Supplementary Information for “Can Political Speech Foster Tolerance of Immigrants?”

Contents

1 Main Study Details

1.1 Sample

We fielded our sample over three waves of Qualtrics' "qBus," their monthly omnibus survey. Qualtrics' qBus combines a single battery of demographic items with several question blocks from researchers. Qualtrics recruits qBus respondents through a combination of traditional market research panels, email, and social media accounts; compensation for survey completion includes airline miles, gift cards or other forms of redeemable points (Anson 2018). Among respondents who complete a screening survey that measures basic demographics, Qualtrics samples roughly 1,000 respondents for each qBus wave using demographic quotas to produce representativeness of the US population in terms of age, income, gender, and race (Anson 2018). To ensure sample quality, Qualtrics actively removes participants who display high levels of inattentiveness or who complete surveys very quickly, and they also limit the participation rate of any individual participant (Anson 2018). Qualtrics included our survey in the October 2018, November 2018, and December 2018-January 2019 qBus waves. Each wave comprised an entirely new set of respondents to our survey; our sample sizes per wave are 947, 989, and 1,020.

1.2 Deviations from Pre-Analysis Plan in Covariate Measurement

Because we fielded our survey as part of Qualtrics omnibus, some of our covariate categories were adjusted by Qualtrics—after registration of our pre-analysis plan (PAP; see below)—to match the demographics they collect at the start of the omnibus survey. Further, our responses were split across three waves (October 2018, November 2018, and December 2018-January 2019) of Qualtrics' omnibus instead of two waves, as originally planned. We list deviations from our pre-registered covariate measurement below.

- *Race*: Asian, Black/African American, Hispanic/Latino, White/Caucasian, other.
- *Education*: Less than high school, High school graduate/ GED, 2 year degree, Some college,

4 year degree, Masters degree, Professional Degree (JD, MD), Doctorate.

- *Party Identification*: Independent, Democrat, Republican, Something else.
- *Survey Wave*: 1 (October 2018), 2 (November 2018), 3 (December 2018-January 2019).

1.3 Treatment Comprehension Items

Comprehension item order was randomized for each respondent. Response options for each item were "Yes", "No", and "Don't know". In the order presented below, the correct answer for the first two items per treatment was "Yes", and the correct answer for the final item was "No." All treatment groups viewed the same prompt, shown below.

Please indicate whether the text above makes each of the following statements:

[Norms]

- People of any race, religion, or ethnicity can be fully American.
- Welcoming newcomers is part of the American creed.
- America has not been able to assimilate newcomers.

[Countering Stereotypes]

- Immigrants contribute significantly to the U.S. economy.
- America became a great power in part because of immigrant families.
- Immigrants contributed to America in the past but no longer do so.

[Common Humanity]

- The U.S. is a nation of immigrants.

- Many of us are Americans by choice.
- America has no history of immigration.

[Sleep (control)]

- Lack of sleep increases the risk of heart disease.
- Quality sleep protects mental health.
- Sleep does not affect learning.

1.4 Behavioral Task Instructions

You will participate in a task called a "game" over the next few minutes. You will play four rounds of this game. There are two players in the game, and you have been chosen to be Player 1. You will be assigned to a different participant as a partner for each round of the game. We will provide you some basic demographic information for each partner.

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

You could give some, all, or none of the 10 tokens to Player 2. 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.

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

By playing the game you can earn money. Each token in this game represents $10. One game can involve as much as $300. We will not pay this reward for everyone, instead we will randomly choose one participant and pay out according to how they played in one of the rounds of the game.

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 3 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

To ensure fairness, we will randomly choose the participant and the round of play that receive the payout. How you play does not affect your chances to receive the reward, but it does affect how much you will earn if you are chosen. To be included in the random draw for the reward, please type your email address here. Researchers will not have access to your email address and Qualtrics will not use your email address for anything other than contacting you if you are selected to receive the reward.

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

[BELOW REPEATED OVER NEXT 4 SCREENS]

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

> Gender: [RANDOMIZE (a) "Female", (b) "Male"]
>
> Age: [50, 26, 55, 39 for rounds 1,2,3,4]
>
> Country of birth; [RANDOMIZE (a) "US", (b) "Other"]
>
> State: [New York, Florida, California, Kansas for rounds 1,2,3,4]

Please choose the number of tokens (each worth $10) that you want to be tripled and passed on to this person. You can give this person some, all, or none of the 10 tokens. The person 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 person decides to return.

Amount to send to this person: [PRESENT RESPONSE OPTIONS 0-10]

1.5 Descriptive Statistics and Balance Tests

Table S.1 reports descriptives statistics for our sample. We report the results of balance tests, as described in our pre-analysis plan, in Figure S.1. Each row of this figure represents a separate regression, with each column containing the coefficient for the indicated treatment (i.e., in these regressions, covariates are the outcome and treatment indicators are predictors). For only a single covariate (*Age*), do any of our treatment indicators return a statistically significant coefficient.

1.6 Robustness Checks and Additional Analyses

Table S.4 reports regression estimates of the effects of our treatment on the three *Statement Ranking* items (described as *Norms/Countering Stereotypes/Common Humanity Importance* in the PAP).

Following the PAP, we present specifications without covariates, with all covariates, and with only *Age* (and Age^2), our only imbalanced covariate for each *Statement Ranking* item. Estimates from models (2), (5), and (8) generate the *p*-values used to describe differences between the *Norms*, *Countering Stereotypes*, and *Common Humanity* groups, respectively, and the control group in the main text. In Figure S.4, we complement Figure 1 of the main text with a plot that facilitates comparing values of *Statement Ranking* across the treatment groups. For this plot, we center each of the *Statement Ranking* variables to have a mean of zero and standard deviation of one before plotting.

Table S.7 reports regression estimates of treatment effects on attitudinal outcomes. For each outcome, we present three specifications, following the PAP. Specifically, (1), (4), (7), and (10) do not adjust for covariates, (2), (5),(8), and (11) adjust for all measured covariates, and (3), (6), (9), and (12) adjust only for the single covariate which was not balanced across randomized group, *Age* (we also include Age^2 in these models). Estimates from (2), (5), and (8) correspond to the left-hand panel from Figure 2 in the main text.

Models (10)–(12) in Table S.7 test the robustness of our results for *Immigration Index* to an alternative measurement strategy. To recall, we created this measure by performing a polychoric principal component analysis on *Immigrant Neighbors* and *Increase Immigration* and extracting scores from the first component. We standardize these scores to have mean of zero and standard deviation of one. Our principal component analysis finds that a the first component explains 65% of the variation in our two attitudinal measures. Both variables load positively on this component, increasing confidence in its validity as a measure of immigration attitudes. As a robustness test, we created *Immigration Index (Alternative Construction)* by averaging together each respondent's answers to *Immigrant Neighbors* and *Increase Immigration*. This produced a measure that ranges from one to seven. Models (10)–(12) report our three specifications using this outcome; we see that the significance and size of treatment effect estimates are similar to our PCA-based measure.

Table S.11 shows regression estimates of treatment effects for *Tokens Given*. We present four specifications, following the PAP. We include only game rounds played with foreign-born partners

in (1), (2), and (3), and we include either no covariates (1), all covariates (2), or only *Age* and Age^2, the imbalanced covariates. We fit our difference-in-differences type specification in (4); the three interaction estimates are reported in Figure 3 of the main text.

Table S.10 conducts an exploratory analysis of heterogeneity in our treatment effects. These regressions use *Immigration Index* as the outcome and adjust for our standard battery of covariates. To explore heterogeneity, each interacts our three treatment indicators with one of our covariates. We collapse all covariates into binary indicators when interacting them save for *Party ID*, which we collapse into Independent, Democrat, and Republican.

To complement our behavioral results, we also included measures which allow us to test whether our treatments change beliefs about the acceptability of intolerant attitudes. Were we to find effects here, it would suggest that political speech may indirectly influence behaviors by changing the social costs of intolerance (see Tankard and Paluck 2017). The two items which test these mechanism are *Americans' Perceived Beliefs*, based on an item asking respondents "To what extent do you think Americans oppose or support treating immigrants differently than US citizens?" and *Discomfort Criticizing Immigrants*, based on respondents' agreement with the statement "I feel uncomfortable voicing a negative view in public about people who have come to live in the US from another country." We measure both items with seven-point scales that we code so that higher values represent less acceptance of intolerant attitudes. Our analyses of *Second Order Beliefs* and *Discomfort Criticizing Immigrants* were registered on our PAP, and we estimate treatment effects for them following the specifications in our PAP. Table S.16 reports the results of these analyses. We find no significant treatment effects.

Finally, Table S.12 conducts an exploratory heterogeneity analysis for our behavioral effects. These regressions follow our standard specification for the models of *Tokens Given* and interact a respondent covariate with *Foreign-Born Partner* and with the interactions between *Foreign-Born Partner* and our treatment indicators (thereby creating a three-way interaction). The covariates used and their specification follow our heterogeneity analysis for *Immigration Index*.

2 Pre-Analysis Plan

Note: We registered the below PAP prior to the receipt of any survey data from Qualtrics.

In this study, we test the potential of pro-immigration political rhetoric to reduce prejudiced attitudes toward immigrants. We are interested in three specific themes that pro-immigrant political rhetoric can emphasize. First, we consider rhetoric that counters negative stereotypes about immigrants by providing factual information about immigrants' positive contributions to the economy. We label this *Countering Stereotypes (CS)*. Second, we consider rhetoric that calls on honoring and respecting norms of tolerance, equality, and acceptance of diversity. We label this *Norms (NM)*. Finally, we consider rhetoric that highlights the common humanity shared by host communities and immigrants. We label this *Common Humanity (CH)*. We will test the effects of these three types of political rhetoric using a survey experiment. The full protocol for our survey is pasted at the end of this document (*Note: Survey protocol excluded here for reasons of space*). In the remainder of this pre-analysis plan, we list the variables that we will extract from our survey and the statistical methods that we will use to analyze survey responses.

2.1 Variables

Randomized Variables

Respondent level (measured once per respondent):

- *Countering Stereotypes*: A binary variable that equals 1 for respondents shown the countering stereotypes vignette and 0 for all other respondents.
- *Norms*: A binary variable that equals 1 for respondents shown the norms vignette and 0 for all other respondents.
- *Common Humanity*: A binary variable that equals 1 for respondents shown the common

humanity vignette and 0 for all other respondents.

- *Sleep*: A binary variable that equals 1 for respondents shown the sleep vignette and 0 for all other respondents.

Trust-game level (measured once for each round of the trust game that the respondents play.)

- *Female Partner*: A binary variable that equals 1 if the trust-game partner is female and 0 if the opponent is male.

- *Foreign-Born Partner*: A binary variable that equals 1 if the trust-game partner was born outside of the United States, and 0 if the opponent was not.

Covariates (measured once per respondent, all before the treatment vignette is shown)

- *Female*: A binary variable that equals 1 for female respondents and 0 for male respondents.

- *Age*: Respondent age in years.

- *Race*: Respondent's self-reported race. Included categories are: Asian, African American/Black, Hispanic/Latino, Native American, White, and other.

- *Education:* Respondent's highest level of completed education. Included categories are: Less than high school, high school, some college, bachelor's degree or higher.

- *Party Identification*: Respondents party identification. Included categories are: Republican, Democrat, Independent, Other, Don't Know.

- *News Attention*: Respondents frequency of following news of national and international issues. Included categories are: every day, several times a week, once a week, several times a month, once a month, less often, never.

- *Region*: Respondent's region of residence. Regions are Northeast, South, Midwest, and West, and are coded according to the United States' Census Bureau's definitions.

- *Survey Wave*: A binary variable that equals 1 for respondents interviewed in the October 2018 wave fo the survey and 0 for respondents interviewed in the November 2018 wave.

Outcome Variables (all variables measured after treatment)

- *Norms Importance*: Placement of the statement about norms of tolerance of diversity in survey item asking respondents to rank the statements about countering stereotypes, norms, and common humanity in the order with which they agree with them. Takes on the values of 1, 2, and 3.

- *Countering Stereotypes Importance*: Placement of the statement about immigrants' economic contribution in survey item asking respondents to rank the statements about countering stereotypes, norms, and common humanity in the order with which they agree with them. Takes on the values of 1, 2, and 3.

- *Common Humanity Importance*: Placement of the statement about common humanity of people from different countries in survey item asking respondents to rank the statements about countering stereotypes, norms, and common humanity in the order with which they agree with them. Takes on the values of 1, 2, and 3.

- *Tokens Given*: Measured once per round of the trust game played by each respondent. Number of tokens given to partner in the trust game, can range from 0 to 10.

- *Immigrant Neighbors*: Response to item asking how much respondent would welcome it or object if an immigrant couple moved in as their neighbors. Takes on integer values from 1 to 7, coded such that higher values indicate that a respondent would welcome it more.

- *Increase Immigration*: Response to item asking respondents whether they would like to see opportunities for immigration to the United States increased or reduced. Takes on integer values from 1 to 7, with higher values indicating a preference for increased opportunities.

