

Appendix

Candidate Experience and Electoral Success

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Appendix Overview

This file includes additional information about the data and models for the Candidate Experience and Electoral Success paper. Each table or figure presented is referenced in the paper. Additional information about the figures and tables is provided below.

Figure A1. Percentage of candidates running for office with previous officeholding experience.

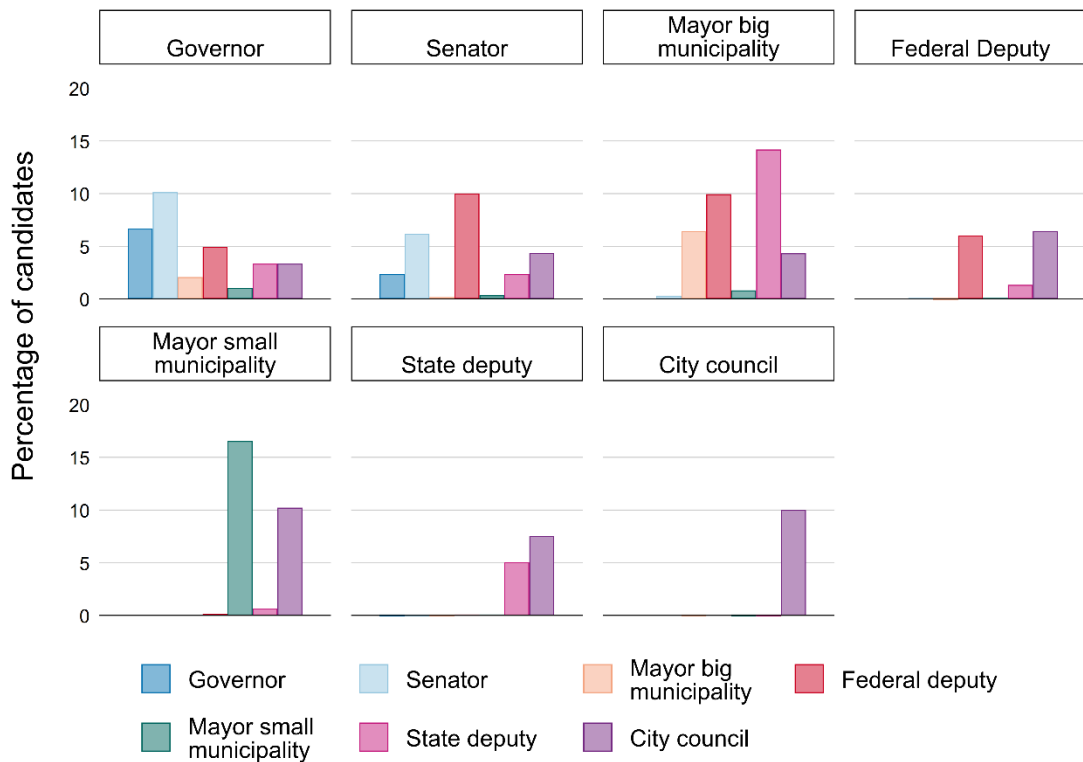


Table A1. Logistic regression models of candidate success by office

This table shows the full results of the main models in the paper (corresponding to the effect of having candidate experience on each of the offices under study on candidate's electoral success). The results shown below were used to calculate predictions in Figures 2, 3 and 4 of the main text. The dependent variable is a dichotomous measure of electoral success for the office and the candidate experience variables are the main independent variables. The models include controls as described in the paper. Where estimates are not reported, the variable either predicted failure perfectly (usually due to no candidates having that characteristic) or was not appropriate for the particular model (e.g., the federal district and district magnitude control variables).

	(1) Governor	(2) Senator	(3) Mayor Big Mun.	(4) Federal Deputy	(5) Mayor Sm. Mun.	(6) State Deputy	(7) City Council
Candidate Experience							
Governor	0.205	-0.134	0.722	2.357***	1.361**	1.291**	3.179***
	0.455	0.401	0.456	0.288	0.598	0.552	0.352
Senator	-0.136	0.886	0.595	2.038***	-0.022	1.148**	2.709***
	0.908	0.583	0.514	0.275	0.542	0.502	0.284
Mayor BM	0.206	1.897***	-1.670	2.954***	0.314	2.686***	1.675***
	0.539	0.457	1.039	0.118	1.243	0.106	0.339
Federal Dep.	--	-2.011*	0.062	0.658***	-0.448***	0.260	1.135***
		1.064	0.316	0.109	0.104	0.160	0.046
Mayor SM	--	0.547	0.490	0.873***	0.698***	1.435***	1.825***
		0.830	1.213	0.134	0.026	0.077	0.037
State Deputy	--	0.054	0.010	-0.513**	-0.060	1.243***	1.346***
		0.865	0.292	0.228	0.057	0.062	0.028
City Council	--	-1.786*	--	-1.963***	-1.386***	-1.272***	0.654***
		1.043		0.214	0.088	0.108	0.007
Office Experience							
Governor	1.687***	1.809***	--	--	--	--	--
	0.373	0.524					
Senator	-0.577	0.811**	--	2.137**	--	1.299	--
	0.360	0.348		0.890		0.842	
Mayor BM	0.741	0.910	2.485***	--	--	--	--
	0.578	1.036	0.267				
Federal Dep.	-1.062**	0.634**	0.138	3.587***	0.128	2.650***	--
	0.525	0.274	0.258	0.092	0.238	0.333	
Mayor SM	-0.812	0.209	1.914***	3.311***	1.032***	2.820***	2.865***
	1.015	1.018	0.569	0.556	0.025	0.284	0.305
State Deputy	-1.311**	0.280	0.351	3.428***	0.356***	3.968***	--
	0.608	0.452	0.230	0.134	0.110	0.061	
City Council	--	-1.288*	-0.369	0.331***	-0.302***	0.857***	2.454***
		0.670	0.405	0.114	0.033	0.066	0.008
Marital Status (Reference Category: Single)							
Married	0.513	0.945**	0.170	0.234***	0.157***	0.510***	0.326***
	0.647	0.395	0.261	0.078	0.028	0.052	0.007

