

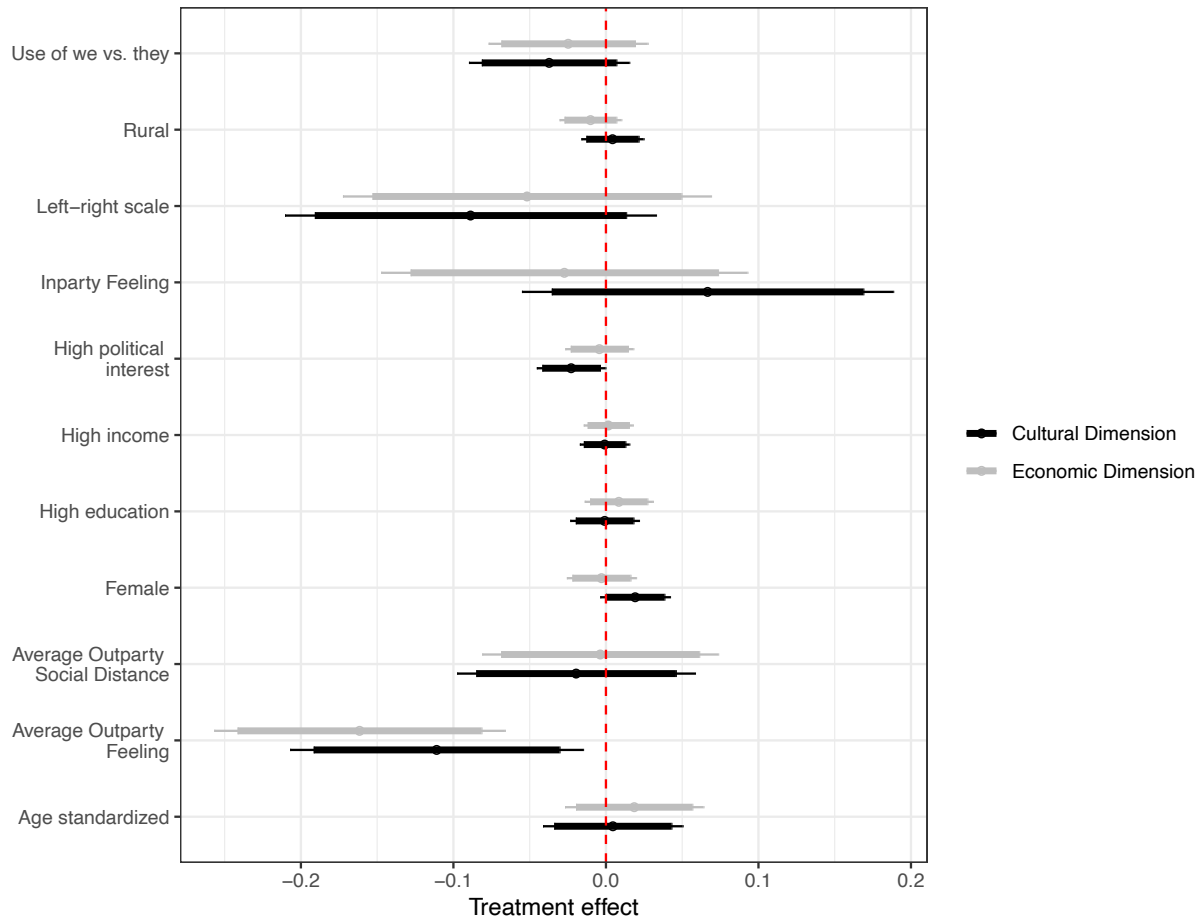
Supplementary Information Memo

Section 1: Data information

Table A1: Summary of respondents' characteristics

Variable	Control Group		Economic Issues Condition		Cultural Issues Condition	
	<i>Mean</i>	<i>SD</i>	<i>Mean</i>	<i>SD</i>	<i>Mean</i>	<i>SD</i>
Female (in %)	48.8	50	48.5	50	50.7	50
Age	40.3	12.9	40.5	13	40.3	12.8
Rural (in %)	27.6	44.7	26.6	44.2	28	44.9
Left-right scale	5.3	2.7	5.2	2.6	5.2	2.6
Partisans (in %)	82	38.4	82.2	38.3	80.6	39.5
High income (in %)	14.7	35.5	14.9	35.6	14.7	35.4
Medium income (in %)	21.6	41.2	21.6	41.2	20.4	40.3
Low income (in %)	53.8	49.9	53.5	49.9	55.3	49.7
Missing income (in %)	9.8	29.7	10	30	9.7	29.6
University Education (in %)	41	49.2	41.8	49.3	40.9	49.2
Average Out-Party Feeling	3.9	2.1	3.8	2.1	3.8	2.1
Average Out-Party Social Distance	4.2	1.7	4.2	1.7	4.2	1.7
Use of we vs. they	2.2	1.2	2.2	1.2	2.2	1.1
High political interest (in %)	59.9	49	59.4	49.1	57.6	49.4

Figure A1: Covariate Balance



We check covariates to ensure that treatment and control group were balanced. Figure A1 reveals imbalances for average out-party feeling and high political interest. According, we control for these variables when estimating treatment effects.

Variables were operationalized in the following way:

Use of we vs. they *When talking about the political party you voted for, how often do you use “we” instead of “they”?*

- (1) Never
- (2) Rarely
- (3) Sometimes
- (4) Most of the time
- (5) All of the time

Rural Dummy variable for respondents living in rural area

Left-right scale *In politics, people sometimes talk of the left and the right. Where*

would you place yourself on a scale from 0 to 10, where 0 means the left and 10 means the right?

In-party feeling

1. Identifying respondents in-party
 - a. *Is there a political party that you feel closest to? Which?*
