Online Appendix

"Shared Interests Foster Interethnic Cooperation Among Politicians"

OA1: Additional Information about the Fieldwork

The survey firm IPSOS contacted the mayor's offices of all 140 municipalities in BiH with a written request asking for the contact information of municipal councilors or permission to visit a council meeting. Two municipalities refused to participate: Ostra Luka and Tuzla. Most others replied with information about council meeting times, and very few sent the full contact information for all their councilors. IPSOS contacted all the councilors for whom they received the full contact information and asked them to participate in the survey. Enumerators visited council meetings in 107 municipalities and invited officials who were present at the meeting to participate in the survey. The enumerators then conducted the surveys face-to-face, using tablets to record the answers. Further, enumerators gave the tables to the respondents in cases where there was visual information we wanted the respondents to see. This includes the biographical information given in the vignettes that we report on in this paper.

The total number of elected officials who completed the interview was 809 (out of 3084 elected councilors in all of Bosnia). The survey firm conducted additional interviews with local elites who had run as candidates in the latest municipal elections in 90 of the 140 municipalities. The sample of candidates (N = 580) was obtained using snowball sampling. The final sample includes responses from 1389 local political elites.

OA2: Descriptive Information about the Benefits Associated with the EU membership

Table OA2.1 lists the issues that respondents mentioned in response to the treatment that inquired "Bosnia and Herzegovina is one of the countries that is under consideration for future EU membership. Please tell us what you think the benefits of EU membership are." Respondents could and did talk about several benefits. The table reports the frequency with which each of these items was the first-mentioned issue. The responses demonstrate that respondents consider EU membership as broadly beneficial to the entire country and not just as a tool to advance the position of their ethnic group. It therefore serves as an appropriate prime for a shared interest in achieving a pan-ethnic goal.

Table OA2.2 presents descriptive information about the ethnicity of the respondents who responded "no benefits" or "don't know" to the question about the benefits of EU membership. The overall share of such responses was not high. Interestingly, while the Serbs appear to be the most Euroskeptic, it is the ethnic group for which we find the strongest treatment effect.

Table OA2.1: List of benefits associated with the EU membership

Benefits of EU Membership	Freq.	Percent	Cumulative Percent
Limitless traveling rights	77	10.42	10.42
Economic prosperity	54	7.31	17.73
Educational prosperity	15	2.03	19.76
Improved security	37	5.01	24.76
Resolving internal political issues	27	3.65	28.42
Improvement of the legal system / rule	49	6.63	35.05
Resolving bribery and corruption issues	26	3.52	38.57
Access to EU funds	65	8.8	47.36
Foreign investment	11	1.49	48.85
Employment opportunities / broader labor market	85	11.5	60.35
Broader market for export of goods	12	1.62	61.98
EU laws	5	0.68	62.65
Openness of market (unspecified)	51	6.9	69.55
Stability	14	1.89	71.45
Better living standards	39	5.28	76.73
Respect of human rights	22	2.98	79.7
Economic progress	8	1.08	80.78
Better health care	2	0.27	81.06
Strengthening integration (unification)	6	0.81	81.87
Access to NATO	1	0.14	82
Other	14	1.89	83.9
No benefits foreseen	97	13.13	97.02
DK/NA	22	2.98	100
Total	739	100	

Table OA2.2: Ethnic breakdown of non-responses about benefits of EU membership

Benefits of EU membership	Serb		Croat		Bosniak	
	Freq.	Percent	Freq.	Percent	Freq.	Percent
Benefit mentioned	216	78.26	115	89.15	289	86.53
No benefits	54	19.57	12	9.3	31	9.28
DK/NA	6	2.17	2	1.55	14	4.19
Total	276		129		334	

OA3: Instructions for the Trust Game

Bosnia and Herzegovina is one of the countries that is under consideration for future EU membership. Please tell us what you think the benefits of EU membership are.

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You will participate in several tasks called "games" over the next few minutes. You will be assigned to a different city official as a partner for each game. You will receive some basic demographic information on each partner.

In the game we will give you 10 tokens. You will then have opportunity to give a portion of these tokens to Player 2.

You could give some, all, or none of the 10 tokens. Whatever amount you give to Player 2 will be tripled before it is passed on to Player 2. Player 2 then has the option of returning any portion of this tripled amount to you. Then, the game is over.

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We will now run through 3 examples to show you how the game might be played.