Widow	0.171	-0.641	-0.247	-0.335	0.221***	0.203	0.164***
	1.314	0.832	0.755	0.300	0.079	0.188	0.024
Separated	0.511	1.070*	-0.980	-0.028	-0.069	0.043	0.024
	1.013	0.547	0.633	0.176	0.063	0.135	0.020
Divorced	0.652	1.061**	-0.396	0.039	-0.079*	0.178**	0.041***
	0.770	0.459	0.374	0.114	0.047	0.080	0.014
Occupation (Reference Category: Others)							
Business	-0.491	-0.569	-0.094	0.392***	0.070**	0.385***	0.295***
	0.577	0.434	0.318	0.107	0.033	0.069	0.014
Public Servant	-0.611	1.633***	-0.564	-0.871**	0.010	-0.035	0.076***
	1.248	0.573	0.908	0.353	0.059	0.168	0.017
Lawyer	-0.723*	-1.029***	-0.076	-0.079	-0.361***	0.095	0.159***
	0.418	0.310	0.250	0.100	0.044	0.070	0.021
Education (Reference Category: Complete HS)							
Illiterate	--	--	--	--	--	--	-0.708***
							0.238
Reads/writes	--	--	--	0.287	0.014	-0.158	-0.274***
				0.361	0.090	0.295	0.016
Some El.	2.472	0.088	1.075	0.013	0.055	-0.258**	-0.168***
	1.636	1.735	0.874	0.244	0.036	0.131	0.008
Complete El.	0.744	-1.397	1.610**	0.028	-0.052	-0.180*	-0.132***
	1.773	0.946	0.664	0.165	0.039	0.097	0.008
Some HS	--	--	-0.457	-0.392	-0.092*	-0.162	-0.215***
			0.854	0.251	0.052	0.129	0.012
Some College	0.359	0.560	-0.152	0.361***	-0.185***	0.570***	0.151***
	0.661	0.524	0.390	0.118	0.040	0.069	0.013
College Grad	0.323	0.113	0.381	0.850***	0.020	0.812***	0.433***
	0.550	0.307	0.288	0.088	0.023	0.052	0.008
Other Controls							
Female	-0.330	0.287	-0.803***	-0.391***	-0.279***	-0.306***	-0.877***
	0.464	0.260	0.284	0.082	0.030	0.055	0.007
Age	0.147	-0.029	0.011	-0.042**	-0.008	-0.076***	0.008***
	0.119	0.080	0.055	0.018	0.007	0.011	0.002
Age # Age	-0.002	0.000	-0.000	0.000	-0.000*	0.001***	-0.000***
	0.001	0.001	0.001	0.000	0.000	0.000	0.000
Fed. District	--	-0.085	--	-0.002	--	-0.732***	--
		0.199		0.274		0.162	
District Mag.	--	--	--	-0.006***	--	-0.005***	-0.071***
				0.001		0.001	0.001
Constant	-4.013	-1.463	-2.515	-1.601***	-0.740***	-1.380***	-1.634***
	3.380	2.339	1.546	0.480	0.179	0.301	0.042
<i>N</i>	412	840	1562	26565	56792	65751	1492748
Year FE	YES	YES	YES	YES	YES	YES	YES
Party FE	YES	YES	YES	YES	YES	YES	YES

Note: Table presents logit estimates. For models 1, 3 and 5 regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 4

and 6 clustered standard errors for party in a state are included. For model 7 clustered standard errors for party in a state in a municipality are included.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A2. The effect of candidate experience on electoral success: vote share models

This table presents linear regression analyses with the vote share won by each candidate, relative to the total votes in the district-year. This is a robustness check on our main models to ensure that the specification of the dependent variable does not change our findings. We do this for the governor, senator, federal deputy, and state deputy dataset only. These models also largely support our hypotheses.

	(1) Governor	(2) Senator	(3) Federal Deputy	(4) State Deputy
Candidate Experience				
Governor	3.784	2.878	1.733***	0.379***
	2.915	1.912	0.394	0.127
Senator	3.531	7.800***	1.284***	0.151**
	4.698	2.389	0.226	0.071
Mayor BM	2.143	7.316***	1.518***	0.500***
	1.615	1.656	0.122	0.034
Federal Dep.	-6.465**	-1.888	0.254***	0.075***
	3.188	2.163	0.031	0.011
Mayor SM	0.471	0.557	0.227***	0.230***
	2.779	3.126	0.041	0.015
State Deputy	-1.841	1.220	-0.035	0.162***
	1.146	2.433	0.030	0.008
City Council	-2.506***	-1.463	-0.100***	-0.032***
	0.819	1.457	0.011	0.003
Office Experience				
Governor	20.050***	18.069***	--	0.720***
	3.356	2.747		0.013
Senator	2.491	9.425***	2.022***	0.770***
	2.667	1.720	0.532	0.133
Mayor BM	9.899**	3.336	--	0.081***
	4.792	8.125		0.021
Federal Dep.	-7.213*	8.951***	2.042***	0.923***
	3.696	1.500	0.077	0.249
Mayor SM	-5.177	20.798***	2.444***	0.445***
	8.500	6.692	0.693	0.061
State Deputy	-7.915	3.585	2.277***	1.048***
	4.937	2.705	0.144	0.023
City Council	-9.991***	-2.161	0.172***	0.168***
	2.447	2.356	0.030	0.007
Marital Status (Reference Category: Single)				
Married	0.497	2.553**	0.091***	0.054***
	1.205	1.234	0.015	0.004

Widow	-5.066	-0.092	0.066*	0.026**
	3.224	2.922	0.039	0.010
Separated	2.629	0.751	0.032	0.022**
	3.452	2.350	0.047	0.010
Divorced	3.236	1.911	0.037*	0.018***
	1.951	1.531	0.021	0.005
Occupation (Reference Category: Others)				
Business	-2.882	2.363	0.078***	0.037***
	3.104	1.658	0.023	0.005
Public Servant	--	--	--	--
Lawyer	-3.019*	-3.358***	-0.046*	0.017*
	1.797	1.290	0.027	0.009
Education (Reference Category: Complete HS)				
Illiterate	--	--	0.049	-0.129***
			0.060	0.022
Reads/writes	-6.327	-4.381	0.079	-0.008
	5.697	8.519	0.068	0.012
Some El.	6.336	3.538	0.027	-0.018***
	4.575	4.883	0.026	0.005
Complete El.	4.709	-6.876**	-0.014	-0.005
	5.022	3.313	0.018	0.004
Some HS	0.659	-0.555	-0.047**	-0.008
	3.043	4.646	0.020	0.007
Some College	-0.560	2.138	0.047**	0.032***
	2.366	1.868	0.022	0.005
College Grad	1.895	1.399	0.191***	0.087***
	1.998	1.288	0.016	0.004
Other Controls				
Female	-3.669**	0.008	-0.071***	-0.043***
	1.777	1.123	0.016	0.004
Age	-0.155	0.101	-0.003	-0.000
	0.402	0.323	0.004	0.001
Age # Age	0.001	-0.001	-0.000	-0.000
	0.004	0.003	0.000	0.000
Fed. District	--	-1.217	-0.042	-0.133***
		2.524	0.082	0.010
District Mag.	--	--	-0.015***	-0.004***
			0.001	0.000
Constant	20.426	7.596	1.009***	0.292***
	13.672	9.731	0.119	0.026
<i>N</i>	686	857	23136	55528
Year FE	YES	YES	YES	YES

Table A3. Logistic models of candidate success with cumulative candidate experience

In the paper, our analyses measure candidate experience dichotomously rather than continuously for reasons described there. As a robustness check, we ran models with candidate experience measured as cumulative candidate experience and controlling for cumulative officeholding experience too. The models below measure candidate and officeholding experience as the number of times a candidate (or officeholder) previously ran for the office and lost. The results support our three main hypotheses and are consistent with the ones shown in the main paper. As we note in the paper, we are more confident in the dichotomous measure because the data are truncated at 1998/2000. A dichotomous measure is not biased by that truncation whereas the cumulative measure is.