 - b. *If a unanswered: Do you feel yourself a little closer to one of the political parties than the others?*
 - c. *If b unanswered: Which party did you vote for in the last general election in your country?*
2. Response to question about feeling towards given in-party

High political interest

Coded based on item:

How interested would you say you are in politics, if at all?

- (4) Very interested in politics
- (3) Somewhat interested in politics
- (2) Neither interested nor disinterested in politics
- (1) Not very interested in politics
- (0) Not at all interested in politics

High political interest defined as values higher than 2 (somewhat interested in politics/very interested in politics)

High income

Dummy variable based on individuals' response to question asking about their income level. Individuals with "high" levels were classified as high income.

High education

Dummy variable based on individuals' response to question asking about their education level. Individuals with "high" levels (i.e. university education) were classified as high education.

Female

Dummy variable indicating individual's gender.

Average out-party social distance

Please indicate the closest relationship(s) you would be comfortable having with voters of the following party. For example, if you would accept someone who votes for a certain party living in your street, but not accept them as a close friend, then you would choose "neighbor" only. Party name and then single-select question as follows

- (6) Close family
- (5) Friend
- (4) Neighbour
- (3) Coworker/colleague

- (2) Citizen of your country
- (1) Tourist visiting your country

Average across these responses for out-parties.

**Average out-party
feeling thermometer**

Please rate how you feel toward [PARTY] on a scale from 0 to 10, with 0 being the most unfavorable rating and 10 being the most favorable rating

Average across these responses for out-parties.

Age

Standardized age in years.