- *Prejudice Discomfort*: Response to item asking whether respondent feels comfortable or uncomfortable voicing negative views about immigrants in public. Takes on integer values from 1 to 7, with higher values indicating higher levels of discomfort with voicing negative views about immigrants in public.

- *American's Perceived Beliefs*: Response to item asking how respondents think Americans feel about treating immigrants differently than other citizens. Takes on integer values from 1 to 7, with higher values indicating perceptions that Americans oppose treating immigrants differently than US citizens.

2.2 Methods

Randomization Check

The first analyses will check covariate balance across our treatment groups. To do this, we will run OLS regressions that are specified as follows:

$$[\text{covariate}] = \alpha + \beta * \textit{Common Humanity} + \beta * \textit{Norms} + \beta * \textit{Countering Stereotypes} + \varepsilon,$$

where [covariate] represents one of our covariates, as defined above. For categorical covariates (except *News Attention*), we will estimate separate models for each category. For *News Attention*, we will recode this as a continuous variable, with "every day" coded as 7 and "never" coded as 1. These OLS regressions will use conventional standard errors.

Treatment Effect Estimation

To estimate the effects of our treatments, (*Countering Stereotypes*, *Norms*, and *Common Humanity*), on the outcome variables, we will fit OLS regressions with conventional standard errors. For all outcome variables except *Tokens Given*, we will do the following. First, we will fit a model

without controls, specified as:

$$[\text{outcome}] = \alpha + \beta * \textit{Common Humanity} + \beta * \textit{Norms} + \beta * \textit{Countering Stereotypes} + \varepsilon,$$

where [outcome] is one of our outcome measures, as defined above. Second, we will fit a model that controls for all of our covariates. Specifically, we will include the following covariates: *Female*, *Age*, Age^2,*Race* (excluded category = white), *Education* (excluded category = less than high school), *Party ID* (excluded category = independent), *News Attention* (coded as a continuous variable), *Region* (excluded category = Northeast), and *Survey Wave* (excluded category = October, 2018). These models will be specified as:

$$[\text{outcome}] = \alpha + \beta * CH + \beta * NM + \beta * CS + [\textit{covariates}] + \varepsilon,$$

where [outcome] is again one of our outcome measures, and [covariates] is a placeholder for the set of covariates described above. Third, we will fit a model that only controls for covariates which the randomization checks show to be imbalanced across treatment groups. These models will be specified as:

$$[\text{outcome}] = \alpha + \beta * CH + \beta * NM + \beta * CS + [\textit{imbalanced covariates}] + \varepsilon,$$

where [outcome] is again one of our outcome measures, and [imbalanced covariates] is a placeholder for covariates which our randomization checks to show are not balanced across treatment groups. We will categorize as "imbalanced" any covariates which have two-tailed $p < 0.05$ in the randomization check.

Tokens Given Analysis

Because we measure *Tokens Given* four times per respondent, it requires a different analytical ap-

proach. For these analysis, we will use a dataset where the unit of observation is the trust-game round, meaning each respondent will enter the dataset four times. All analyses of *Tokens Given* will use OLS regression with standard errors clustered by respondent.

Our first specification will subset the analysis based on trust-game partner origin, focusing only on rounds where *Foreign-Born Partner* $= 1$, i.e., cases where the partner is foreign-born. The specification will be:

$$\textit{Tokens Given} = \alpha + \beta * \textit{CH} + \beta * \textit{NM} + \beta * \textit{CS} + \beta * \textit{Female Partner} + [\textit{round fixed-effects}] + [\textit{covariates}] + \varepsilon,$$

where [covariates] is one of the three covariates specifications detailed above, i.e., no covariates, all covariates, or only imbalanced covariates. Hence, we will fit three versions of this specification. Our second specification uses the entire trust-game dataset, and is as follows:

$$\begin{aligned} \textit{Tokens Given} &= \alpha + \beta * \textit{Foreign-Born Partner} + \beta * \textit{Foreign-Born Partner} * \textit{CH} \\ &+ \beta * \textit{Foreign-Born Partner} * \textit{NM} + \beta * \textit{Foreign-Born Partner} * \textit{CS} \\ &+ \beta * \textit{Female Partner} + [\textit{round fixed-effects}] + [\textit{respondent fixed-effects}] + \varepsilon. \end{aligned}$$

In this specification, we include fixed-effects for respondents, and as a consequence do not include any covariates, which are constant within respondents across rounds of the trust game. Hence, there is only a single version of this specification.

3 Replication Study Details

We fielded the replication study in December 2019 to a sample of 1,987 respondents recruited from Amazon's Mechanical Turk (MTurk). We compensated respondents $0.50 for completing the replication study. We excluded MTurkers who completed any of our pilot studies or pre-tests (see below) from participation in this study.

The replication study began with items asking respondents if they were born in the US and for their year of birth; we screened out respondents born outside the US and who were under 18 years of age (i.e., born in 2002 or later). After this, survey protocol followed the main study exactly except for the exclusion of the behavioral task, which we did not replicate given the lack of evidence of treatment effects in the main study. For the three covariates that were measured differently in the main study than on our Pre-Analysis Plan (*Race*, *Education*, *Party Identification*; see SI 1.2), we followed the measurement details on the main study to ensure comparability between studies.

3.1 Descriptive Statistics and Balance Tests

Table S.2 reports descriptive statistics for the replication study sample, and Table S.3 does the same for the sample created by pooling responses to the main and replication studies (henceforth, the "pooled sample"). Similar to the main study, we report balance tests in Figure S.2 for the replication study and in Figure S.3 for the pooled sample (see SI 1.5 for details on the construction of these figures). We see that the randomization in the replication produced good covariate balance, although there are a small number of statistically significant differences at the $p < 0.05$ level—for *Race: Hispanic/Latino*, *Education: 2-year degree*, *Party Identification: Something else*, and *Region: South*—between the treatment and control groups. Figure S.3 shows balance in the pooled sample, which is very good: we find no statistically significant imbalances across all covariates. Given this lack of imbalanced covariates, we do not report the "imbalanced covariate" specifications for analyses using the pooled sample.

3.2 Treatment Effect Estimates

Using the replication study sample and the pooled sample, we estimated the main specifications for attitudinal items reported in the main text: the main results and effects on the *Statement Ranking* items. These analyses follow the exact specifications used for the main study sample, except for the exclusion of "imbalanced covariate" specifications in the pooled sample, as described above.

We begin by discussing treatment effects on the *Statement Ranking* items. Table S.5 shows

regression estimates for these three items using the replication study sample. The estimated effects resemble the corresponding estimated from the main study. For *Statement Ranking: Norms*, we see positive effects of the *Norms* treatment, as expected, although these are not statistically significant ($p = 0.14$ for all three specifications). For *Statement Ranking: Countering Stereotypes*, we find positive and significant effects of the *Countering Stereotypes* treatment in all three specifications. These effects are somewhat larger than the corresponding estimates from the main study. Finally, keeping with the broad trends of the effects of the *Common Humanity* treatment, we do not find any evidence that this treatment impacted *Statement Ranking: Common Humanity*.

Table S.6 reports treatment effects for these items with the pooled sample. When combining our two studies, both with and without covariate adjustment, we find that the *Norms* and *Countering Stereotypes* treatments operated as expected, leading to statistically significant increases in the corresponding *Statement Ranking* items. For *Common Humanity*, this evidence reinforces further the conclusion that this treatment had no effect on *Statement Ranking: Common Humanity*.

We now turn to treatment effects on our three main attitudinal outcomes: *Immigration Index* and its components, *Immigrant Neighbors* and *Increase Immigration*.[1] Table S.8 presents regression estimates for the replication study sample. Models (2), (5), and (8), which include all covariates, correspond to the estimates from the center panel of Figure 2 in the main study. Comparing the no, all, and imbalanced covariate specifications, we see that decisions about which covariates to include have little influence on the inferences that we draw from this analysis. Table S.9 reports the main analysis results for the pooled sample. We use estimates from Models (3), (7), and (11) in the right-hand panel Figure 2 in the main text. In this table, we also evaluate whether the treatment effects significantly differ across the main and replication studies by fitting models which interact the treatment variables with an indicator for being in the replication study. Such variation may be caused by, for example, changes in the underlying effects of the treatments in the year between studies or by the exclusion of the behavioral task from the replication. Across all three

[1] We also included the items used to measure *Americans' Perceived Beliefs* and *Discomfort Criticizing Immigrants* on the replication study. Similar to the main study, we find no significant treatment effects for these outcomes with the replication study sample or the pooled sample. We omit the corresponding regression tables to save space.

outcomes and both of our covariate specifications, we find no evidence that any single treatment effect was significantly different in the two studies. Further, we performed an F-test of the null hypothesis that all three interaction effects were zero for each outcome-specification combination. The smallest p-value from these joint significance tests was 0.52, preventing us from rejecting this null hypothesis. This evidence reinforces our confidence in our decision to pool responses to the main and replication studies.

4 Extended Analysis of Heterogenous Effects by Partisanship

In this section, we explore in more detail whether partisanship conditions the effects of our three treatments on the attitudinal outcomes. We did not pre-register this analysis and we do not have strong theoretical expectations about how the effects will vary across partisans. We perform this heterogeneity analysis by fitting regressions with the following specification:

$$\begin{aligned} Y &= \beta_0 + \beta_1 \text{Democrat} + \beta_2 \text{Republican} \\ &+ \beta_3 \text{Common Humanity} + \beta_4 \text{Countering Stereotypes} + \beta_5 \text{Norms} \\ &+ \beta_6 \text{Dem.} \times \text{C.H.} + \beta_7 \text{Dem.} \times \text{C.S.} + \beta_8 \text{Dem.} \times \text{N.M.} \\ &+ \beta_9 \text{Rep.} \times \text{C.H.} + \beta_{10} \text{Rep.} \times \text{C.S.} + \beta_{11} \text{Rep.} \times \text{N.M.} \\ &+ [\text{controls}] + \varepsilon. \end{aligned}$$

We use a trichotomous measure of partisanship, with *Independent* as the excluded category, and [controls] is a placeholder for our full set of controls. We fit these regressions to all combinations of our three attitudinal outcomes (*Immigration Index*, *Immigrant Neighbors*, and *Increase Immigration*) and our three samples (Main, Replication, and Pooled).

We show the results of this analysis in two ways. First, Figure S.5 shows the party specific estimated treatment effects. For independents, these are simply the estimates of β_3, β_4, and β_5 for *Common Humanity*, *Countering Stereotypes*, and *Norms*, respectively. For Democrats, the

corresponding effects are given $\beta_3 + \beta_6$, $\beta_4 + \beta_7$, and $\beta_5 + \beta_8$. Similarly, the plotted estimates for Republicans are $\beta_3 + \beta_9$, $\beta_4 + \beta_{10}$, and $\beta_5 + \beta_{11}$. Second, Table S.13 reports two-sided p-values of various hypothesis tests. In this table, we use β_D, β_I, and β_R to refer to the estimated effect for Democrats, Independents, and Republicans. Which specific regression coefficients these represent depends on the treatment; for example, β_D for Common Humanity is $\beta_3 + \beta_6$. Tests where we can reject the specified null hypotheses at the 5% level are marked in bold font.

With three partisanship categories, three treatments, three samples, and three outcomes, there are 81 estimated effects (and an even higher number of p-values when we compare the effects to each other). Therefore, our discussion of this analysis focuses on broad patterns rather than details of specific estimates. First, this analysis reiterates the null result for the *Common Humanity* treatment. None of the party-specific effects are significantly different from zero or from each other. Second, the estimates do not reveal large or consistent differences in the effects of our treatments between Democrats and Republicans. Though Figure S.5 shows that the effects for Republicans are larger than for Democrats more often than not, these differences tend to be quite small, and, as Table S.13 indicates, only in one of 27 tests do we find a statistically significant difference in the effects for Democrats and Republicans (see the column for $\beta_D = \beta_R$).

Third, this analysis shows that independents tended to react most strongly to our treatments. In most cases, the estimated effects are larger for them than the two party groups. Nevertheless, only occasionally are the effects for independents statistically distinguishable for the effects for Democrats or Republicans. Specifically, Table S.13 shows that the effect of *Norms* was significantly larger for independents than for Democrats on *Immigrant Neighbors* in the replication and pooled samples and on *Immigration Index* in the pooled sample. The only significant difference between Republicans and independents is found in the main sample for *Norms* on *Immigration Index*. In no cases can effects for *Countering Stereotypes* be statistically distinguished across parties. With a sample size of $N \approx 5,000$ in the pooled sample, we doubt that the lack of consistent differences between partisan groups is simply an artifact of small sample size.

To summarize, this analysis finds no consistent evidence that Democrats and Republicans dif-

ferentially react to our treatments. The general lack of heterogenous effects across parties mirrors other recent studies of how to increase tolerance of immigrants (e.g. Hopkins and Citrin 2019; Williamson et al. 2020). There is suggestive evidence that our treatments are more effective for independents, however. One interpretation of this result is that because the partisans could not be sure if the politicians delivering the messages in our treatments belonged to their party, a motivated reasoning process led them to discount these messages (on motivated reasoning, see, e.g., Bolsen, Druckman and Cook 2014; Taber and Lodge 2006).