	(1) Governor	(2) Senator	(3) Mayor Big Mun.	(4) Federal Deputy	(5) Mayor Sm. Mun.	(6) State Deputy	(7) City Council
Candidate Experience (Cumulative)							
Governor	0.140	0.058	0.222	1.649***	0.929*	0.890*	2.106***
	0.374	0.369	0.348	0.259	0.506	0.513	0.300
Senator	-0.530	0.047	0.353	1.081***	0.226	0.594	1.951***
	0.859	0.635	0.418	0.263	0.442	0.464	0.224
Mayor BM	-0.417	0.457	0.473	0.249**	0.401***	0.722***	1.320***
	0.752	0.771	1.205	0.115	0.019	0.060	0.034
Federal Dep.	-14.678	-2.142**	-0.080	-0.108	-0.362***	0.152	0.517***
	993.940	1.048	0.247	0.086	0.076	0.127	0.034
Mayor SM	0.638	1.711***	-1.102*	1.460***	-0.612	1.337***	1.487***
	0.460	0.395	0.572	0.109	1.215	0.105	0.298
State Deputy	-14.209	0.052	0.072	-0.515***	-0.142***	0.353***	0.674***
	1161.440	0.794	0.193	0.158	0.040	0.049	0.020
City Council	--	-1.828*	-15.806	-1.749***	-1.118***	-1.069***	0.161***
		1.029	1275.799	0.155	0.069	0.074	0.004
Office Experience (Cumulative)							
Governor	1.484***	1.181**	--	--	--	2.738**	--
	0.528	0.502				1.365	
Senator	0.074	0.090	-0.508	0.514	--	1.060	--
	0.858	0.667	1.183	0.788		1.186	
Mayor BM	-0.179	-0.384	0.887	2.700***	0.431***	--	1.027***
	1.090	1.249	1.290	0.534	0.029		0.305
Federal Dep.	13.806	2.753***	-0.027	1.567***	0.604***	1.593***	--
	993.940	1.062	0.277	0.115	0.175	0.426	
Mayor SM	0.601	-1.383	3.077***	-1.204	--	--	--
	0.646	0.981	0.617	1.636			
State Deputy	13.447	0.018	0.076	2.915***	0.469***	1.522***	--
	1161.440	0.913	0.215	0.191	0.082	0.071	
City Council	--	0.882	15.561	1.811***	0.958***	1.593***	1.225***
		1.137	1275.799	0.169	0.072	0.079	0.007

Marital Status (Reference Category: Single)

Married	0.505	0.926**	0.155	0.279***	0.158***	0.531***	0.328***
	0.656	0.393	0.257	0.074	0.028	0.050	0.007
Widow	0.275	-0.657	-0.303	-0.077	0.222***	0.243	0.191***
	1.314	0.813	0.752	0.288	0.079	0.186	0.025
Separated	0.810	1.109**	-0.933	-0.004	-0.066	-0.027	0.019
	1.013	0.535	0.625	0.163	0.063	0.128	0.020
Divorced	0.370	1.019**	-0.442	0.055	-0.094**	0.112	0.010
	0.779	0.457	0.369	0.110	0.047	0.083	0.014
Occupation (Reference Category: Others)							
Business	-0.348	-0.663	-0.140	0.299***	0.062*	0.329***	0.295***
	0.574	0.426	0.312	0.102	0.033	0.069	0.014
Public Servant	-0.482	1.647***	-0.418	-1.096***	0.012	-0.333**	0.081***
	1.256	0.562	0.891	0.311	0.059	0.148	0.015
Lawyer	-0.922**	-	-0.093	-0.172*	-0.355***	0.090	0.155***
		1.007***					
	0.453	0.315	0.246	0.091	0.043	0.064	0.021
Education (Reference Category: Complete HS)							
Illiterate	--	--	--	--	--	--	-0.641***
							0.226
Reads/writes	--	--	--	0.309	0.030	-0.209	-0.253***
				0.381	0.090	0.317	0.017
Some El.	1.493	-0.005	1.009	-0.085	0.062*	-0.318**	-0.167***
	1.306	1.749	0.876	0.243	0.036	0.136	0.008
Complete El.	0.813	-1.187	1.340*	-0.040	-0.050	-0.201**	-0.143***
	1.712	1.037	0.710	0.166	0.039	0.097	0.008
Some HS	--	--	-0.412	-0.471*	-0.084	-0.238*	-0.220***
			0.840	0.244	0.052	0.126	0.012
Some College	0.074	0.526	-0.163	0.331***	-0.188***	0.569***	0.165***
	0.669	0.527	0.381	0.112	0.040	0.067	0.012
College Grad	0.287	0.143	0.407	0.879***	0.019	0.835***	0.452***
	0.539	0.311	0.281	0.085	0.023	0.051	0.008
Other Controls							
Female	-0.230	0.218	-0.847***	-0.487***	-0.268***	-0.316***	-0.878***
	0.462	0.263	0.281	0.080	0.030	0.052	0.007
Age	0.166	-0.027	0.031	-0.001	0.003	-0.015	0.046***
	0.121	0.082	0.054	0.018	0.007	0.013	0.002
Age # Age	-0.002*	0.000	-0.001	-0.000	-0.000***	-0.000	-0.001***
	0.001	0.001	0.001	0.000	0.000	0.000	0.000
Fed. District	--	-0.083	--	0.078	--	-0.623***	--
		0.225		0.239		0.143	
District Mag.	--	--	--	-0.005***	--	-0.005***	-0.072***
				0.001		0.001	0.001
Constant	-4.188	-1.481	-2.611*	-1.842***	-0.828***	-1.797***	-1.901***
	3.416	2.389	1.519	0.476	0.178	0.314	0.043

<i>N</i>	425	840	1633	26566	56792	65752	1492748
Year FE	YES	YES	YES	YES	YES	YES	YES
Party FE	YES	YES	YES	YES	YES	YES	YES

Note: Table presents logit estimates. For models 1, 3 and 5 regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 4 and 6 clustered standard errors for party in a state are included. For model 7 clustered standard errors for party in a state in a municipality are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A4. Logistic models of candidate success with cumulative candidate experience (non-linear)

Because we think a non-linear relationship between the cumulative experience and the probability of being elected is more likely than a linear one, we transformed the variable into a non-linear function (such as $1 - e^{-x}$, where x is the number of times a candidate ran for/held an office). This captures the fact that the largest increase in experience is likely to be gained when one runs a second time rather than the fifth time and thus the impact on probability of winning should be larger too. The table below presents the results of these models.

