**Is Trading with China Different? Self-Interest, National Pride, and Trade Preferences**

**Appendix A- Question Wordings**

**Demographics**

* Gender: Male, Female
* Age: Please tell me when you were born? Use the year of birth.
* Education: highest education level / degree? (No formal education, Complete primary/elementary, Complete secondary school, Complete high school, Some university education, University education completed, Post-graduate degree)
* Income: We would like to know in what income group your household on average is, counting all wages, salaries, pensions, dividends and other incomes that come in before taxes and other deduction. (No Income, Less than NTD 10,000, NTD 10,000-NTD 20,000, NTD 20,000-NTD 30,000, ..., NTD 190,000- NTD 200,000, Above NTD 200,000)
* Urban/Rural: Do you consider yourself living in urban or rural area? (Metropolitan city, Suburbs near city, Township, Rural area)

**Taiwanese Identity**

* In Taiwan, some people think they are Taiwanese. There are also some people who think that they are Chinese. Do you consider yourself as Taiwanese, Chinese or both? (Taiwanese, Both, Chinese)

**Unification/Independence**

* Regarding the potential relation between Taiwan and Mainland China, there are a few different views, which one do you agree with the most? (Unification soon, Independence soon, Maintain status quo and move toward unification, Maintain status quo and move toward independence, Maintain status quo and decide what to do in the future, Maintain status quo forever)

**Nationalism**

* National Pride: Do you feel proud to be from Taiwan? (on a 10 points scale)
* National Chauvinism: Do you agree with the following statement or not: Generally speaking, Taiwan is a better country than most other countries. (Strongly Agree, Somewhat Agree, Neutral, Somewhat Disagree, Strongly Disagree)

**Manipulation Check Questions**

* According to the previous passage, how much GDP growth rate will this trade agreement contribute to Taiwan? (-3% ~ -4%, 0% ~ 1%, 3% ~ 4%)
* According to the previous passage, which country Taiwan is currently negotiating a trade deal with? (open ended question)
* According to the WTO calculation, what is the impact on your monthly salary if this trade deal passes? (Increase, Decrease, Remain the same)

**Appendix B- Descriptive Statistics of Variables**

Table B1 and B2 display the descriptive statistics of the survey respondents of different sample sizes. We rescale the variables (except for age and the dependent variable) to 0-1.

Table B1: Descriptive Statistics: Full Sample

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Variables | Observations | Mean | Std. Dev. | Min | Max |
| Male (Dummy) | 829 | 0.59 | 0.49 | 0 | 1 |
| Age | 831 | 40.85 | 11.58 | 0\* | 62 |
| Education | 831 | 0.63 | 0.32 | 0 | 1 |
| Income | 799 | 0.47 | 0.25 | 0 | 1 |
| Urban (Dummy) | 831 | 0.42 | 0.49 | 0 | 1 |
| Taiwanese Identity (Dummy) | 831 | 0.59 | 0.49 | 0 | 1 |
| Seeking Independence (Dummy) | 826 | 0.37 | 0.48 | 0 | 1 |
| National Pride | 831 | 0.77 | 0.21 | 0 | 1 |
| National Chauvinism | 829 | 0.72 | 0.23 | 0 | 1 |
| Support for Trade Deal | 805 | 4.42 | 1.56 | 1 | 7 |
| \*: Only 1 respondent reported this age. The same respondents didn't pass the manipulation checks either. | | | | | |

Table B2: Descriptive Statistics: Reduced Sample

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Variables | Observations | Mean | Std. Dev. | Min | Max |
| Male (Dummy) | 373 | 0.55 | 0.5 | 0 | 1 |
| Age | 373 | 42.61 | 10.36 | 5\* | 60 |
| Education | 373 | 0.69 | 0.29 | 0 | 1 |
| Income | 362 | 0.49 | 0.25 | 0 | 1 |
| Urban (Dummy) | 373 | 0.44 | 0.5 | 0 | 1 |
| Taiwanese Identity (Dummy) | 373 | 0.61 | 0.49 | 0 | 1 |
| Seeking Independence (Dummy) | 372 | 0.4 | 0.49 | 0 | 1 |
| National Pride | 373 | 0.78 | 0.2 | 0.11 | 1 |
| National Chauvinism | 373 | 0.73 | 0.23 | 0 | 1 |
| Support for Trade Deal | 367 | 4.53 | 1.8 | 1 | 7 |
| \*: Only 1 respondent reported this age. The same respondents didn't pass the manipulation checks either. | | | | | |

**Appendix C-** **Modeling Selection into Reduced Sample**

Table C1 shows the comparison with simple t-tests between the full and reduced sample. It indicates that people who passed the manipulation checks are slightly older, more educated, and richer. Table C2 models the selection process more thoroughly. We regress a dummy for having passed the three checks on treatment groups (Malaysia x Lose as the baseline group) and on demographic variables. The result shows that 1) the selection into treatment is balanced across all treatment groups, 2) pride is not predictive of passing, and 3) less educated people and younger are more likely to fail at least one of the checks, but it has little influence on the balance between treatment groups. This regression indicates that we can treat missingness as if at random in regard to our estimates of treatment effects and the interaction of pride with treatments. With the reduced sample, the internal validity of the experiment holds up, but our ability to generalize to the very low educated is limited.

Table C1: Comparison Between the Full and Reduced Samples

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Male | Age | Education | Income | Urban | Taiwanese Identity | Seeking Independence | Chauvinism | National Pride |
| Full Sample | 0.61 | 39.42 | 0.63 | 0.47 | 0.42 | 0.58 | 0.37 | 0.72 | 0.77 |
| Reduced Sample | 0.55 | 42.61 | 0.68 | 0.49 | 0.44 | 0.61 | 0.4 | 0.73 | 0.78 |
| Difference | 0.06 | -3.19\* | -0.05\* | -0.02\* | -0.02 | -0.02 | -0.03 | -0.01 | -0.02 |

Table C2: Regress Passing Checks on Treatments, Pride and Demographics

|  |  |  |
| --- | --- | --- |
|  | On Treatment | On Treatment and Control |
|  | Coefficient | Coefficient |
| Variable | (Std. Err.) | (Std. Err.) |
| China x Lose | -0.322 | -0.248 |
|  | (0.246) | (0.257) |
| China x Benefit | -0.008 | -0.13 |
|  | (0.242) | (0.254) |
| Malaysia x Benefit | 0.003 | -0.066 |
|  | (0.243) | (0.252) |
| Japan x Lose | 0.005 | -0.037 |
|  | (0.242) | (0.253) |
| Japan x Benefit | -0.197 | -0.246 |
|  | (0.243) | (0.254) |
| National Pride |  | 0.501 |
|  |  | (0.35) |
| Education |  | 0.852\*\* |
|  |  | (0.254) |
| Income |  | 0.321 |
|  |  | (0.307) |
| Age |  | 0.020\*\* |
|  |  | (0.007) |
| Intercept | -0.12 | -1.97\*\* |
|  | (0.173) | (0.59) |
| N | 831 | 799 |
| \* p<0.05 \*\* p<0.01 \*\*\* p<0.001 | | |