5 Extended Analysis of Effect Heterogeneity by Political Sophistication

We now explore in depth whether respondents' levels of political sophistication condition the effectiveness of our treatments on the attitudinal outcomes. This analysis was not pre-registered. We create two measures of political sophistication with our covariates. First, we create a trichotomous version of *Education*, grouping respondents with no college into *Low*, some college into *Medium*, and at least a 4-year degree into *High*. Second, we create a trichotomous version of *News Attention*. For this variable, we group responses of 1–5 into *Low*, responses of 6 into *Medium*, and responses of 7 into *High*. We adopt this approach due to the skewed distribution of responses to this measure, with 41% of respondents choosing "7" and 32% selecting "6" (in the pooled sample). Using trichotomous measures gives us a balance between flexibility and maintaining enough observations per sophistication category for reliable estimation. The regressions for this analysis

take the following form:

$$
\begin{aligned}
Y &= \beta_0 + \beta_1 \text{Medium} + \beta_2 \text{High} \\
&+ \beta_3 \text{Common Humanity} + \beta_4 \text{Countering Stereotypes} + \beta_5 \text{Norms} \\
&+ \beta_6 \text{Med.} \times \text{C.H.} + \beta_7 \text{Med.} \times \text{C.S.} + \beta_8 \text{Med.} \times \text{N.M.} \\
&+ \beta_9 \text{High} \times \text{C.H.} + \beta_{10} \text{High} \times \text{C.S.} + \beta_{11} \text{High} \times \text{N.M.} \\
&+ [\text{controls}] + \varepsilon.
\end{aligned}
$$

In these regressions, *Medium* and *High* are levels of our sophistication measure (either the trichotomous version of *Education* or *New Attention*) and [controls] is a placeholder for our full battery of controls. For both sophistication measures, we fit regressions for all combinations of our three outcomes (*Immigration Index*, *Immigrant Neighbors*, and *Increase Immigration*) and our three samples (Main, Replication, and Pooled).

We present results for these analyses in the same manner as the partisanship heterogeneity analysis (see SI 4). First, Figures S.6 and S.7 present the estimated treatment effects for the specific levels of *Education* and *News Attention*. Second, Tables S.14 and S.15 present the results of several two-sided null hypothesis tests for these analyses. In these tables, we use β_L, β_M, and β_H to represent the marginal effect of one of our treatments for respondents in the *Low*, *Medium*, and *High* categories of our sophistication variables, respectively.

The discussion of these analyses focuses on the general patterns and conclusions to be drawn from these models, as there are too many estimates to discuss each in detail. We begin with the *Education* analysis. The estimates do not reveal any meaningful heterogeneity across education groups for either the *Countering Stereotypes* or *Norms* treatments. This holds for all three outcomes and all three samples. In contrast, there is some evidence that the *Common Humanity* treatment is more effective for respondents in the *Medium* education category, particularly for *Increase Immigration* and among respondents in the Replication sample. Turning to the *News Attention* analysis, the evidence for heterogenous effects is again mixed. The most noticeable pattern is that respondents

with *High* news attention tend to react more strongly to our treatments. Table S.15 shows that these differences are only occasionally significant at conventional levels, however. In contrast, we do not find evidence of differential effects between respondents with *Low* and *Medium* attention to the news (see the column "$\beta_L = \beta_M$" in Table S.15). Taken as a whole, these estimates do not provide evidence for a consistent conditioning effect of political sophistication on our treatments.

6 Pilot Study Details and Results

We implemented pilot studies in August and September 2018 to samples of 453 (of which roughly 360 received a treatment corresponding to the main study and are used in the analyses; see below) and 805 respondents recruited from MTurk. Respondents received $1.00 in compensation for completing Pilot 1 and $0.50 for completing Pilot 2. We restricted our survey to US-based MTurkers. Completion of Pilot 1 rendered MTurkers ineligible for Pilot 2.

Both pilots began with an item asking respondents for their country of birth; we screened out non-US born respondents. After this, the protocols closely followed our main study. Respondents completed our basic demographic battery (gender, age, race, education, party identification, news attention, and region) and we then prompted them to read their randomly assigned treatment text, which was followed by three items asking them to recall the arguments of the text they read. Pilot 1 included a fifth treatment group that was not assigned to read a text. For consistency with the main study, we drop these respondents from the analyses reported below. In both pilots we next asked a version of our treatment uptake items. Pilot 1 then included the trust game, exactly following the protocol from the main study; Pilot 2 excluded the trust game.

Both pilots concluded with batteries measuring attitudes toward immigration.[2] The set of items varied across the two pilots. We included *Immigrant Neighbors* on both pilots, but *Increase Immigration* only on Pilot 1. Both pilots contained an item asking respondents if they "Would you say

[2]Both pilots also included items measuring the acceptability of intolerance, similar to those analyzed in Table S.16. Due to space constraints, we do not report pilot study treatment effects for these measures here; in brief, we find no consistent evidence of treatment effects.

that people who come to live in the US from other countries generally undermine or enrich America's cultural life?" Respondents to Pilot 1 answered two additional items on their immigration attitudes. First, we asked: "In general, do you think that neighborhoods are made safer or less safe if people from other countries come to live there?" Second, we asked: "People who come to live in the US from other countries work and pay taxes. They also use health and social services. Some people think that people who come here put in more than they take out, others think that those who come to live here take out more than they put in. On a scale of 1 to 7 where 1 corresponds to "Put in a lot more" and 7 corresponds to "Take out a lot more", where would you place your view?" All items had seven response categories; we recode responses so higher values represent more attitudes more positive toward immigration. Similar to the main study, we use principal component analysis on these items to create an *Immigration Index* measure for both pilots.

Figure S.8 presents treatment effect estimates from our pilots. The attitudinal estimates come from OLS regressions including our full battery of covariates (estimates without covariates are substantively similar); the behavioral estimates use the difference-in-differences style specification described in our pre-analysis plan. Focusing on Panel A, we see no treatment effects that are statistically significant at the 10% or 5% levels. Save for the item on neighborhood safety, estimates fall in the expected direction, however. Turning to Panel B, which reports estimates from Pilot 2, we find positive and statistically significant effects for *Norms* but not for our other two treatments. The effect of *Norms* in this Pilot is larger than what we find in the main study, but for *Immigrant Neighbors*—the most directly comparable outcome—the effects found in Pilot 2 and in the main study are not significantly different ($p = 0.49$). Finally, Panel C shows that we cannot detect a significant treatment effect for behavior in Pilot 1's trust game, similar to our null findings in the main study.

7 Pre-Test Details and Results

While designing our treatment texts, we conducted multiple pre-tests to gauge how well our treatments corresponded to their intended themes. In this section, we report the results of our final pre-test, which included versions of the treatments that closely resembled those used in the main studies. We implemented the pre-tests in May 2018 with a sample of 200 respondents from Amazon's Mechanical Turk. We compensated respondents $0.50 for completing our pre-test.

Pre-test respondents read one of three randomly assigned treatment texts (*Norms*, *Countering Stereotypes*, and *Common Humanity*). After reading the text, respondents evaluated the text by answering three items. In randomized order, we asked "To what extent does the text refer to norms of tolerance and acceptance toward immigrants?" (*Tolerance*), "To what extent does the text provide information that counters the view that immigrants are bad for the economy?"(*Economy*) and "To what extent does the text take the perspective that we are all immigrants?" (*All Immigrants*) These items measure the central themes of our *Norms*, *Countering Stereotypes*, and *Common Humanity* treatments, respectively. We presented each item on a separate page, always accompanied by the assigned treatment text. Each item had four categories: to a large extent, to some extent, not at all, and don't know. On a final page, respondents guessed the partisanship of the politicians whose quotes they read.

To ease interpretation of pre-test results, we produce a numeric version of the evaluation items by recoding responses of "To a large extent" as 1, of "To some extent" as 0.5, and of "Not at all" as 0. For each combination of treatment text and evaluation item, we report the mean value of the numerically coded responses in the cells of Table S.17.

Two aspects of Table S.17 help assess our treatments' effectiveness at conveying the intended themes. First, we want each treatment to convey its intended message to a greater extent than either of the other two messages; in terms of Table S.17, we should see the largest value in each column belonging to the cell where the treatment and evaluation item correspond. Second, we want to see that the highest agreement with a single evaluation item occurs when the item and treatment match, i.e., when comparing within rows, the cell on the diagonal should have the largest value.

Measured along these criteria, Table S.17 shows that our treatments—although not perfect—largely work as intended. Consider first the *Norms* treatment. Its value of 0.84 for *Tolerance* is the largest within this row (within-row difference-in-means $p < 0.01$) and the *Norms* column (within-column difference-in-means $p < 0.01$). In contrast, the evidence for the *Countering Stereotypes* treatment is mixed. It scores 0.56 on the *Economy* item, indicating that more respondents thought it at least conveyed the intended message to some extent than did not. However, comparing within the *Countering Stereotypes* column shows that respondents felt this treatment conveyed the *Tolerance* message more than it conveyed the *Economy* message (its intended message), although this difference is not statistically significant ($p = 0.15$). When we compare within the *Economy* row, we see that *Countering Stereotypes* was the most effective among our three treatments at delivering this message (within-row difference-in-means $p < 0.01$). Finally, we see evidence that the *Common Humanity* treatment operated as intended. For this treatment, the highest level of agreement was with the *All Immigrants* item (within-column difference-in-means $p < 0.01$) and conversely, the highest score for the *All Immigrants* item belonged to the *Common Humanity* treatment (within-row difference-in-means $p < 0.01$).

Table S.17 also reports results of our item asking respondents to identify the partisanship of the politicians whose quotes they have read. We see that across the items, between 60 and 80% of respondents believed the quotes came from Democrats. However, there was variation across treatments. About 40% of respondents who saw the *Norms* treatment believed that it included some Republican quotes, compared to only roughly 20% for the other two treatments. Averaging the three treatments together, 72% of respondents believed the quotes came from Democrats, 8% believed they came from Republicans, and 19% guessed they were from both parties.

8 Tables

8.1 Descriptive Statistics

Table S.1. Descriptive Statistics (Main Study)

	Min	Mean	Max	Std. Dev.	N
Comprehension Item 1	0	0.842	1	0.364	2,956
Comprehension Item 2	0	0.825	1	0.380	2,956
Comprehension Item 3	0	0.656	1	0.475	2,956
Norms Statement	1	1.928	3	0.782	2,540
Countering Stereotypes Statement	1	1.815	3	0.785	2,534
Common Humanity Statement	1	2.261	3	0.822	2,543
Immigrant Neighbors	1	5.493	7	1.605	2,955
Increase Immigration	1	4.384	7	1.813	2,950
Immigration Index	-3	-0.000	2	1.000	2,949
Imm. Index (Alt. Const.)	1	4.937	7	1.337	2,949
Second Order Beliefs	1	4.134	7	1.692	2,954
Discomfort Criticizing Immigrants	1	4.697	7	1.808	2,944
Treatment: Norms	0	0.252	1	0.434	2,956
Treatment: Countering Stereotypes	0	0.254	1	0.436	2,956
Treatment: Common Humanity	0	0.243	1	0.429	2,956
Treatment: Sleep (control)	0	0.251	1	0.433	2,956
Age: 18-29	0	0.229	1	0.420	2,956
Age: 30-39	0	0.209	1	0.406	2,956
Age: 40-49	0	0.184	1	0.388	2,956
Age: 50-59	0	0.141	1	0.348	2,956
Age: 60+	0	0.237	1	0.425	2,956
Female	0	0.514	1	0.500	2,956
Race: White/Caucasian	0	0.704	1	0.457	2,956
Race: Asian	0	0.022	1	0.147	2,956
Race: African American/Black	0	0.117	1	0.322	2,956
Race: Hispanic/Latino	0	0.129	1	0.335	2,956
Race: Other	0	0.028	1	0.165	2,956
Education: Less than high school	0	0.027	1	0.162	2,956
Education: High school graduate/GED	0	0.221	1	0.415	2,956
Education: 2 year degree	0	0.103	1	0.304	2,956
Education: Some college	0	0.229	1	0.420	2,956
Education: 4 year degree	0	0.227	1	0.419	2,956
Education: Masters degree	0	0.144	1	0.351	2,956
Education: Professional Degree (JD, MD)	0	0.031	1	0.173	2,956
Education: Doctorate	0	0.018	1	0.133	2,956
Party ID: Democrat	0	0.367	1	0.482	2,956
Party ID: Republican	0	0.337	1	0.473	2,956
Party ID: Independent	0	0.243	1	0.429	2,956
Party ID: Something else	0	0.054	1	0.226	2,956
News Attention	1	5.813	7	1.594	2,956
Region: Northeast	0	0.189	1	0.391	2,956
Region: Midwest	0	0.222	1	0.416	2,956
Region: South	0	0.377	1	0.485	2,956
Region: West	0	0.212	1	0.409	2,956
Survey Wave: 1	0	0.320	1	0.467	2,956
Survey Wave: 2	0	0.335	1	0.472	2,956
Survey Wave: 3	0	0.345	1	0.475	2,956
Behavioral Task Variables					
Tokens Given (all rounds)	0	5.146	10	2.974	11,773
Tokens Given, Round 1	0	5.174	10	2.935	2,945
Tokens Given, Round 2	0	5.023	10	2.939	2,943
Tokens Given, Round 3	0	5.165	10	3.024	2,941
Tokens Given, Round 4	0	5.221	10	2.995	2,944
Female Partner	0	0.504	1	0.500	11,824
Foreign-Born Partner	0	0.501	1	0.500	11,824