	(1) Governor	(2) Senator	(3) Mayor Big Mun.	(4) Federal Deputy	(5) Mayor Sm. Mun.	(6) State Deputy	(7) City Council
Candidate Experience (Cumulative, non-linear)							
Governor	0.805	0.092	0.233	2.597***	1.516*	1.440	3.713***
	0.751	0.618	0.578	0.451	0.798	0.950	0.477
Senator	-0.641	-0.076	0.662	1.663***	0.411	1.104	3.332***
	1.319	1.041	0.658	0.455	0.703	0.761	0.340
Mayor BM	1.081	2.683***	-1.675	2.779***	-0.946	2.567***	2.490***
	0.737	0.622	1.051	0.198	1.943	0.184	0.466
Federal Dep.	-22.088	-3.380**	0.130	0.139	-0.627***	0.198	0.856***
	1079.159	1.661	0.432	0.189	0.128	0.218	0.061
Mayor SM	-0.484	0.727	0.806	0.358*	1.117***	1.278***	2.115***
	1.256	1.266	1.913	0.216	0.039	0.115	0.058
State Deputy	-21.275	0.084	0.207	-0.778***	-0.273***	1.306***	1.122***
	1265.788	1.224	0.384	0.255	0.070	0.098	0.037
City Council	--	-2.926*	-22.987	-2.833***	-1.749***	-1.794***	0.656***
		1.635	973.518	0.253	0.110	0.124	0.010
Office Experience (Cumulative, non-linear)							
Governor	1.798**	1.868**	--	--	--	4.634**	--
	0.885	0.786				2.268	
Senator	-0.304	0.475	-0.793	1.149	--	1.786	--
	1.337	1.117	1.864	1.249		1.760	
Mayor BM	0.894	-2.223	4.788***	-2.366	--	--	--
	1.027	1.565	1.101	2.523			
Federal Dep.	20.709	4.344***	-0.452	3.592***	1.050***	2.595***	--
	1079.159	1.681	0.479	0.203	0.310	0.795	
Mayor SM	-0.594	-0.621	1.370	4.259***	0.427***	--	1.828***
	1.679	2.006	2.045	0.882	0.048		0.491
State Deputy	20.065	0.018	0.153	4.588***	0.888***	3.346***	--
	1265.788	1.421	0.399	0.317	0.149	0.110	
City Council	--	1.152	22.637	2.965***	1.499***	2.765***	2.543***
		1.811	973.518	0.286	0.115	0.139	0.012
Marital Status (Reference Category: Single)							
Married	0.497	0.924**	0.162	0.258***	0.158***	0.520***	0.319***
	0.659	0.393	0.258	0.077	0.028	0.051	0.007

Widow	0.237	-0.676	-0.283	-0.065	0.223***	0.231	0.182***
	1.318	0.812	0.748	0.284	0.079	0.181	0.025
Separated	0.699	1.117**	-0.906	-0.030	-0.068	-0.030	0.015
	1.023	0.535	0.623	0.170	0.063	0.137	0.020
Divorced	0.365	1.022**	-0.430	0.016	-0.091*	0.144*	0.020
	0.781	0.457	0.368	0.115	0.047	0.082	0.014
Occupation (Reference Category: Others)							
Business	-0.419	-0.656	-0.130	0.334***	0.062*	0.383***	0.308***
	0.578	0.423	0.313	0.107	0.033	0.070	0.014
Public Servant	-0.572	1.639***	-0.399	-0.988***	0.012	-0.190	0.094***
	1.256	0.565	0.896	0.312	0.059	0.153	0.016
Lawyer	-0.919**	-	-0.105	-0.126	-0.361***	0.134*	0.155***
		0.999***					
	0.453	0.314	0.247	0.095	0.044	0.068	0.021
Education (Reference Category: Complete HS)							
Illiterate	--	--	--	--	--	--	-0.679***
							0.233
Reads/writes	--	--	--	0.287	0.026	-0.126	-0.234***
				0.371	0.090	0.300	0.016
Some El.	1.525	-0.005	1.006	-0.042	0.064*	-0.241*	-0.148***
	1.311	1.762	0.877	0.237	0.036	0.130	0.008
Complete El.	0.850	-1.167	1.349*	-0.010	-0.045	-0.185*	-0.129***
	1.701	1.039	0.711	0.166	0.039	0.097	0.008
Some HS	--	--	-0.431	-0.432*	-0.086*	-0.213*	-0.211***
			0.840	0.242	0.052	0.126	0.012
Some College	0.022	0.532	-0.159	0.310***	-0.190***	0.519***	0.149***
	0.672	0.530	0.382	0.114	0.040	0.068	0.013
College Grad	0.246	0.142	0.415	0.831***	0.021	0.790***	0.442***
	0.543	0.313	0.282	0.086	0.023	0.051	0.008
Other Controls							
Female	-0.207	0.220	-0.873***	-0.452***	-0.264***	-0.286***	-0.828***
	0.461	0.262	0.280	0.082	0.030	0.055	0.007
Age	0.172	-0.028	0.034	-0.015	-0.003	-0.045***	0.022***
	0.121	0.083	0.054	0.018	0.007	0.012	0.002
Age # Age	-0.002*	0.000	-0.001	-0.000	-0.000***	0.000	-0.001***
	0.001	0.001	0.001	0.000	0.000	0.000	0.000
Fed. District	--	-0.076	--	0.132	--	-0.571***	--
		0.227		0.247		0.146	
District Mag.	--	--	--	-0.005***	--	-0.005***	-0.068***
				0.001		0.001	0.001
Constant	-4.245	-1.371	-2.709*	-1.640***	-0.753***	-1.358***	-1.615***
	3.416	2.407	1.526	0.463	0.179	0.296	0.042
<i>N</i>	425	840	1633	26566	56792	65752	1492748
Year FE	YES	YES	YES	YES	YES	YES	YES
Party FE	YES	YES	YES	YES	YES	YES	YES

Note: Table presents logit estimates. For models 1, 3 and 5 regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 4

and 6 clustered standard errors for party in a state are included. For model 7 clustered standard errors for party in a state in a municipality are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Tables A5 – A8: Robustness to Sample Selection

The large number of non-competitive candidates who run in elections could bias our results if they are somehow consistently different from competitive candidates. To be sure that our results are not biased by our sample of candidates, we ran our main models for governor, senator, federal deputy, and state deputy (all from one dataset) dropping the least competitive candidates successively from our sample (5th, 10th, 15th, and 20th lowest percentiles). Tables A5, A6, A7, and A8 below show the results of these models. The results from the models support our three main hypotheses, suggesting that our results are not driven by our sample of candidates.