Section 2: Information on Text Analysis

Table A2: Dictionary of words relating to immigration

Treatment condition	Dictionary
Economic Dimension	<p>aliens, benefitsimmigration, black, blm, border, borders, citizenship, citizenstate, cultural, culturality, culture, emigrants, emigration, foreign, foreigners, illegal, illegals, imigrants, imigrate, immigration, immigrant, immigrants, immigration, immigrationworkhealth, immigrtants, inequalitycitizenship, integration, intergeation, intergration, intigration, islam, islamization, migrants, migration, minorities, muslims, race, races, racial, racism, racist, rasism, refugee, refugees, religion, religious, segregation, soli, templesplace, worship</p>
Cultural dimension	<p>limmigration, africans, alah, aliens, alm, antisemitic, antisemitism, appropriation, assimilate, assimilation, asylum, birthright, black, blacklives, blacks, blm, border, borders, burqa, citizen, citizens, citizenship, clan, clans, cohesion, color, colour, cultura, cultural, culturality, culturally, culture, cultureculturality, cultures, custom, customs, deportation, deported, discrimination, diversity, emigrants, emigrate, emigration, ethnic, ethnicity, ethnika, eurasian, festivals, foreign, foreigner, foreigners, fugitive, ghettoisation, headscarf, hellenism, heritage, homeland, identity, identity, iimmigration, ilegal, illegal, illegals, imgration, imigrants, imigration, immeigration, immigrant, immigrants, immigration, immigrations, immigrationsecuritythe, immigrationsexual, immigraxion, inclusion, inclusive, inclusiveness, inclusion, inmigation, integrate, integrated, integratiin, integration, intergration, internationalism, intolerance, intregation, islam, islamic, islamism, islamist, islamists, islamization, islamphobia, iussoli, jiusoli, migrant, migrants, migrantsrefugees, migration, migratory, minorities, minority, moroccan, moroccans, morocco, mosque, multicultural, multiculturalism, multiculturiamism, multiculturism, multiracialism, muslim, nation, national, nationalism, nationalists, nationalities, nationality, nations, natives, newcomers, nontolerance, nonwhiteenglish, otherness, passport, passports, patriotism, patriots, pete, piet, plurinationality, prejudice, prejudices, prerefugeeimmigration, race, raceism, races, racial, racism, racist, racists, rascism, refugee, refugees, securityeconomyborder, seeker, seekers, segregation, skin, soli, stigmatization, subculture, subcultures, supremacy, swedishness, tolerance, toleranceintolerance, tolerances, tradition, traditions, visas, white, whites, xenophobia, xenos</p>

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In Table A3, we explore what variables predict open-ended responses that mention immigration. We show that education, income, age, average outparty feeling and distance, and political interest are correlated with mentioning immigration. Furthermore, Table A3 shows that partisans from Conservative, Nationalist, and Left/Socialist are more likely to mention immigration. We include these variables accordingly when balancing on predictors of mentioning immigration.

Table A3: Predicting responses discussing immigration.

	All	Only partisans
	(1)	(2)
(Intercept)	0.078*	0.039
	(0.039)	(0.052)
Age	0.001**	0.001*
	(0.000)	(0.000)
High HH inc	0.016	0.021
	(0.020)	(0.028)
Low HH inc	0.003	0.001
	(0.017)	(0.024)
Medium HH inc	0.048*	0.048+
	(0.019)	(0.026)
Male	-0.010	-0.008
	(0.010)	(0.012)
Rural	-0.006	0.005
	(0.011)	(0.014)
Low education	-0.057***	-0.038+
	(0.015)	(0.020)
Medium education	-0.008	0.001
	(0.011)	(0.014)
No education	-0.136***	-0.167***
	(0.027)	(0.042)

	All	Only partisans
	(1)	(2)
Average Out-Party Feeling	-0.018*** (0.002)	-0.021*** (0.003)
Average Out-Party Social Distance	0.026*** (0.003)	0.024*** (0.004)
Left-right scale	-0.002 (0.002)	-0.006* (0.003)
Conservative parties	0.007 (0.026)	0.017 (0.033)
Ecological parties	0.028 (0.032)	0.019 (0.039)
Ethnic and regional parties	-0.064 (0.058)	-0.062 (0.063)
Liberal parties	-0.023 (0.028)	-0.021 (0.035)
Nationalist parties	0.088*** (0.026)	0.111*** (0.033)
Non-voters	-0.047 (0.031)	
Other	-0.034 (0.024)	-0.027 (0.049)
Social democratic parties	-0.011 (0.025)	-0.006 (0.032)
Socialist/left parties	0.015 (0.027)	0.001 (0.030)
High political interest	0.066*** (0.010)	0.056*** (0.014)

	All	Only partisans
	(1)	(2)
Cultural issues condition	0.305*** (0.009)	0.317*** (0.012)
In-party feeling		0.008** (0.003)
Num.Obs.	7208	4753
R2	0.181	0.179
R2 Adj.	0.178	0.173
Country-FE	Yes	Yes

Note: Table displays OLS regression coefficients with standard error in parentheses. Null hypotheses are tested based on two-sided t-test. Model includes country fixed effects. For classification of parties into party families see Table A8. + $p < 0.1$, * $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Section 3: Additional analyses

Since our outcome of interest (trust in opposing parties) exhibits missing values, we investigate whether there is systematic non-response in any treatment condition. Table A4 shows that this is not the case. Non-response in both condition did not statistically differ from the control group.