Table S.2. Descriptive Statistics (Replication Study)

	Min	Mean	Max	Std. Dev.	N
Comprehension Item 1	0	0.928	1	0.259	1,987
Comprehension Item 2	0	0.895	1	0.307	1,987
Comprehension Item 3	0	0.829	1	0.376	1,987
Norms Statement	1	1.805	3	0.742	1,980
Countering Stereotypes Statement	1	1.692	3	0.721	1,980
Common Humanity Statement	1	2.503	3	0.738	1,980
Immigrant Neighbors	1	5.528	7	1.487	1,987
Increase Immigration	1	4.677	7	1.700	1,987
Immigration Index	-3	0.000	1	1.000	1,987
Second Order Beliefs	1	3.926	7	1.493	1,986
Discomfort Criticizing Immigrants	1	4.658	7	1.826	1,987
Treatment: Norms	0	0.248	1	0.432	1,987
Treatment: Countering Stereotypes	0	0.252	1	0.434	1,987
Treatment: Common Humanity	0	0.251	1	0.434	1,987
Treatment: Sleep (control)	0	0.249	1	0.433	1,987
Age: 18-29	0	0.290	1	0.454	1,987
Age: 30-39	0	0.337	1	0.473	1,987
Age: 40-49	0	0.186	1	0.389	1,987
Age: 50-59	0	0.110	1	0.313	1,987
Age: 60+	0	0.077	1	0.267	1,987
Female	0	0.508	1	0.500	1,987
Race: White/Caucasian	0	0.727	1	0.445	1,984
Race: Asian	0	0.043	1	0.204	1,984
Race: African American/Black	0	0.126	1	0.331	1,984
Race: Hispanic/Latino	0	0.077	1	0.267	1,984
Race: Other	0	0.028	1	0.166	1,984
Education: Less than high school	0	0.006	1	0.074	1,987
Education: High school graduate/GED	0	0.098	1	0.298	1,987
Education: 2 year degree	0	0.105	1	0.306	1,987
Education: Some college	0	0.233	1	0.423	1,987
Education: 4 year degree	0	0.390	1	0.488	1,987
Education: Masters degree	0	0.140	1	0.347	1,987
Education: Professional Degree (JD, MD)	0	0.016	1	0.124	1,987
Education: Doctorate	0	0.014	1	0.118	1,987
Party ID: Democrat	0	0.445	1	0.497	1,987
Party ID: Republican	0	0.250	1	0.433	1,987
Party ID: Independent	0	0.267	1	0.443	1,987
Party ID: Something else	0	0.038	1	0.191	1,987
News Attention	1	5.836	7	1.314	1,987
Region: Northeast	0	0.203	1	0.402	1,987
Region: Midwest	0	0.210	1	0.407	1,987
Region: South	0	0.373	1	0.484	1,987
Region: West	0	0.214	1	0.410	1,987

Table S.3. Descriptive Statistics (Pooling Main and Replication Studies)

	Min	Mean	Max	Std. Dev.	N
Comprehension Item 1	0	0.877	1	0.329	4,943
Comprehension Item 2	0	0.853	1	0.354	4,943
Comprehension Item 3	0	0.726	1	0.446	4,943
Norms Statement	1	1.874	3	0.767	4,520
Countering Stereotypes Statement	1	1.761	3	0.760	4,514
Common Humanity Statement	1	2.367	3	0.795	4,523
Immigrant Neighbors	1	5.507	7	1.558	4,942
Increase Immigration	1	4.502	7	1.774	4,937
Immigration Index	-3	0.000	2	1.000	4,936
Second Order Beliefs	1	4.050	7	1.618	4,940
Discomfort Criticizing Immigrants	1	4.681	7	1.815	4,931
Treatment: Norms	0	0.250	1	0.433	4,943
Treatment: Countering Stereotypes	0	0.253	1	0.435	4,943
Treatment: Common Humanity	0	0.246	1	0.431	4,943
Treatment: Sleep (control)	0	0.250	1	0.433	4,943
Age: 18-29	0	0.254	1	0.435	4,943
Age: 30-39	0	0.260	1	0.439	4,943
Age: 40-49	0	0.185	1	0.388	4,943
Age: 50-59	0	0.129	1	0.335	4,943
Age: 60+	0	0.173	1	0.378	4,943
Female	0	0.511	1	0.500	4,943
Race: White/Caucasian	0	0.713	1	0.452	4,940
Race: Asian	0	0.031	1	0.172	4,940
Race: African American/Black	0	0.121	1	0.326	4,940
Race: Hispanic/Latino	0	0.108	1	0.311	4,940
Race: Other	0	0.028	1	0.165	4,940
Education: Less than high school	0	0.018	1	0.134	4,943
Education: High school graduate/GED	0	0.172	1	0.377	4,943
Education: 2 year degree	0	0.104	1	0.305	4,943
Education: Some college	0	0.230	1	0.421	4,943
Education: 4 year degree	0	0.292	1	0.455	4,943
Education: Masters degree	0	0.142	1	0.350	4,943
Education: Professional Degree (JD, MD)	0	0.025	1	0.155	4,943
Education: Doctorate	0	0.016	1	0.127	4,943
Party ID: Democrat	0	0.398	1	0.490	4,943
Party ID: Republican	0	0.302	1	0.459	4,943
Party ID: Independent	0	0.252	1	0.434	4,943
Party ID: Something else	0	0.047	1	0.212	4,943
News Attention	1	5.822	7	1.488	4,943
Region: Northeast	0	0.194	1	0.396	4,943
Region: Midwest	0	0.217	1	0.412	4,943
Region: South	0	0.375	1	0.484	4,943
Region: West	0	0.213	1	0.409	4,943
Survey: Main, Wave 1	0	0.192	1	0.394	4,943
Survey: Main, Wave 2	0	0.200	1	0.400	4,943
Survey: Main, Wave 3	0	0.206	1	0.405	4,943
Survey: Replication	0	0.402	1	0.490	4,943

8.2 Treatment Effects for *Statement Ranking* Items

Table S.4. Treatment Effects for *Statement Ranking* Items (Main Study)

	(1)	(2)	(3)
Outcome:	*Statement Ranking: Norms*		
Norms	0.133***	0.132***	0.133***
	(0.043)	(0.044)	(0.043)
Countering Stereotypes	0.024	0.026	0.024
	(0.043)	(0.044)	(0.043)
Common Humanity	−0.003	0.003	−0.003
	(0.044)	(0.044)	(0.044)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,540	2,540	2,540
	(4)	(5)	(6)
Outcome:	*Statement Ranking: Countering Stereotypes*		
Norms	−0.040	−0.040	−0.040
	(0.044)	(0.044)	(0.044)
Countering Stereotypes	0.071	0.072*	0.074*
	(0.044)	(0.044)	(0.044)
Common Humanity	0.025	0.014	0.019
	(0.044)	(0.044)	(0.044)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,534	2,534	2,534
	(7)	(8)	(9)
Outcome:	*Statement Ranking: Common Humanity*		
Norms	−0.112**	−0.112**	−0.112**
	(0.046)	(0.045)	(0.046)
Countering Stereotypes	−0.097**	−0.100**	−0.101**
	(0.046)	(0.046)	(0.046)
Common Humanity	−0.032	−0.023	−0.026
	(0.046)	(0.046)	(0.046)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,543	2,543	2,543

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.5. Treatment Effects for *Statement Ranking* Items (Replication Study)

	(1)	(2)	(3)
Outcome:	*Statement Ranking: Norms*		
Norms	0.070	0.070	0.069
	(0.047)	(0.047)	(0.047)
Countering Stereotypes	-0.140^{***}	-0.147^{***}	-0.148^{***}
	(0.047)	(0.047)	(0.047)
Common Humanity	-0.021	-0.027	-0.026
	(0.047)	(0.047)	(0.047)
All Covariates		✓	
Imbalanced Covariates			✓
N	1,980	1,977	1,977
	(4)	(5)	(6)
Outcome:	*Statement Ranking: Countering Stereotypes*		
Norms	-0.097^{**}	-0.100^{**}	-0.098^{**}
	(0.046)	(0.045)	(0.045)
Countering Stereotypes	0.180^{***}	0.187^{***}	0.190^{***}
	(0.045)	(0.045)	(0.045)
Common Humanity	0.040	0.043	0.045
	(0.045)	(0.045)	(0.045)
All Covariates		✓	
Imbalanced Covariates			✓
N	1,980	1,977	1,977
	(7)	(8)	(9)
Outcome:	*Statement Ranking: Common Humanity*		
Norms	0.028	0.030	0.028
	(0.047)	(0.047)	(0.047)
Countering Stereotypes	-0.040	-0.041	-0.043
	(0.047)	(0.047)	(0.047)
Common Humanity	-0.019	-0.017	-0.019
	(0.047)	(0.047)	(0.047)
All Covariates		✓	
Imbalanced Covariates			✓
N	1,980	1,977	1,977

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.6. Treatment Effects for *Statement Ranking* Items (Pooled Sample)

	(1)	(2)
Outcome:	*Statement Ranking: Norms*	
Norms	0.105^{***}	0.108^{***}
	(0.032)	(0.032)
Countering Stereotypes	-0.048	-0.047
	(0.032)	(0.032)
Common Humanity	-0.012	-0.008
	(0.032)	(0.032)
All Covariates		✓
N	4,520	4,517
	(3)	(4)
Outcome:	*Statement Ranking: Countering Stereotypes*	
Norms	-0.064^{**}	-0.065^{**}
	(0.032)	(0.032)
Countering Stereotypes	0.118^{***}	0.124^{***}
	(0.032)	(0.031)
Common Humanity	0.030	0.029
	(0.032)	(0.032)
All Covariates		✓
N	4,514	4,511
	(5)	(6)
Outcome:	*Statement Ranking: Common Humanity*	
Norms	-0.052	-0.054^{*}
	(0.033)	(0.033)
Countering Stereotypes	-0.072^{**}	-0.078^{**}
	(0.033)	(0.033)
Common Humanity	-0.024	-0.025
	(0.034)	(0.033)
All Covariates		✓
N	4,523	4,520

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

8.3 Treatment Effects for Attitudinal Outcomes

Table S.7. Treatment Effects for Attitudinal Outcomes (Main Study)

	(1)	(2)	(3)
Outcome:		*Immigration Index*	
Norms	0.092*	0.107**	0.090*
	(0.052)	(0.050)	(0.052)
Countering Stereotypes	0.121**	0.125**	0.124**
	(0.052)	(0.050)	(0.051)
Common Humanity	0.031	0.016	0.017
	(0.052)	(0.051)	(0.052)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,949	2,949	2,949
	(4)	(5)	(6)
Outcome:		*Immigrant Neighbors*	
Norms	0.138*	0.151*	0.136
	(0.083)	(0.082)	(0.083)
Countering Stereotypes	0.150*	0.157*	0.150*
	(0.083)	(0.082)	(0.083)
Common Humanity	0.047	0.037	0.037
	(0.084)	(0.083)	(0.084)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,955	2,955	2,955
	(7)	(8)	(9)
Outcome:		*Increase Immigration*	
Norms	0.102	0.129	0.098
	(0.094)	(0.091)	(0.093)
Countering Stereotypes	0.176*	0.178**	0.182*
	(0.094)	(0.091)	(0.093)
Common Humanity	0.033	0.004	0.006
	(0.095)	(0.092)	(0.094)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,950	2,950	2,950
	(10)	(11)	(12)
Outcome:		*Immigration Index (Alternative Construction)*	
Norms	0.121*	0.141**	0.119*
	(0.069)	(0.067)	(0.069)
Countering Stereotypes	0.162**	0.167**	0.166**
	(0.069)	(0.067)	(0.069)
Common Humanity	0.040	0.021	0.022
	(0.070)	(0.067)	(0.070)
N	2,949	2,949	2,949

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.8. Treatment Effects for Attitudinal Outcomes (Replication Study)

	(1)	(2)	(3)
Outcome:	*Immigration Index*		
Norms	0.098	0.087	0.097
	(0.064)	(0.059)	(0.059)
Countering Stereotypes	0.035	0.063	0.063
	(0.063)	(0.059)	(0.059)
Common Humanity	0.014	0.019	0.021
	(0.063)	(0.059)	(0.059)
All Covariates		✓	
Imbalanced Covariates			✓
N	1,987	1,984	1,984
	(4)	(5)	(6)
Outcome:	*Immigrant Neighbors*		
Norms	0.241**	0.220**	0.236***
	(0.095)	(0.091)	(0.091)
Countering Stereotypes	0.084	0.103	0.108
	(0.094)	(0.090)	(0.091)
Common Humanity	0.131	0.135	0.138
	(0.094)	(0.091)	(0.091)
All Covariates		✓	
Imbalanced Covariates			✓
N	1,987	1,984	1,984
	(7)	(8)	(9)
Outcome:	*Increase Immigration*		
Norms	0.009	−0.001	0.010
	(0.108)	(0.102)	(0.102)
Countering Stereotypes	0.005	0.066	0.060
	(0.108)	(0.101)	(0.101)
Common Humanity	−0.108	−0.099	−0.097
	(0.108)	(0.101)	(0.101)
All Covariates		✓	
Imbalanced Covariates			✓
N	1,987	1,984	1,984