Table A5: Results of logistic regression dropping non-competitive candidates (5th lowest percentile)

	(1) Governor	(2) Senator	(3) Federal Deputy	(4) State Deputy
Candidate Experience				
Governor	-0.248	0.010	2.242***	1.571**
	0.532	0.494	0.323	0.553
Senator	-0.399	1.439*	2.202***	1.349**
	0.944	0.634	0.301	0.510
Mayor BM	0.019	2.041***	2.887***	2.728***
	0.642	0.538	0.127	0.116
Federal Deputy	--	-1.276	0.616***	0.373*
		1.117	0.125	0.167
Mayor SM	--	1.059	0.959***	1.422***
		0.923	0.152	0.089
State Deputy	--	0.599	-0.561*	1.267***
		1.007	0.264	0.070
City Council	--	-1.201	-2.100***	-1.297***
		1.046	0.234	0.123
Office Experience				
Governor	1.545***	2.059***	--	--
	0.402	0.582		
Senator	-0.752	1.070**	2.198*	1.332
	0.386	0.388	0.864	0.832
Mayor BM	0.215	0.820	--	--
	0.717	1.168		
Federal Dep.	-1.556*	1.008**	3.624***	2.590***
	0.637	0.349	0.103	0.370
Mayor SM	-0.729	0.492	3.602***	2.772***
	1.258	1.194	0.697	0.372
State Deputy	-1.539*	0.417	3.402***	4.070***
	0.706	0.603	0.149	0.068
City Council	--	-0.746	0.331**	0.831***
		0.795	0.126	0.076

Marital Status (Reference Category: Single)

Married	0.298	0.904*	0.234**	0.543***
	0.686	0.437	0.085	0.056
Widow	0.045	-0.358	-0.623	0.065
	1.349	0.875	0.359	0.227
Separated	0.846	1.188	-0.052	-0.068
	1.084	0.681	0.215	0.159
Divorced	0.442	1.101*	0.039	0.168
	0.868	0.523	0.127	0.087

Occupation (Reference Category: Others)

Business	-0.331	-0.507	0.370***	0.401***
	0.604	0.442	0.107	0.070
Public Servant	--	--	--	--
Lawyer	-0.519	-0.627	-0.143	0.176*
	0.482	0.377	0.113	0.079

Education (Reference Category: Complete HS)

Illiterate	--	--	--	--
Reads/writes	--	--	0.518	-0.206
			0.465	0.394
Some El.	0.993	0.447	0.079	-0.430*
	2.088	2.375	0.311	0.169
Complete El.	--	-1.530	0.098	-0.090
		0.916	0.179	0.108
Some HS	--	--	-0.303	-0.255
			0.304	0.168
Some College	0.010	0.562	0.331*	0.529***
	0.821	0.675	0.136	0.079
College Grad	0.225	-0.145	0.904***	0.805***
	0.666	0.371	0.096	0.057

Other Controls

Female	-0.413	0.276	-0.384***	-0.320***
	0.558	0.350	0.091	0.061
Age	0.042	-0.038	-0.056**	-0.082***
	0.146	0.096	0.020	0.013
Age # Age	-0.001	0.000	0.000	0.001***
	0.001	0.001	0.000	0.000
Federal District	--	0.008	-0.033	-0.746***
		0.282	0.280	0.164
District Magnitude	--	--	-0.007***	-0.006***
			0.002	0.001
Constant	-0.868	-1.013	-1.295*	-1.193***

	4.198	2.924	0.521	0.329
<i>N</i>	321	603	21553	52391
Year FE	YES	YES	YES	YES
Party FE	YES	YES	YES	YES

Note: Table presents logit estimates. For model 1, regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 3 and 4, clustered standard errors for party in state are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A6: Results of logistic regression dropping non-competitive candidates (10th lowest percentile)

	(1) Governor	(2) Senator	(3) Federal Deputy	(4) State Deputy
Candidate Experience				
Governor	-0.247	0.010	2.219***	1.553**
	0.531	0.494	0.324	0.556
Senator	-0.399	1.437*	2.167***	1.309*
	0.944	0.634	0.300	0.511
Mayor BM	0.017	2.038***	2.853***	2.696***
	0.642	0.539	0.126	0.116
Federal Deputy		-1.277	0.608***	0.376*
		1.117	0.125	0.168
Mayor		1.055	0.944***	1.399***
		0.923	0.152	0.089
State Deputy		0.601	-0.563*	1.262***
		1.016	0.264	0.071
City Council		-1.130	-2.101***	-1.299***
		1.061	0.234	0.123
Experience in Office				
Governor	1.540***	2.058***		
	0.402	0.581		
Senator	-0.755	1.067**	2.171*	1.295
	0.386	0.388	0.862	0.831
Mayor BM	0.222	0.824		
	0.717	1.167		
Federal Deputy	-1.551*	1.003**	3.590***	2.556***
	0.636	0.351	0.103	0.370
Mayor	-0.725	0.491	3.569***	2.739***
	1.258	1.194	0.695	0.371
State Deputy	-1.532*	0.403	3.368***	4.036***
	0.706	0.611	0.149	0.068
City Council		-0.749	0.298*	0.803***
		0.795	0.126	0.076
Marital Status (Reference Category: Single)				
Married	0.303	0.885*	0.217*	0.529***
	0.684	0.440	0.085	0.056
Widow	0.036	-0.375	-0.633	0.049
	1.348	0.877	0.361	0.229
Separated	0.830	1.171	-0.072	-0.089
	1.084	0.684	0.215	0.159
Divorced	0.444	1.081*	0.028	0.161

	0.866	0.523	0.127	0.087
Occupation (Reference Category: Others)				
Business	-0.368	-0.511	0.362***	0.391***
	0.609	0.440	0.107	0.070
Public Servant				
Lawyer	-0.531	-0.630	-0.146	0.168*
	0.482	0.378	0.113	0.079
Education (Reference Category: Complete HS)				
Illiterate				
Reads and writes			0.527	-0.203
			0.469	0.396
Some Elementary	0.926	0.457	0.101	-0.415*
	2.087	2.373	0.315	0.170
Complete Elementary		-1.523	0.111	-0.088
		0.914	0.180	0.108
Some HS			-0.295	-0.242
			0.305	0.168
Some College	-0.058	0.557	0.320*	0.519***
	0.832	0.673	0.136	0.079
College Degree	0.146	-0.140	0.881***	0.784***
	0.684	0.368	0.097	0.057
Other Controls				
Female	-0.411	0.274	-0.344***	-0.270***
	0.557	0.349	0.091	0.061
Age	0.043	-0.039	-0.056**	-0.086***
	0.146	0.096	0.020	0.013
Age # Age	-0.001	0.000	0.000	0.001***
	0.001	0.001	0.000	0.000
Federal District		0.013	-0.044	-0.750***
		0.281	0.281	0.163
District Magnitude			-0.007***	-0.006***
			0.002	0.001
Constant	-0.803	-0.962	-1.220*	-1.030**
	4.198	2.920	0.522	0.330
<i>N</i>	320	598	20437	49678
Year FE	YES	YES	YES	YES
Party FE	YES	YES	YES	YES

