 1 blue 0

Evangelicals: Red 0 blue 0

High tech: Red 0 blue 1

Black: Red 6 blue 7