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.9. Treatment Effects for Attitudinal Outcomes (Pooled Sample)

	(1)	(2)	(3)	(4)
Outcome:	*Immigration Index*			
Norms	0.094**	0.092*	0.100***	0.108**
	(0.040)	(0.052)	(0.038)	(0.050)
Countering Stereotypes	0.087**	0.121**	0.093**	0.118**
	(0.040)	(0.052)	(0.038)	(0.049)
Common Humanity	0.024	0.031	0.016	0.016
	(0.040)	(0.052)	(0.038)	(0.050)
Study: Replication	0.000	0.025	−0.098**	−0.077
	(0.029)	(0.058)	(0.039)	(0.062)
Norms × Study: Rep.		0.006		−0.021
		(0.082)		(0.078)
C.S. × Study: Rep.		−0.086		−0.061
		(0.082)		(0.078)
C.H. × Study: Rep.		−0.016		−0.001
		(0.082)		(0.078)
All Covariates			✓	✓
Joint significance test for interactions:				
F-statistic		0.54		0.27
p-value		0.65		0.85
N	4,936	4,936	4,933	4,933
	(5)	(6)	(7)	(8)
Outcome:	*Immigrant Neighbors*			
Norms	0.179***	0.138*	0.181***	0.153*
	(0.063)	(0.081)	(0.061)	(0.079)
Countering Stereotypes	0.123**	0.150*	0.126**	0.146*
	(0.062)	(0.081)	(0.061)	(0.079)
Common Humanity	0.081	0.047	0.074	0.036
	(0.063)	(0.082)	(0.062)	(0.080)
Study: Replication	0.035	0.005	−0.088	−0.116
	(0.045)	(0.090)	(0.063)	(0.099)
Norms × Study: Rep.		0.104		0.070
		(0.128)		(0.126)
C.S. × Study: Rep.		−0.066		−0.050
		(0.128)		(0.125)
C.H. × Study: Rep.		0.084		0.094
		(0.128)		(0.126)
All Covariates			✓	✓
Joint significance test for interactions:				
F-statistic		0.75		0.55
p-value		0.52		0.65
N	4,942	4,942	4,939	4,939
	(9)	(10)	(11)	(12)
Outcome:	*Increase Immigration*			
Norms	0.064	0.102	0.077	0.130
	(0.071)	(0.092)	(0.068)	(0.088)
Countering Stereotypes	0.107	0.176*	0.123*	0.170*
	(0.071)	(0.092)	(0.068)	(0.087)
Common Humanity	−0.024	0.033	−0.041	0.003
	(0.071)	(0.093)	(0.068)	(0.088)
Study: Replication	0.294***	0.396***	0.159**	0.248**
	(0.051)	(0.103)	(0.069)	(0.110)
Norms × Study: Rep.		−0.093		−0.133
		(0.145)		(0.139)
C.S. × Study: Rep.		−0.171		−0.117
		(0.145)		(0.138)
C.H. × Study: Rep.		−0.141		−0.108
		(0.145)		(0.139)
All Covariates			✓	✓
Joint significance test for interactions:				
F-statistic		0.53		0.38
p-value		0.66		0.76
N	4,937	4,937	4,934	4,934

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.10. Exploratory Heterogeneity Analysis for *Immigration Index* (Main Study)

	(1)	(2)	(3)	(4)	(5)	(6)
Norms	0.055	0.029	0.276***	0.116*	0.132**	0.015
	(0.074)	(0.071)	(0.093)	(0.067)	(0.061)	(0.068)
Countering Stereotypes	0.102	0.072	0.249***	0.125*	0.127**	0.056
	(0.073)	(0.070)	(0.094)	(0.067)	(0.061)	(0.068)
Common Humanity	0.006	−0.041	0.079	0.031	0.069	−0.037
	(0.075)	(0.073)	(0.093)	(0.068)	(0.061)	(0.070)
Norms × Female	0.081					
	(0.102)					
C.S. × Female	0.056					
	(0.102)					
C.H. × Female	0.016					
	(0.103)					
Norms × Age < 42		0.140				
		(0.102)				
C.S. × Age < 42		0.122				
		(0.102)				
C.H. × Age < 42		0.115				
		(0.103)				
Norms × Democrat			−0.218*			
			(0.125)			
C.S. × Democrat			−0.170			
			(0.124)			
C.H. × Democrat			−0.123			
			(0.125)			
Norms × Republican			−0.261**			
			(0.126)			
C.S. × Republican			−0.176			
			(0.128)			
C.H. × Republican			−0.045			
			(0.128)			
Norms × Uni. Degree				−0.043		
				(0.104)		
C.S. × Uni. Degree				0.019		
				(0.103)		
C.H. × Uni. Degree				−0.039		
				(0.104)		
Norms × Not White					−0.130	
					(0.112)	
C.S. × Not White					0.006	
					(0.112)	
C.H. × Not White					−0.184	
					(0.113)	
Norms × News: Daily						0.186*
						(0.103)
C.S. × News: Daily						0.172*
						(0.102)
C.H. × News: Daily						0.119
						(0.103)
Covariates	✓	✓	✓	✓	✓	✓
N	2,949	2,949	2,949	2,949	2,949	2,949

Note: Coefficient estimates with standard errors in parentheses. The baseline category for *Party ID* is "Independent." $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

8.4 Treatment Effects for Behavioral Outcome

Table S.11. Regression Estimates of Treatment Effects for Behavioral Outcome (Main Study)

	(1)	(2)	(3)	(4)
Sample:	Foreign-Born Partners	Foreign-Born Partners	Foreign-Born Partners	All Partners
Outcome:	*Tokens Given*			
Norms	0.072	0.028	0.051	
	(0.165)	(0.158)	(0.164)	
Countering Stereotypes	0.174	0.171	0.183	
	(0.158)	(0.153)	(0.157)	
Common Humanity	−0.056	−0.160	−0.089	
	(0.161)	(0.155)	(0.160)	
Female Partner	0.088	0.110	0.091	0.197***
	(0.081)	(0.076)	(0.080)	(0.035)
Foreign-Born Partner				−0.120*
				(0.072)
Foreign-Born Partner × Norms				−0.002
				(0.101)
Foreign-Born Partner × C.S.				0.103
				(0.100)
Foreign-Born Partner × C.H.				0.006
				(0.105)
All covariates		✓		
Imbalanced covariates			✓	
Round F.E.	✓	✓	✓	✓
Respondent F.E.				✓
N	5,897	5,897	5,897	11,773

Note: Coefficient estimates with clustered standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.12. Exploratory Heterogeneity Analysis for *Tokens Given*

	(1)	(2)	(3)	(4)	(5)	(6)
Female Partner	0.196***	0.197***	0.198***	0.198***	0.195***	0.198***
	(0.035)	(0.035)	(0.035)	(0.035)	(0.035)	(0.035)
Foreign-Born Partner	−0.140	−0.212**	−0.093	−0.093	−0.164*	−0.074
	(0.105)	(0.084)	(0.132)	(0.101)	(0.083)	(0.098)
Fgn. Ptnr. × Female	0.036					
	(0.145)					
Fgn. Ptnr. × Age < 42		0.195				
		(0.147)				
Fgn. Ptnr. × Democrat			0.049			
			(0.180)			
Fgn. Ptnr. × Republican			−0.131			
			(0.179)			
Fgn. Ptnr. × Uni. Degree				−0.063		
				(0.143)		
Fgn. Ptnr. × Not White					0.154	
					(0.167)	
Fgn. Ptnr. × News: Daily						−0.104
						(0.145)
Fgn. Ptnr. × NM.	−0.078	0.041	−0.057	−0.142	0.020	−0.011
	(0.144)	(0.121)	(0.173)	(0.132)	(0.117)	(0.135)
Fgn. Ptnr.× C.S.	0.160	0.079	0.100	0.106	0.094	0.140
	(0.142)	(0.119)	(0.182)	(0.136)	(0.117)	(0.134)
Fgn. Ptnr. × C.H.	−0.017	−0.062	0.085	−0.050	−0.048	0.062
	(0.152)	(0.132)	(0.189)	(0.144)	(0.121)	(0.147)
Fgn. Ptnr. × Female × NM.	0.153					
	(0.201)					
Fgn. Ptnr. × Female × C.S.	−0.115					
	(0.200)					
Fgn. Ptnr. × Female × C.H.	0.044					
	(0.210)					
Fgn. Ptnr. × Age < 42 × NM.		−0.095				
		(0.204)				
Fgn. Ptnr. × Age < 42 × C.S.		0.051				
		(0.203)				
Fgn. Ptnr. × Age < 42 × C.H.		0.102				
		(0.210)				
Fgn. Ptnr. × Democrat × NM.			0.184			
			(0.240)			
Fgn. Ptnr. × Democrat × C.S.			0.035			
			(0.247)			
Fgn. Ptnr. × Democrat × C.H.			0.096			
			(0.256)			
Fgn. Ptnr. × Republican × NM.			−0.018			
			(0.250)			
Fgn. Ptnr. × Republican × C.S.			−0.039			
			(0.248)			
Fgn. Ptnr. × Republican × C.H.			−0.341			
			(0.262)			
Fgn. Ptnr. × Uni. Degree × NM.				0.344*		
				(0.204)		
Fgn. Ptnr. × Uni. Degree × C.S.				−0.012		
				(0.200)		
Fgn. Ptnr. × Uni. Degree × C.H.				0.128		
				(0.209)		
Fgn. Ptnr. × Not White × NM.					−0.080	
					(0.228)	
Fgn. Ptnr. × Not White × C.S.					0.027	
					(0.223)	
Fgn. Ptnr. × Not White × C.H.					0.183	
					(0.237)	
Fgn. Ptnr. × News: Daily × NM.						0.017
						(0.202)
Fgn. Ptnr. × News: Daily × C.S.						−0.085
						(0.200)
Fgn. Ptnr. × News: Daily × C.H.						−0.116
						(0.208)
Round F.E.	✓	✓	✓	✓	✓	✓
Respondent F.E.	✓	✓	✓	✓	✓	✓
N	11,773	11,773	11,773	11,773	11,773	11,773

Note: Coefficient estimates with standard errors in parentheses. The baseline category for *Party ID* is "Independent." *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$

Table S.13. Two-sided p-values for hypothesis tests of heterogeneity by respondent partisanship

		Null hypothesis					
Outcome	Treatment	$\beta_D = 0$	$\beta_I = 0$	$\beta_R = 0$	$\beta_D = \beta_I$	$\beta_D = \beta_R$	$\beta_I = \beta_R$
Main Sample							
Index	Common Humanity	0.60	0.39	0.69	0.33	0.52	0.73
	Countering Stereotypes	0.33	**0.01**	0.40	0.17	0.96	0.17
	Norms	0.48	**0.00**	0.86	0.08	0.71	**0.04**
Neighbors	Common Humanity	0.98	0.58	0.76	0.69	0.84	0.84
	Countering Stereotypes	0.27	**0.03**	0.87	0.36	0.53	0.14
	Norms	0.51	**0.01**	0.87	0.17	0.73	0.09
Increase	Common Humanity	0.40	0.42	0.80	0.25	0.45	0.68
	Countering Stereotypes	0.68	0.05	0.25	0.22	0.58	0.51
	Norms	0.68	**0.04**	0.87	0.22	0.86	0.17
Replication Sample							
Index	Common Humanity	0.64	0.37	0.94	0.32	0.73	0.59
	Countering Stereotypes	0.92	0.34	0.27	0.43	0.35	0.88
	Norms	0.79	0.09	0.18	0.14	0.22	0.89
Neighbors	Common Humanity	0.94	0.23	0.11	0.33	0.19	0.70
	Countering Stereotypes	0.77	0.25	0.18	0.29	0.22	0.85
	Norms	0.73	**0.01**	**0.02**	**0.02**	**0.04**	0.91
Increase	Common Humanity	0.47	0.77	0.14	0.49	0.44	0.19
	Countering Stereotypes	0.90	0.66	0.61	0.80	0.74	0.94
	Norms	0.93	0.90	0.96	0.88	0.99	0.90
Pooled Sample							
Index	Common Humanity	0.57	0.29	0.69	0.24	0.50	0.65
	Countering Stereotypes	0.53	**0.01**	0.23	0.12	0.62	0.32
	Norms	0.61	**0.00**	0.36	**0.04**	0.72	0.10
Neighbors	Common Humanity	0.93	0.32	0.25	0.49	0.42	0.92
	Countering Stereotypes	0.53	**0.02**	0.46	0.17	0.89	0.25
	Norms	0.64	**0.00**	0.16	**0.02**	0.46	0.15
Increase	Common Humanity	0.31	0.49	0.55	0.24	0.84	0.36
	Countering Stereotypes	0.72	0.08	0.24	0.28	0.52	0.67
	Norms	0.74	0.11	0.92	0.33	0.88	0.30

Note: Coefficients are defined in SI 4. Bold font indicates significance at the 5% level.