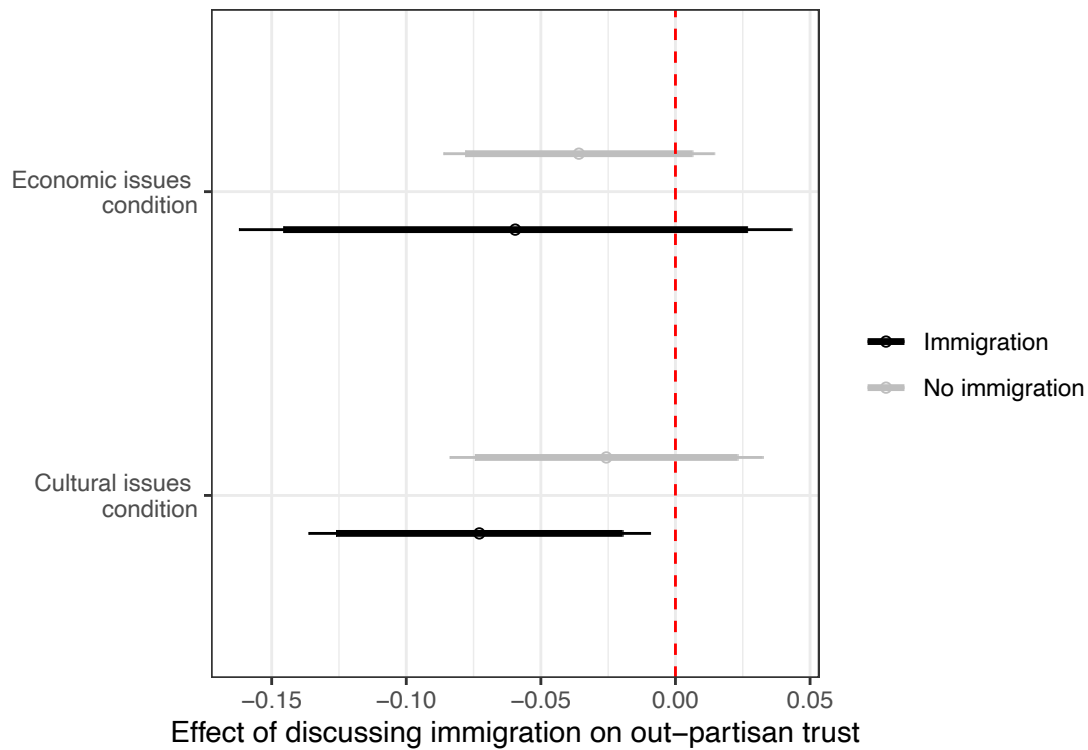
Table A4: Predicting missing values in DV by treatment conditions

	(1)	(2)
(Intercept)	0.100*** (0.005)	
Economic issues treatment	0.003 (0.007)	0.003 (0.007)
Cultural issues treatment	0.003 (0.007)	0.003 (0.007)
Num.Obs.	11001	11001
R2	0.000	0.005
R2 Adj.	0.000	0.004
Country-FE included	no	yes

Note: Table displays OLS regression coefficients with standard error in parentheses. Null hypotheses are tested based. On two-sided t-test. Model 2 includes country fixed effects.

We show in Figure A2 that results presented in Figure 2 are robust to including the full set of covariates.