Note: Table presents logit estimates. For model 1, regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 3 and 4,

clustered standard errors for party in state are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A7: Results of logistic regression dropping non-competitive candidates (15th lowest percentile)

	(1) Governor	(2) Senator	(3) Federal Deputy	(4) State Deputy
Candidate Experience				
Governor	-0.221 0.539	-0.000 0.492	2.193*** 0.325	1.551** 0.560
Senator	-0.426 0.943	1.453* 0.663	2.122*** 0.299	1.263* 0.512
Mayor BM	-0.051 0.643	1.969*** 0.537	2.809*** 0.126	2.655*** 0.116
Federal Deputy		-1.320 1.114	0.596*** 0.125	0.367* 0.168
Mayor SM		0.993 0.912	0.903*** 0.151	1.362*** 0.089
State Deputy		0.430 0.990	-0.582* 0.264	1.260*** 0.071
City Council		-1.288 1.056	-2.117*** 0.235	-1.307*** 0.123
Experience in Office				
Governor	1.524*** 0.404	2.004*** 0.583		
Senator	-0.772* 0.386	1.006** 0.384	2.131* 0.856	1.252 0.832
Mayor BM	0.197 0.717	0.710 1.132		
Federal Deputy	-1.564* 0.635	0.940** 0.346	3.547*** 0.102	2.514*** 0.370
Mayor SM	-0.737 1.259	0.485 1.186	3.525*** 0.691	2.694*** 0.370
State Deputy	-1.571* 0.707	0.357 0.618	3.326*** 0.148	3.987*** 0.068
City Council		-0.876 0.781	0.253* 0.125	0.762*** 0.075
Marital Status (Reference Category: Single)				
Married	0.336 0.684	0.828 0.444	0.196* 0.086	0.509*** 0.056
Widow	-0.066 1.361	-0.438 0.872	-0.666 0.361	0.051 0.233
Separated	0.857 1.083	1.080 0.680	-0.096 0.215	-0.098 0.159

Divorced	0.459 0.865	1.062* 0.531	0.019 0.127	0.151 0.088
Occupation (Reference Category: Others)				
Business	-0.392 0.610	-0.586 0.440	0.355*** 0.107	0.382*** 0.070
Public Servant				
Lawyer	-0.495 0.486	-0.643 0.378	-0.157 0.112	0.166* 0.079
Education (Reference Category: Complete HS)				
Illiterate				
Reads and writes			0.569 0.478	-0.195 0.399
Some Elementary	0.923 2.084	0.339 2.089	0.101 0.317	-0.407* 0.171
Complete Elementary		-1.561	0.122	-0.078
Some HS		0.926	0.182 -0.250 0.309	0.109 -0.232 0.169
Some College	-0.063 0.832	0.633 0.682	0.305* 0.137	0.511*** 0.080
College Degree	0.142 0.684	-0.181 0.372	0.860*** 0.097	0.762*** 0.057
Other Controls				
Female	-0.407 0.557	0.300 0.358	-0.312*** 0.092	-0.233*** 0.062
Age	0.040 0.145	-0.071 0.098	-0.059** 0.020	-0.088*** 0.013
Age # Age	-0.001 0.001	0.000 0.001	0.000* 0.000	0.001*** 0.000
Federal District		0.116 0.253	-0.060 0.283	-0.753*** 0.162
District Magnitude			-0.007*** 0.002	-0.006*** 0.001
Constant	-0.716 4.191	0.100 2.985	-1.060* 0.525	-0.889** 0.332
N	316	570	19319	46950
Year FE	YES	YES	YES	YES
Party FE	YES	YES	YES	YES

Note: Table presents logit estimates. For model 1, regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 3 and 4,

clustered standard errors for party in state are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A8: Results of logistic regression dropping non-competitive candidates (20th lowest percentile)

	(1) Governor	(2) Senator	(3) Federal Deputy	(4) State Deputy
Experience as candidate				
Governor	-0.213	0.043	2.224***	1.502**
	0.539	0.497	0.331	0.560
Senator	-0.386	1.393*	2.094***	1.214*
	0.944	0.672	0.299	0.513
Mayor BM	-0.043	1.910***	2.780***	2.627***
	0.643	0.540	0.126	0.116
Federal Deputy		-1.366	0.575***	0.363*
		1.105	0.125	0.168
Mayor SM		0.920	0.872***	1.326***
		0.904	0.151	0.089
State Deputy		0.409	-0.592*	1.255***
		1.023	0.265	0.071
City Council		-1.333	-2.125***	-1.307***
		1.051	0.235	0.123
Experience in office				
Governor	1.527***	1.946***		
	0.404	0.585		
Senator	-0.765*	0.975*	2.070*	1.200
	0.385	0.388	0.861	0.832
Mayor BM	0.200	0.658		
	0.715	1.125		
Federal Deputy	-1.554*	0.872*	3.500***	2.473***
	0.635	0.346	0.102	0.370
Mayor SM	-0.737	0.491	3.481***	2.648***
	1.259	1.185	0.689	0.369
State Deputy	-1.566*	0.297	3.277***	3.938***
	0.706	0.622	0.147	0.068
City Council		-0.934	0.204	0.716***
		0.787	0.125	0.075
Marital Status (Reference Category: Single)				
Married	0.339	0.766	0.188*	0.493***
	0.684	0.453	0.086	0.057
Widow	-0.047	-0.463	-0.673	0.054
	1.361	0.878	0.363	0.237
Separated	0.855	1.006	-0.109	-0.107
	1.082	0.679	0.215	0.160

Divorced	0.405	1.020	0.020	0.142
	0.868	0.538	0.127	0.088
Occupation (Reference Category: Others)				
Business	-0.429	-0.619	0.332**	0.373***
	0.614	0.441	0.107	0.070
Public Servant				
Lawyer	-0.428	-0.670	-0.154	0.162*
	0.492	0.384	0.112	0.079
Education (Reference Category: Complete HS)				
Illiterate				
Reads and writes			0.582	-0.120
			0.484	0.407
Some Elementary	0.967	0.426	0.121	-0.389*
	2.096	2.030	0.322	0.171
Complete Elementary		-1.537	0.140	-0.070
		0.929	0.184	0.109
Some HS			-0.223	-0.213
			0.313	0.170
Some College	-0.070	0.649	0.291*	0.506***
	0.832	0.687	0.138	0.080
College Degree	0.122	-0.140	0.829***	0.735***
	0.684	0.375	0.097	0.057
Other Controls				
Female	-0.385	0.249	-0.279**	-0.192**
	0.555	0.362	0.092	0.062
Age	0.048	-0.079	-0.061**	-0.090***
	0.146	0.098	0.020	0.013
Age # Age	-0.001	0.001	0.000*	0.001***
	0.001	0.001	0.000	0.000
Federal District	--	0.068	-0.066	-0.761***
		0.258	0.282	0.160
District Magnitude	--	--	-0.007***	-0.006***
			0.002	0.001
Constant	-0.331	0.438	-0.934	-0.778*
	4.211	2.997	0.527	0.335
<i>N</i>	315	557	18188	44185
Year FE	YES	YES	YES	YES
Party FE	YES	YES	YES	YES