Example 1

	Actions	Your Tokens	Player 2's Tokens
1	We give you 10 tokens	10	0
2	You give 4 tokens to Player 2 (which we triple: 3x4 = 12)	6	12
3	Player 2 returns 3 tokens to you (then game ends)	9	9

Example 2

	Actions	Your Tokens	Player 2's Tokens
1	We give you 10 tokens	10	0
2	You give 4 tokens to Player 2 (which we triple: 3x3 = 9)	7	9
3	Player 2 returns 0 tokens to you (then game ends)	7	9

Example 3

	Actions	Your Tokens	Player 2's Tokens
1	We give you 10 tokens	10	0
2	You give 8 tokens to Player 2 (which we triple: 3x8 = 24)	2	24
3	Player 2 returns 9 tokens to you (then game ends)	11	15

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By playing the game you can earn money for local schools in your municipality. Each token in this game represents 100 Marks. One game will involve as much as 3,000 Marks. We will not pay this reward for everyone, instead we will randomly choose 1 official and pay out according to how they played in one of the rounds of the game. We will choose the official and the round of play randomly to ensure fairness. How you play does not affect whether you are randomly chosen to receive the reward, but it does affect how much you will earn if you are chosen.

The first round of the game will begin on the next screen.

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Here is some basic information about the person you will be playing with in round 1 (they will have this information about you as well).

Ethnicity:{Bosniak/Croat/Serb}

Gender: {Female/Male}

Age: 50

Years serving as a councilor: 10

Please choose the number of tokens (each worth 100 marks) that you want to be tripled and passed on to this official. You can give this official some, all, or none of the 10 tokens. The official will receive this amount tripled by us. Remember the more you give, the greater the amount of money at his or her disposal. While they are under no obligation to give anything back, we will pass onto you whatever the official decide to return.

Amount to send to this official: (OPTIONS 0-10)

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Here is some basic information about the person you will be playing with in round 2 (they will have this information about you as well).

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Ethnicity:{Bosniak/Croat/Serb}

Gender: {Female/Male}

Age: 26

Years serving as a councilor: 1
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Please choose the number of tokens (each worth 100 marks) that you want to be tripled and passed on to this official. You can give this official some, all, or none of the 10 tokens. The official will receive this amount tripled by us. Remember the more you give, the greater the amount of money at his or her disposal. While they are under no obligation to give anything back, we will pass onto you whatever the official decide to return.

Amount to send to this official: (OPTIONS 0-10)

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Here is some basic information about the person you will be playing with in round 3 (they will have this information about you as well).

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Ethnicity:{Bosniak/Croat/Serb}

Gender: {Female/Male}

Age: 55

Years serving as a councilor: 8
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Please choose the number of tokens (each worth 100 marks) that you want to be tripled and passed on to this official. You can give this official some, all, or none of the 10 tokens. The official will receive this amount tripled by us. Remember the more you give, the greater the amount of money at his or her disposal. While they are under no obligation to give anything back, we will pass onto you whatever the official decide to return.

Amount to send to this official: (OPTIONS 0-10)

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Here is some basic information about the person you will be playing with in round 4 (they will have this information about you as well).

Ethnicity:{Bosniak/Croat/Serb}

Gender: {Female/Male}

Age: 39

Years serving as a councilor: 7

Please choose the number of tokens (each worth 100 marks) that you want to be tripled and passed on to this official. You can give this official some, all, or none of the 10 tokens. The official will receive this amount tripled by us. Remember the more you give, the greater the amount of money at his or her disposal. While they are under no obligation to give anything back, we will pass onto you whatever the official decide to return.

Amount to send to this official: (OPTIONS 0-10)

OA4: Descriptive statistics of the dependent variable, Experiment 2

DV = Number of Tokens to Player 2	N	Mean	St. Dev.	Min	Max
Serbs	1960	4.09	2.78	0	10
Croats	928	4.26	2.70	0	10
Bosniaks	2480	4.63	2.83	0	10

Table OA5: Heterogeneous Treatment Effects by Elected Status

Sample:	(1) Choose Coethnic Partner	(2) DV = Number of Tokens to Player 2
Policy preference treatment	-0.40	
	(0.04)	
Policy preference * Elected	0.12*	
	(0.05)	
Elected official	-0.11*	0.62*
	(0.03)	(0.14)
Non-coethnic partner		-0.86*
		(0.09)
EU benefits Treatment		-0.19
		(0.15)
Non-coethnic partner * EU benefits		0.005
		(0.14)
Non-coethnic partner * EU benefits * Elected		0.30*
		(0.15)
Observations	1,342	5,368
Individuals (# Random Effects)	N/A	1,342

Notes: *$p \leq 0.05$ (one-sided). Standard errors in parentheses.

Table OA6: Fixed-effects Model Results for Experiment 2

DV = Number of Tokens to Player 2	(1)	(2)	(3)	(4)
Sample:	All	Serbs	Croats	Bosniaks
Non-coethnic partner	-0.88*	-1.10*	-1.03*	-0.66*
	(0.09)	(0.14)	(0.19)	(0.14)
Non-coethnic partner * EU benefits	0.17	0.35	-0.04	0.09
	(0.12)	(0.19)	(0.26)	(0.19)
Observations	5,368	1,960	928	2,480
Individuals (# Fixed Effects)	1,342	490	232	620
R-squared	0.69	0.70	0.74	0.66

Notes: *$p \leq 0.05$ (two-sided). Standard errors in parentheses.