Table S.14. Two-sided p-values for hypothesis tests of heterogeneity by respondent education

		Null hypothesis					
Outcome	Treatment	$\beta_L = 0$	$\beta_M = 0$	$\beta_H = 0$	$\beta_L = \beta_M$	$\beta_L = \beta_H$	$\beta_M = \beta_H$
Main Sample							
Index	Common Humanity	0.30	0.20	0.86	0.11	0.35	0.40
	Countering Stereotypes	0.25	0.13	0.10	0.91	0.92	0.99
	Norms	0.10	0.28	0.27	0.61	0.55	0.95
Neighbors	Common Humanity	0.34	0.60	0.33	0.29	0.18	0.81
	Countering Stereotypes	0.47	0.21	0.19	0.79	0.83	0.95
	Norms	0.11	0.49	0.32	0.45	0.51	0.88
Increase	Common Humanity	0.52	0.14	0.46	0.15	0.95	0.11
	Countering Stereotypes	0.29	0.27	0.21	0.93	0.95	0.98
	Norms	0.38	0.34	0.52	0.97	0.76	0.77
Replication Sample							
Index	Common Humanity	0.14	**0.04**	0.57	**0.02**	0.26	**0.05**
	Countering Stereotypes	0.81	0.09	0.77	0.29	0.74	0.23
	Norms	0.91	0.09	0.68	0.46	0.95	0.27
Neighbors	Common Humanity	0.62	0.18	0.29	0.27	0.38	0.68
	Countering Stereotypes	0.94	0.24	0.52	0.61	0.85	0.58
	Norms	0.66	0.08	0.15	0.64	0.87	0.61
Increase	Common Humanity	**0.05**	**0.04**	**0.04**	**0.01**	0.32	**0.00**
	Countering Stereotypes	0.63	0.09	0.87	0.21	0.71	0.15
	Norms	0.79	0.27	0.44	0.44	0.95	0.18
Pooled Sample							
Index	Common Humanity	0.15	**0.04**	0.80	**0.02**	0.28	0.08
	Countering Stereotypes	0.32	**0.05**	0.19	0.69	0.89	0.50
	Norms	0.13	0.06	0.25	0.95	0.51	0.49
Neighbors	Common Humanity	0.36	0.29	0.16	0.17	0.13	0.94
	Countering Stereotypes	0.44	0.14	0.19	0.79	0.96	0.78
	Norms	0.08	0.11	0.08	0.69	0.60	0.91
Increase	Common Humanity	0.16	**0.02**	0.06	**0.01**	0.87	**0.00**
	Countering Stereotypes	0.43	0.09	0.46	0.69	0.79	0.41
	Norms	0.51	0.16	0.98	0.75	0.59	0.29

Note: Coefficients are defined in SI 5. Bold font indicates significance at the 5% level.

Table S.15. Two-sided p-values for hypothesis tests of heterogeneity by *News Attention*

		Null hypothesis					
Outcome	Treatment	$\beta_L = 0$	$\beta_M = 0$	$\beta_H = 0$	$\beta_L = \beta_M$	$\beta_L = \beta_H$	$\beta_M = \beta_H$
Main Sample							
Index	Common Humanity	0.42	0.92	0.22	0.60	0.17	0.4
	Countering Stereotypes	0.27	0.65	**0.00**	0.26	0.26	**0.01**
	Norms	0.66	0.85	**0.00**	0.65	0.14	**0.04**
Neighbors	Common Humanity	0.72	0.88	0.43	0.72	0.45	0.71
	Countering Stereotypes	0.18	0.37	**0.01**	0.11	0.61	**0.02**
	Norms	0.94	0.53	**0.02**	0.63	0.15	0.33
Increase	Common Humanity	0.34	0.78	0.28	0.60	0.16	0.37
	Countering Stereotypes	0.75	0.82	**0.01**	0.94	0.21	0.16
	Norms	0.48	0.29	**0.02**	0.22	0.37	**0.02**
Replication Sample							
Index	Common Humanity	0.22	0.34	0.44	0.12	0.15	0.88
	Countering Stereotypes	0.92	0.25	0.41	0.40	0.53	0.81
	Norms	0.57	0.41	0.2	0.92	0.69	0.74
Neighbors	Common Humanity	0.33	0.11	0.07	0.07	0.05	0.88
	Countering Stereotypes	0.92	0.37	0.23	0.50	0.38	0.84
	Norms	0.29	0.29	**0.03**	0.90	0.52	0.4
Increase	Common Humanity	0.28	0.99	0.56	0.43	0.67	0.69
	Countering Stereotypes	0.95	0.30	0.86	0.46	0.87	0.54
	Norms	0.91	0.75	0.91	0.77	0.99	0.76
Pooled Sample							
Index	Common Humanity	0.12	0.67	0.12	0.15	**0.03**	0.49
	Countering Stereotypes	0.55	0.85	**0.00**	0.76	0.12	**0.05**
	Norms	0.61	0.71	**0.00**	0.89	0.09	0.05
Neighbors	Common Humanity	0.31	0.30	0.07	0.15	0.06	0.7
	Countering Stereotypes	0.42	0.74	**0.00**	0.41	0.23	**0.03**
	Norms	0.70	0.25	**0.00**	0.63	0.08	0.18
Increase	Common Humanity	0.14	0.74	0.52	0.38	0.12	0.5
	Countering Stereotypes	0.93	0.51	**0.03**	0.70	0.18	0.33
	Norms	0.70	0.50	**0.04**	0.46	0.32	0.06

Note: Coefficients are defined in SI 5. Bold font indicates significance at the 5% level.

8.5 Additional Tables

Table S.16. Treatment Effects for Intolerance Acceptability Outcomes (Main Study)

Outcome:	(1) *Americans' Perceived Beliefs*	(2)	(3)
Norms	0.090	0.085	0.089
	(0.088)	(0.085)	(0.088)
Countering Stereotypes	0.030	0.046	0.034
	(0.088)	(0.085)	(0.087)
Common Humanity	0.009	−0.003	0.007
	(0.089)	(0.086)	(0.088)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,954	2,954	2,954
Outcome:	(4) *Discomfort Criticizing Immigrants*	(5)	(6)
Norms	0.070	0.074	0.068
	(0.094)	(0.092)	(0.094)
Countering Stereotypes	−0.000	0.015	0.004
	(0.094)	(0.091)	(0.094)
Common Humanity	0.021	−0.001	0.009
	(0.095)	(0.093)	(0.095)
All Covariates		✓	
Imbalanced Covariates			✓
N	2,944	2,944	2,944

Note: Coefficient estimates with standard errors in parentheses. $^{***}p < 0.01$, $^{**}p < 0.05$, $^{*}p < 0.1$

Table S.17. Respondent Evaluation of Messages in Treatment Texts (Pre-Test)

		Treatment text: Norms	Countering Stereotypes	Common Humanity
Evaluation item:	Tolerance	0.84	0.66	0.7
	Economy	0.36	0.56	0.34
	All Immigrants	0.52	0.41	0.83
Party of Speakers:	Democrats	57.6%	80%	80.6%
	Republicans	9.1%	7.7%	8.1%
	Both	33.3%	12.3%	11.3%
	N	67	68	66

9 Figures

Figure S.1. Covariate balance tests (Main Study). Points are regression estimates with 95% confidence intervals. Unless otherwise noted, covariates are binary indicators. $N = 2,956$.

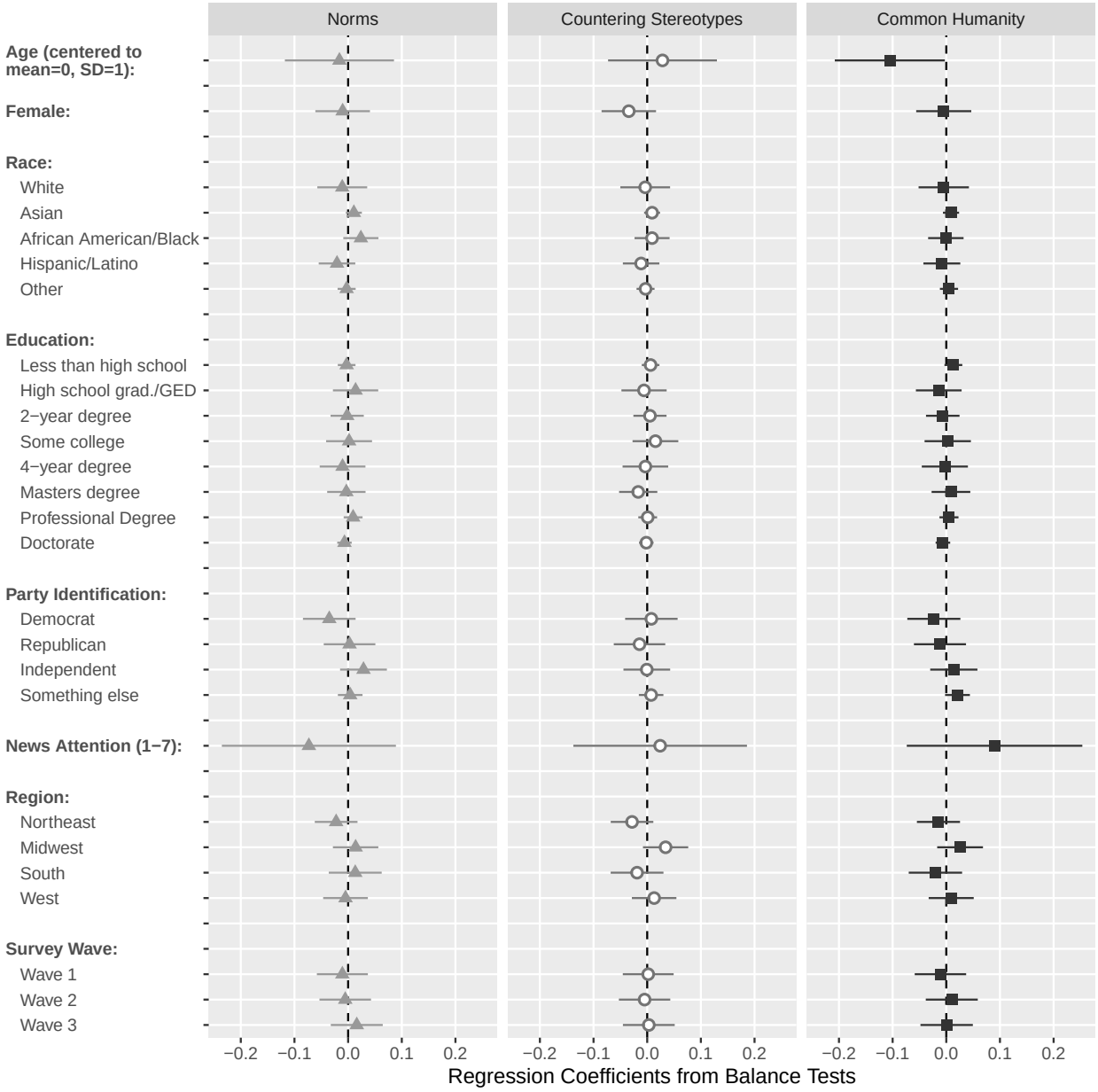


Figure S.2. Covariate balance tests (Replication Study). Points are regression estimates with 95% confidence intervals. Unless otherwise noted, covariates are binary indicators. $N = 1,987$.