Note: Table presents logit estimates. For model 1, regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 3 and 4,

clustered standard errors for party in state are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A9: Results of logistic regression including race, campaign expenditures and wealth (national and state elections for 2018 only)

Additional control variables suggested by reviewers were campaign expenses, candidate wealth (proxied here with declared goods), and candidate race. Unfortunately, these were not available for all elections. TSE data for race were not available for elections before 2014, and data on the declaration of goods were not available for elections before 2006. We did collect them for 2018 national and state elections, however, so that we could run some robustness checks on our models with these control variables. Campaign expenses is coded as the percentage of the total campaign expenditures in the election for the candidate. The candidates' declaration of goods proxies wealth and is coded as a natural logarithm. For race, we kept the categories of race included in the original TSE's dataset: Branca (White), Petra (Black), Parda (Brown), Amarella (Yellow), and Indígena (Indigenous), with Branca as the reference category. The results of these models still largely support our main hypotheses.

	(1) Governor	(2) Senator	(3) Federal Deputy	(4) State Deputy
Experience as candidate				
Governor	-1.200	0.053	2.144***	0.663
	5.126	1.180	0.714	1.193
Senator		-0.188	2.211***	
		1.101	0.655	
Mayor BM		0.890	2.347***	1.867***
		0.985	0.278	0.238
Federal Deputy			0.553*	0.727**
			0.326	0.335
Mayor SM		0.652	-0.287	0.852***
		1.718	0.552	0.189
State Deputy			0.463	0.738***
			0.335	0.193
City Council		-0.027	-1.189***	-0.758***
		1.201	0.355	0.213
Experience in Office				
Governor	-3.381*	2.581*		
	2.047	1.499		
Senator	-2.674	-1.386	2.222*	
	2.720	1.015	1.167	
Mayor BM	-11.552**			
	4.755			
Federal Deputy		-0.260	2.823***	-0.117
		1.008	0.263	0.710
State Deputy	-7.182*	-0.599	3.334***	3.095***
	4.009	0.910	0.337	0.165
Mayor SM				2.740***
				0.624
City Council		-0.231	0.234	0.580***

		1.664	0.257	0.154
New Controls				
Expenses (%)	0.338**	0.095**	0.424***	1.375***
	0.132	0.038	0.058	0.137
Declared goods (log)	2.428**	0.123	0.253***	0.229***
	1.007	0.169	0.053	0.038
Race. Ref: Branca (White)				
Petra (Black)		2.118	-0.280	-0.029
		1.529	0.300	0.202
Parda (Brown)	1.484	-0.194	-0.352*	-0.233**
	2.951	0.654	0.182	0.111
Amarela (Yellow)			0.269	-1.301
			0.661	1.172
Indígena (Indigenous)			1.016	
			1.372	
Marital. Ref: Single				
Married	-1.549	2.734	-0.367**	0.342***
	3.236	1.842	0.175	0.129
Widow			-0.493	0.572
			0.848	0.370
Separated		1.706	-0.796	0.339
		2.252	0.884	0.396
Divorced	0.367	3.815*	-0.667**	0.108
	5.529	2.092	0.273	0.194
Occup. Ref: Others				
Business	-1.521	-1.260*	0.199	-0.176
	2.845	0.744	0.194	0.147
Public Servant				
Lawyer	-3.281	-0.485	0.164	-0.137
	3.080	1.012	0.221	0.182
Education. Ref: High School				
Illiterate				
Reads and writes			0.759	
			0.753	
Some Elementary			0.735	-0.325
			0.728	0.589
Complete Elementary			0.605	-0.162
			0.507	0.335
Some HS			0.065	-0.610
			0.718	0.498
Some College	2.675	0.481	-0.020	0.516***
	26.753	1.524	0.321	0.197
College Degree		0.467	0.565**	0.386***
		0.662	0.240	0.143

Other Controls

Female	-0.821	0.262	-0.138	-0.682***
	3.346	1.006	0.192	0.145
Age	-0.812	-0.057	-0.104**	-0.143***
	0.693	0.190	0.045	0.028
Age # Age	0.006	-0.000	0.001	0.001***
	0.006	0.002	0.000	0.000
Federal District	3.893	0.210	-0.313	-0.608**
	3.691	0.629	0.399	0.287
District Magnitude			.011***	.006***
			.003	.002
Constant	-18.180	-5.480	-3.074***	-2.586***
	16.504	5.384	1.181	0.797
<i>N</i>	67	152	4078	8208
Party FE	YES	YES	YES	YES

Note: Table presents logit estimates. For model 1, regular standard errors are included below the estimates. For model 2, clustered standard errors for district are included. For models 3 and 4, clustered standard errors for party in state are included. Blank cells had no or few candidates running for that office with those traits such that the variables predicted failure perfectly.

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A10: Difference in the predicted probability of winning a seat between a candidate with previous experience and a candidate with no previous experience

This table provides the estimates for the difference in the predicted probability of winning a seat between a candidate with previous candidate experience and a candidate without such experience (i.e., first difference). These are our core tests of H1, H2 and H3 in the paper and are the results in Figures 2, 3 and 4 of the main paper. All continuous variables were set at their means and categorical variables at their modes.