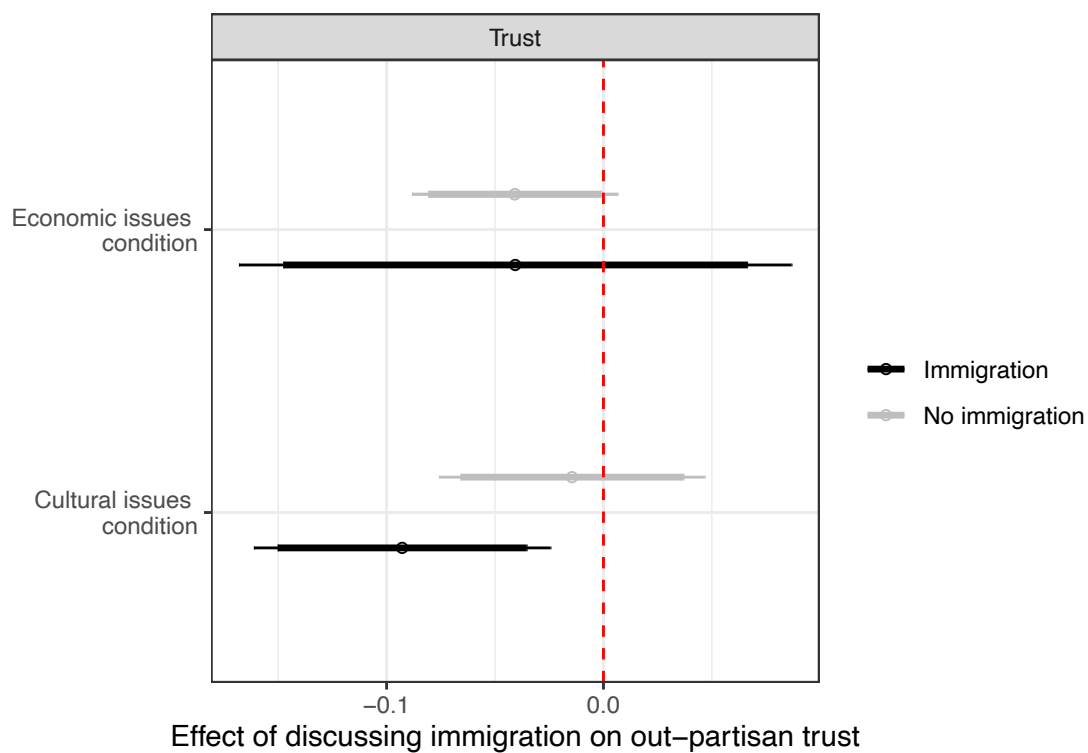
Figure A2: Balancing on full set of covariates



Note: Horizontal lines indicate 95% (thin) and 90% (thick) confidence interval. Entropy balancing using full set of covariates including age, gender, rural-urban environment, income levels, self-reported left-right scale, education levels, political interest, average out-party feeling thermometer score, dummies for all party families, as well as country dummies.

We show in Figure A3 that results presented in Figure 2 are robust to using matching instead of entropy balancing.

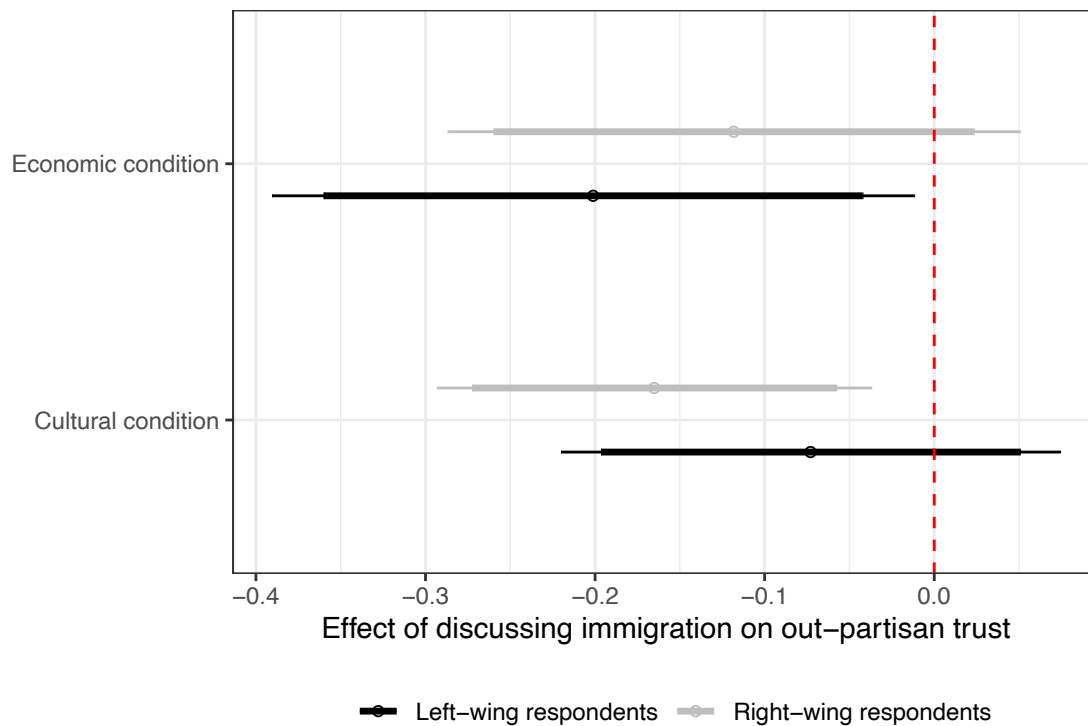
Figure A3: Matching on predictors of mentioning immigration