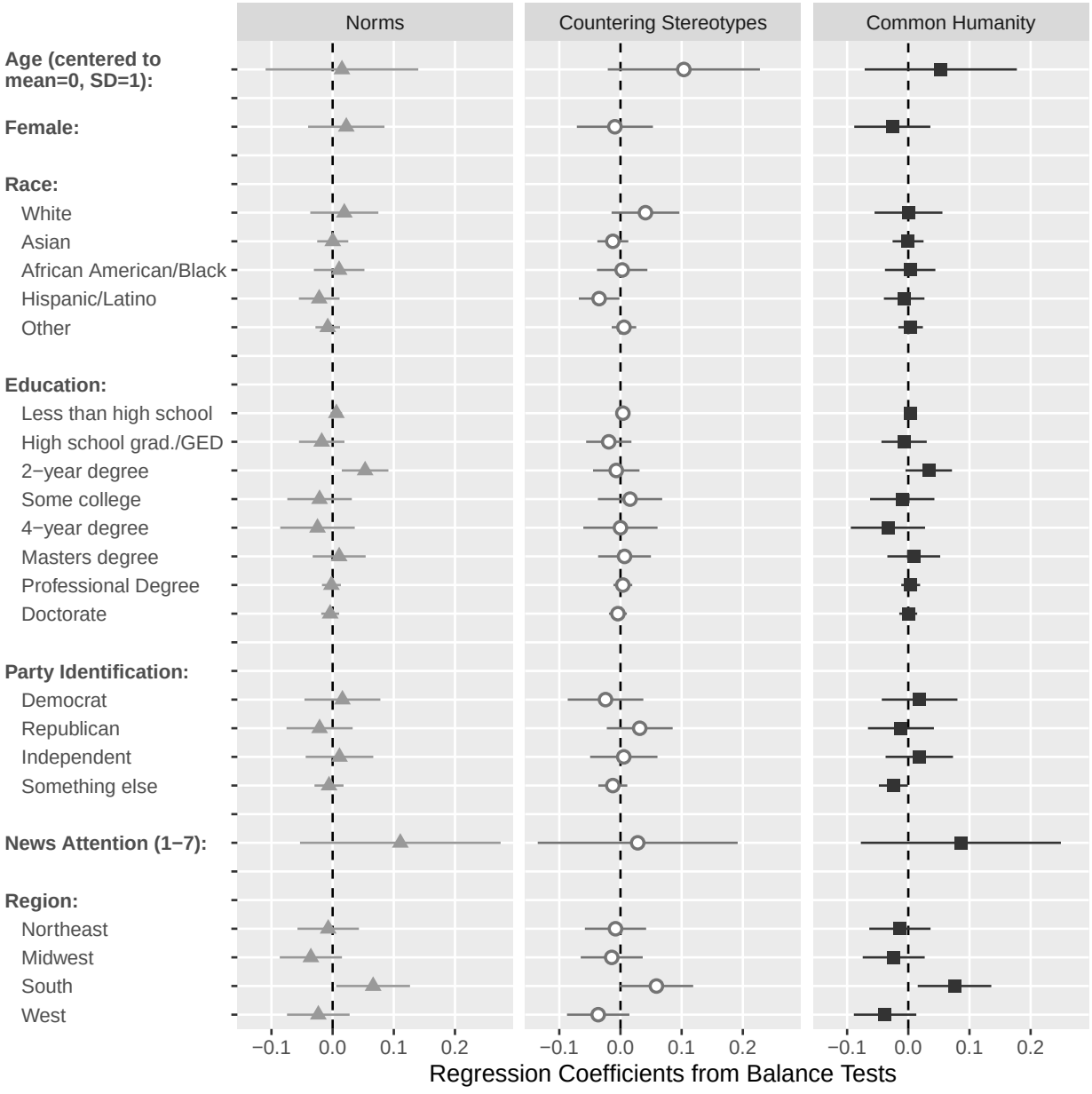


Figure S.3. Covariate balance tests (Pooling Main and Replication Studies). Points are regression estimates with 95% confidence intervals. Unless otherwise noted, covariates are binary indicators. $N = 4,943$.

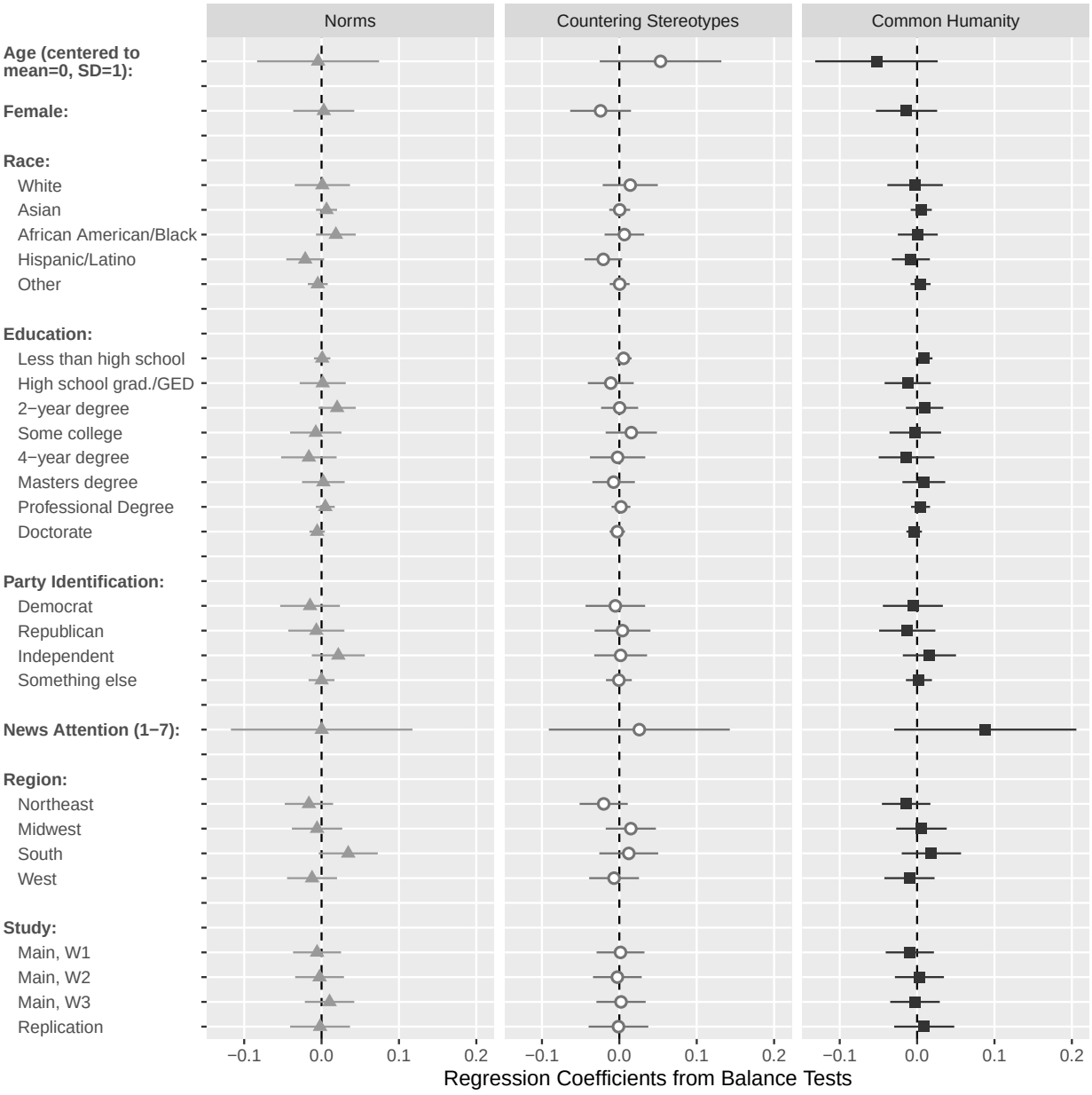


Figure S.4. *Statement Ranking* means comparing across treatment groups (Main Study). Values of *Statement Ranking* have been centered to have mean = 0 and standard deviation = 1 within each statement. $N = 2{,}540$ (top panel), 2,534 (middle panel), and 2,543 (bottom panel).

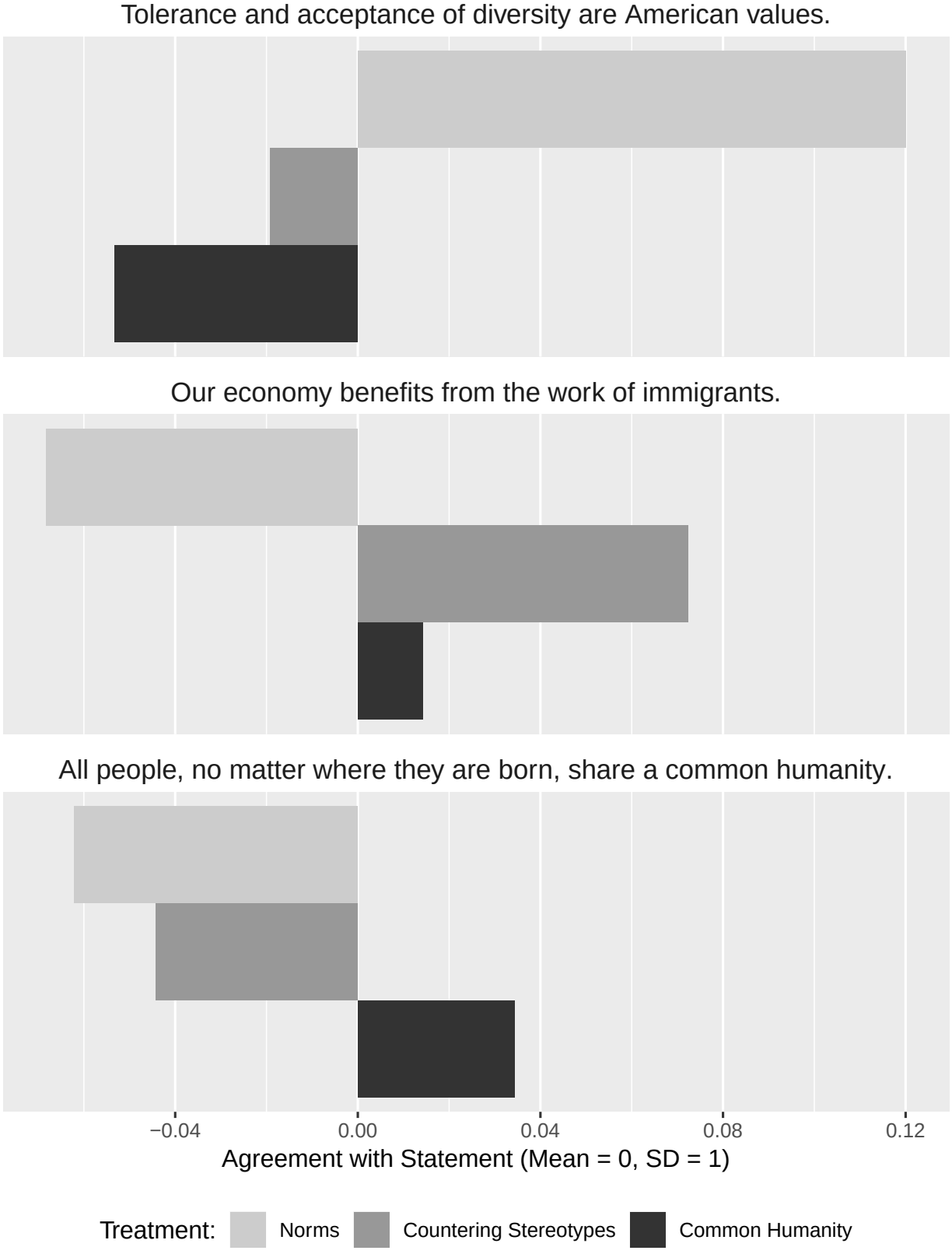


Figure S.5. Attitudinal Item Treatment Effects by Party. Points are estimated effects from regressions with 95% confidence interval bars

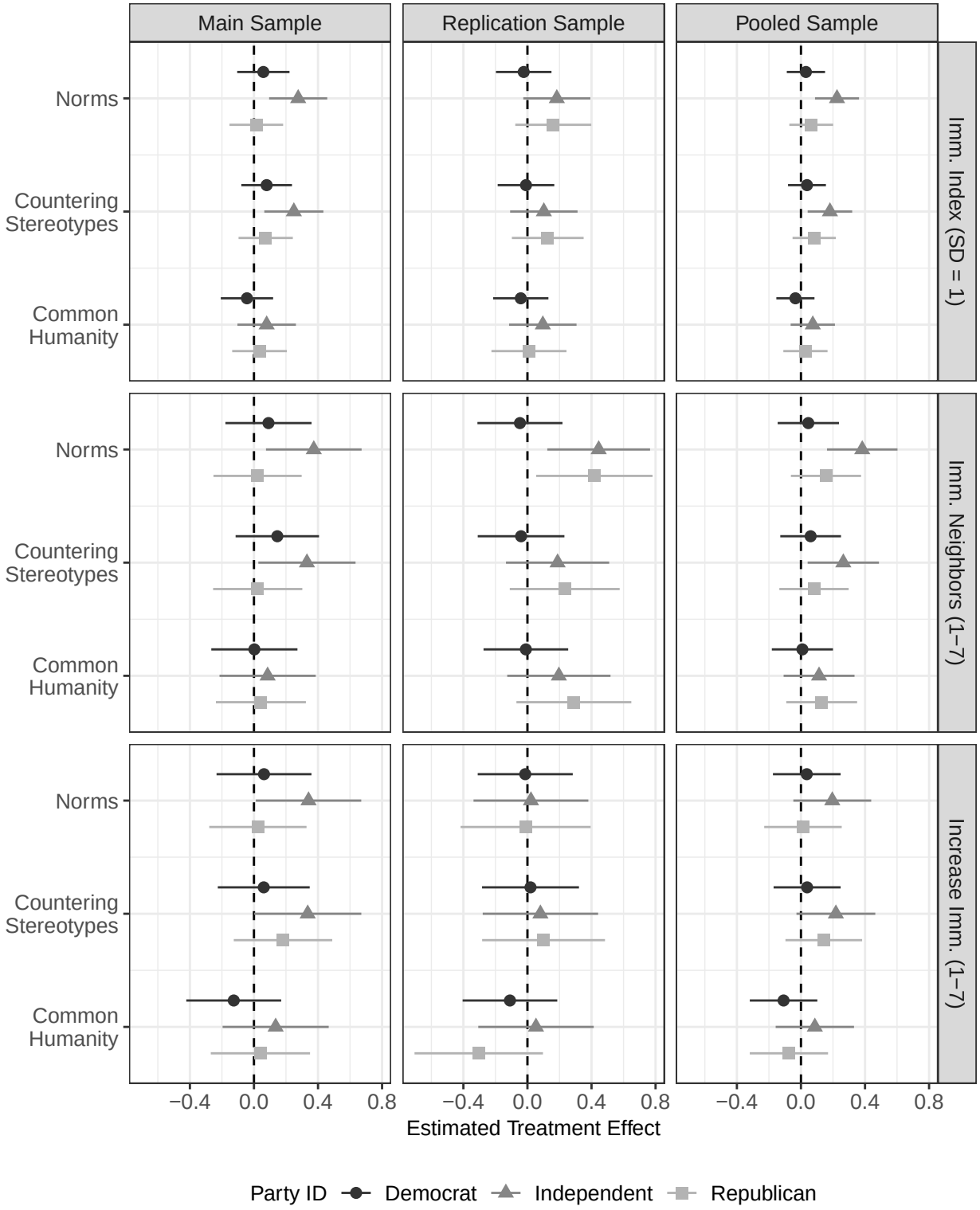


Figure S.6. Attitudinal Item Treatment Effects by Education. Points are estimated effects from regressions with 95% confidence interval bars. *Low*, *Medium*, and *High* include respondents with no college, some college, and at least a college degree, respectively.