Hyp	Candidate experience as a...	Running for...	Difference in pred probs	95% Confidence interval	
				Upper	Lower
1	Governor	Governor	0.04	-0.11	0.18
2	Governor	Senator	-0.01	-0.11	0.11
2	Governor	Mayor BM	0.13	0.00	0.28
2	Governor	Federal Deputy	0.29	0.19	0.41
2	Governor	Mayor SM	0.30	0.10	0.45
2	Governor	State Deputy	0.12	0.02	0.27
2	Governor	City Council	0.65	0.54	0.73
3	Senator	Governor	-0.01	-0.27	0.27
1	Senator	Senator	0.17	-0.01	0.38
2	Senator	Mayor BM	0.10	-0.03	0.29
2	Senator	Federal Deputy	0.23	0.14	0.33
2	Senator	Mayor SM	-0.01	-0.21	0.20
2	Senator	State Deputy	0.10	0.02	0.22
2	Senator	City Council	0.56	0.45	0.65
3	Mayor BM	Governor	0.04	-0.12	0.22
3	Mayor BM	Senator	0.38	0.19	0.54
1	Mayor BM	Mayor BM	-0.11	-0.21	0.00
2	Mayor BM	Federal Deputy	0.43	0.37	0.49
2	Mayor BM	Mayor SM	0.08	-0.32	0.45
2	Mayor BM	State Deputy	0.38	0.33	0.43
2	Mayor BM	City Council	0.32	0.19	0.45
3	Federal Deputy	Governor	0.00	0.00	0.00
3	Federal Deputy	Senator	-0.16	-0.39	-0.02
3	Federal Deputy	Mayor BM	0.01	-0.06	0.10
1	Federal Deputy	Federal Deputy	0.04	0.02	0.06
2	Federal Deputy	Mayor SM	-0.11	-0.14	-0.06
2	Federal Deputy	State Deputy	0.01	0.00	0.03
2	Federal Deputy	City Council	0.19	0.17	0.20
3	Mayor SM	Governor	0.00	0.00	0.00
3	Mayor SM	Senator	0.12	-0.08	0.42
3	Mayor SM	Mayor BM	0.12	-0.12	0.52
3	Mayor SM	Federal Deputy	0.06	0.04	0.08
1	Mayor SM	Mayor SM	0.17	0.16	0.18

2	Mayor SM	State Deputy	0.13	0.11	0.15
2	Mayor SM	City Council	0.35	0.34	0.37
3	State Deputy	Governor	0.00	0.00	0.00
3	State Deputy	Senator	0.04	-0.15	0.31
3	State Deputy	Mayor BM	0.00	-0.06	0.07
3	State Deputy	Federal Deputy	-0.02	-0.03	-0.01
3	State Deputy	Mayor SM	-0.01	-0.04	0.01
1	State Deputy	State Deputy	0.10	0.09	0.12
2	State Deputy	City Council	0.24	0.23	0.25
3	City Council	Governor	0.00	0.00	0.00
3	City Council	Senator	-0.15	-0.36	-0.01
3	City Council	Mayor BM	0.00	0.00	0.00
3	City Council	Federal Deputy	-0.04	-0.05	-0.03
3	City Council	Mayor SM	-0.28	-0.30	-0.26
3	City Council	State Deputy	-0.03	-0.04	-0.03
1	City Council	City Council	0.09	0.09	0.10

Note: Differences were calculated using MoreClarify in STATA. Predicted probabilities were calculated holding all continuous variables at their mean values and categorical variables at the mode.

Table A11: Summary statistics for all variables

This table presents summary statistics for all of the variables in our statistical models. It includes the total number of observations available for all years and all elections, the variable means and standard deviations (SD), and the range of the variable's coding.

Variable	N	Mean	SD	Min	Max
Year	2038840	2010	5.8487	2000	2020
Office	2038840	6.8378	0.5795	1	7
Dependent Variables					
Seat Won	2038839	0.1518	0.3589	0	1
Percentage of Votes	80211	0.5206	3.202	0	88.7626
Experience as candidate					
Any Experience as Candidate	2038840	0.1911	0.3932	0	1
Governor	2038840	0.0002	0.0149	0	1
Senator	2038840	0.0002	0.015	0	1
Mayor BM	2038840	0.0006	0.0252	0	1
Federal Deputy	2038840	0.0046	0.0679	0	1
Mayor SM	2038840	0.0073	0.0848	0	1
State Deputy	2038840	0.0113	0.1058	0	1
City Council	2038840	0.1669	0.3728	0	1
Experience in office					
Any Experience in Office	2038840	0.0882	0.2836	0	1
Governor	2038840	0.0000	0.0065	0	1
Senator	2038840	0.0001	0.0094	0	1
Mayor BC	2038840	0.0001	0.0085	0	1
Federal Deputy	2038840	0.0011	0.0327	0	1
Mayor	2038840	0.0047	0.0685	0	1
State Deputy	2038840	0.0022	0.0472	0	1
City Council	2038840	0.08	0.2713	0	1
Controls					
Gender (Female)	2038695	0.2529	0.4347	0	1
Education	2025639	5.3576	1.8442	1	8
Marital Status	2028239	2.9199	1.9008	1	9
District Magnitude	1963452	14.2462	11.4253	8	94
Occupation	2038840	0.1683	0.5779	0	3
Age	2038077	44.0307	11.0383	18	100
Federal District	2038840	0.0011	0.0328	0	1
Race	23822	1.8505	0.9607	1	5
Expenses (%)	17437	0.304	0.8639	0	14.1561
Declared goods (log)	14669	12.0358	1.975	-4.6052	20.9073
Party ID	2038840	26.9191	16.2473	10	90

Table A12: Number of votes required to be elected by office

This table provides empirical support for our theoretical ranking of political offices in the Brazilian hierarchy. It shows the average amount of votes required to get elected by office and largely supports our theoretical ranking—governors require the greatest average number of votes to be elected whereas city councilors require the least number of votes to get elected. Mayor of small municipality and state deputy could be switched but the other offices rank exactly as we expected.

Office	Average Votes	Minimum Votes	Maximum Votes
Governor	2,669,167	116,542	17,421,904
Senator	1,769,335	85,366	11,189,168
Mayor Big Municipality	235,596	67,643	3,085,187
Federal Deputy	109,147	5,903	1,843,735
Mayor Small Municipality	8,814	490	113,377
State Deputy	44,427	1,347	528,628
City Council	685	32	301,446

Note: Governor, senator, federal deputy, and state deputy calculated based on the 2018 elections. Mayor of big municipality, mayor of small municipality, and city council calculated based on the 2016 elections.

Table A13: Salary by office

This table also provides empirical support for our theoretical ranking of political offices in the Brazilian hierarchy. It shows the salary ranges for each Brazilian office. This ranking also largely supports our theoretical ranking in the paper—governors, senators, and federal deputies earn the highest salaries whereas city councilors generally earn the lowest salaries. Again, mayor of a small municipality and state deputy could be switched but the other offices rank as we expected.

Office	Salary (in Reais)
Governor	19,000 - 33,763
Senator	33,763
Mayor Big Municipality	25,000 - 26,723.13
Federal Deputy	33,763
Mayor Small Municipality	6,000 - 25,000
State Deputy	25,300
City Council	5,064.45 - 18,991.68

Sources: <https://www.camara.leg.br/noticias/545051-conheca-o-valor-do-salario-de-um-deputado-e-demais-verbas-parlamentares/>; <https://www.cnnbrasil.com.br/politica/2020/10/19/eleicoes-2020-o-que-faz-e-quanto-ganha-um-vereador/>; <https://www.guiadacarreira.com.br/salarios/quanto-ganha-um-prefeito/>; <https://www.guiadacarreira.com.br/salarios/quanto-ganha-um-governador/>; <https://www.politize.com.br/quanto-ganha-senador/>.