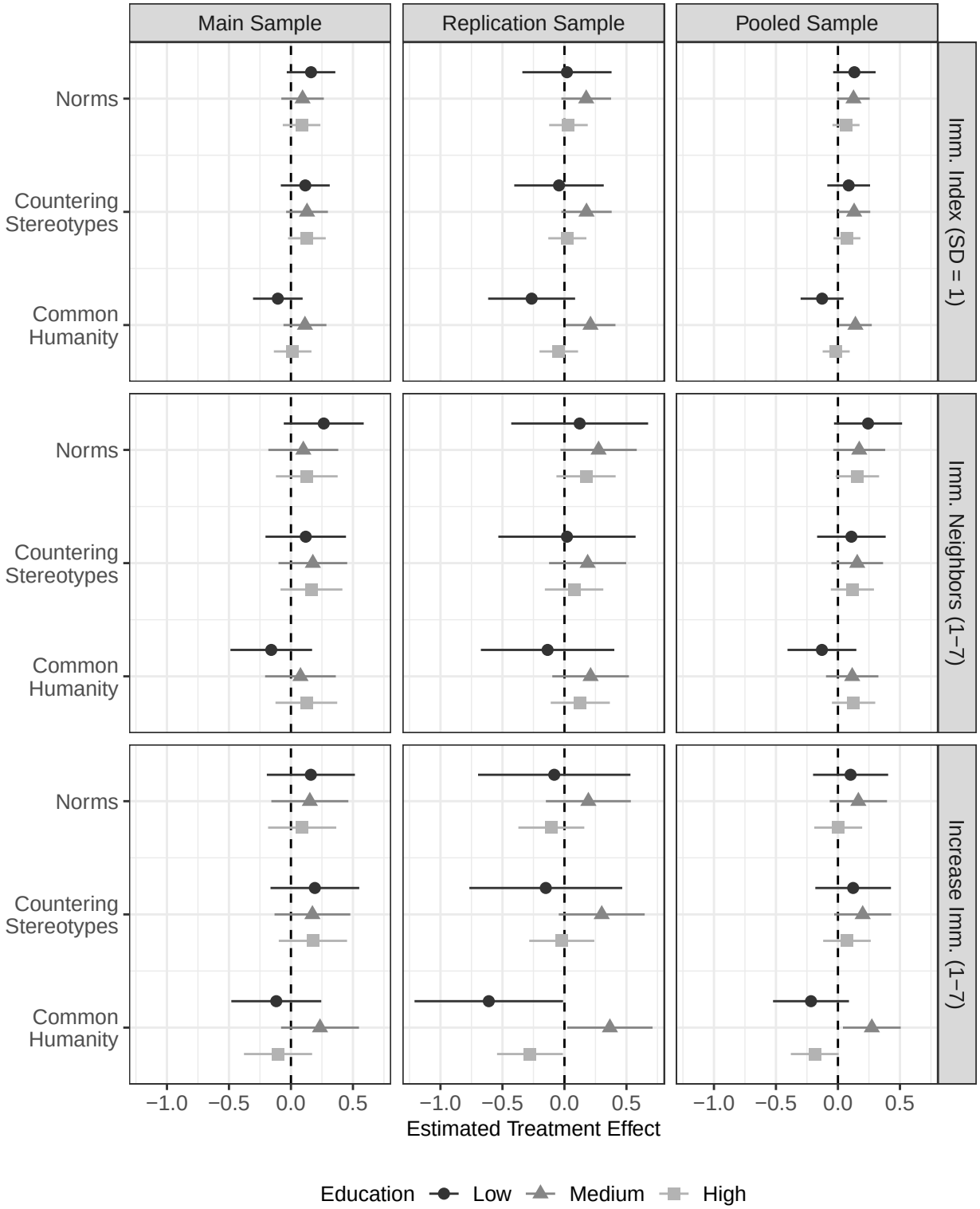


Figure S.7. Attitudinal Item Treatment Effects by News Attention. Points are estimated effects from regressions with 95% confidence interval bars. *News Attention* is measured on a seven point scale; *Low*, *Medium*, and *High* include respondents selecting 1–5, 6, and 7, respectively.

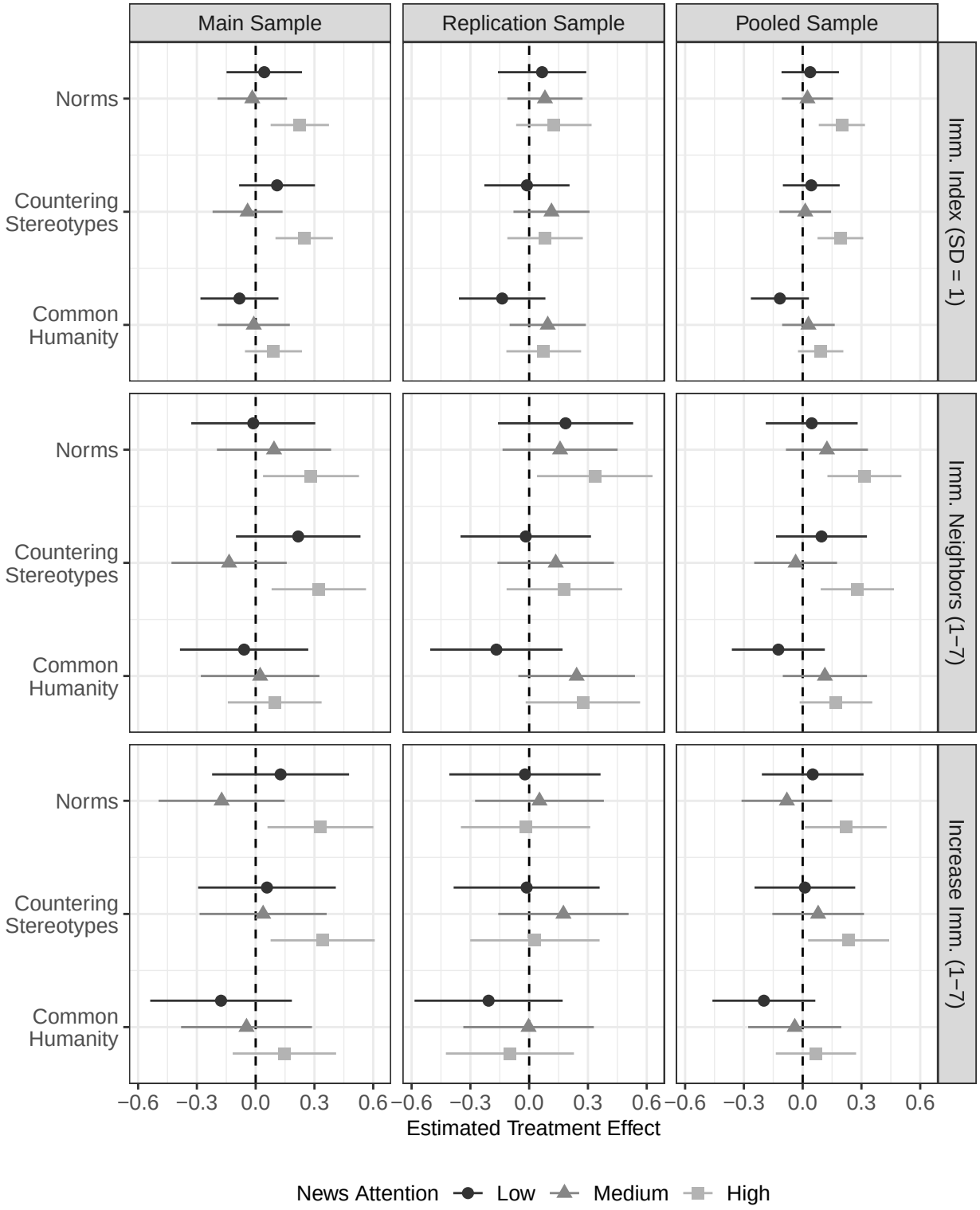
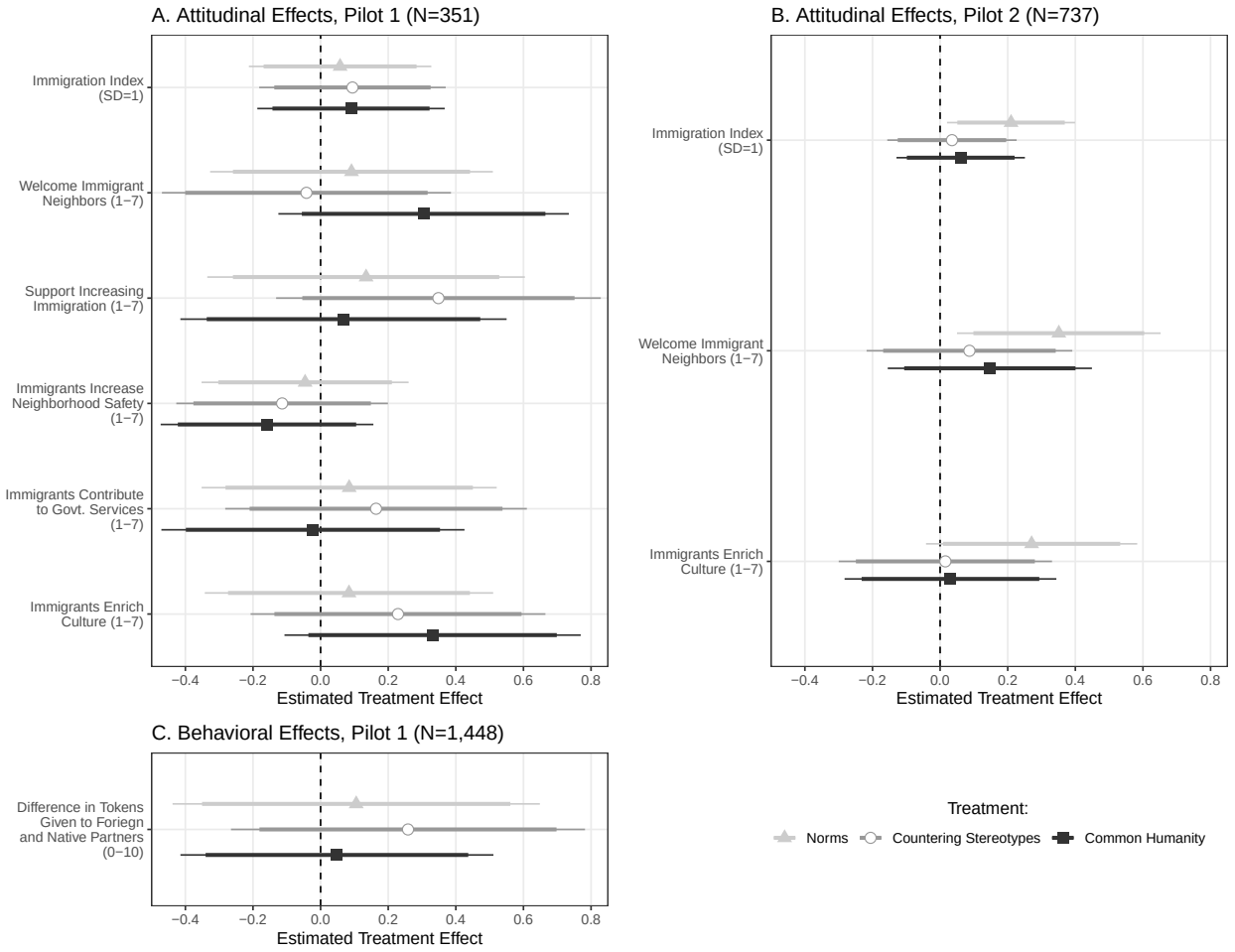


Figure S.8. Pilot Study Treatment Effects. Points are regression coefficients with 90% (thick) and 95% (thin) confidence interval bars.



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