Note: Horizontal lines indicate 95% (thin) and 90% (thick) confidence interval. Matching method using optimal matching. Treatment and control groups are matched on predictors of discussing immigration (see Table A3 in the online SI memo), namely age, average out-party feeling and distance, education, income, political interest, and dummies for partisans of nationalist parties, as well as country dummies.

Figure A4 shows that results in Figure 5 are robust to including the full set of covariates.

Figure A4: Balancing on full set of covariates by left- and right-leaning respondents



Note: Horizontal lines indicate 95% (thin) and 90% (thick) confidence interval. Entropy balancing using full set of covariates including age, gender, rural-urban environment, income levels, self-reported left-right scale, education levels, political interest, average out-party feeling thermometer score, dummies for all party families, as well as country dummies.

Figure A5 shows that results in Figure 1 remain robust even when dropping specific countries from the regression. More specifically, Figure A5 estimates treatment effects using covariates adjustments and country-fixed effects. Countries on the y-axis are dropped for the corresponding estimates.

Figure A5: Leave-one-out estimation for main treatment effects

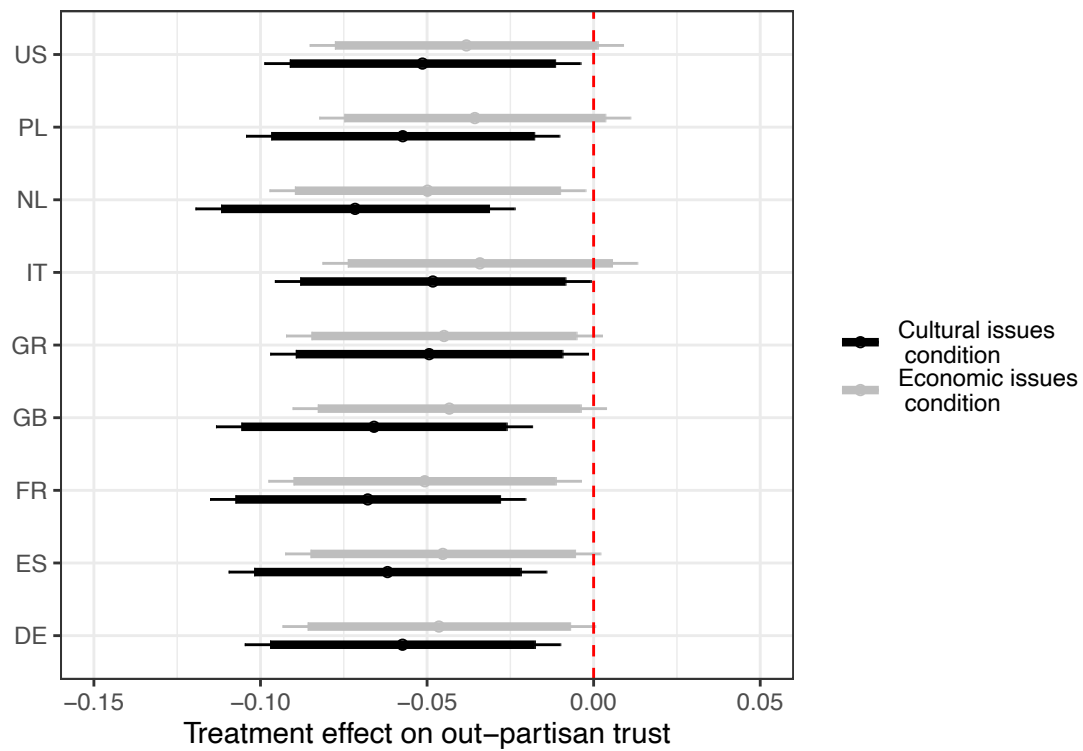
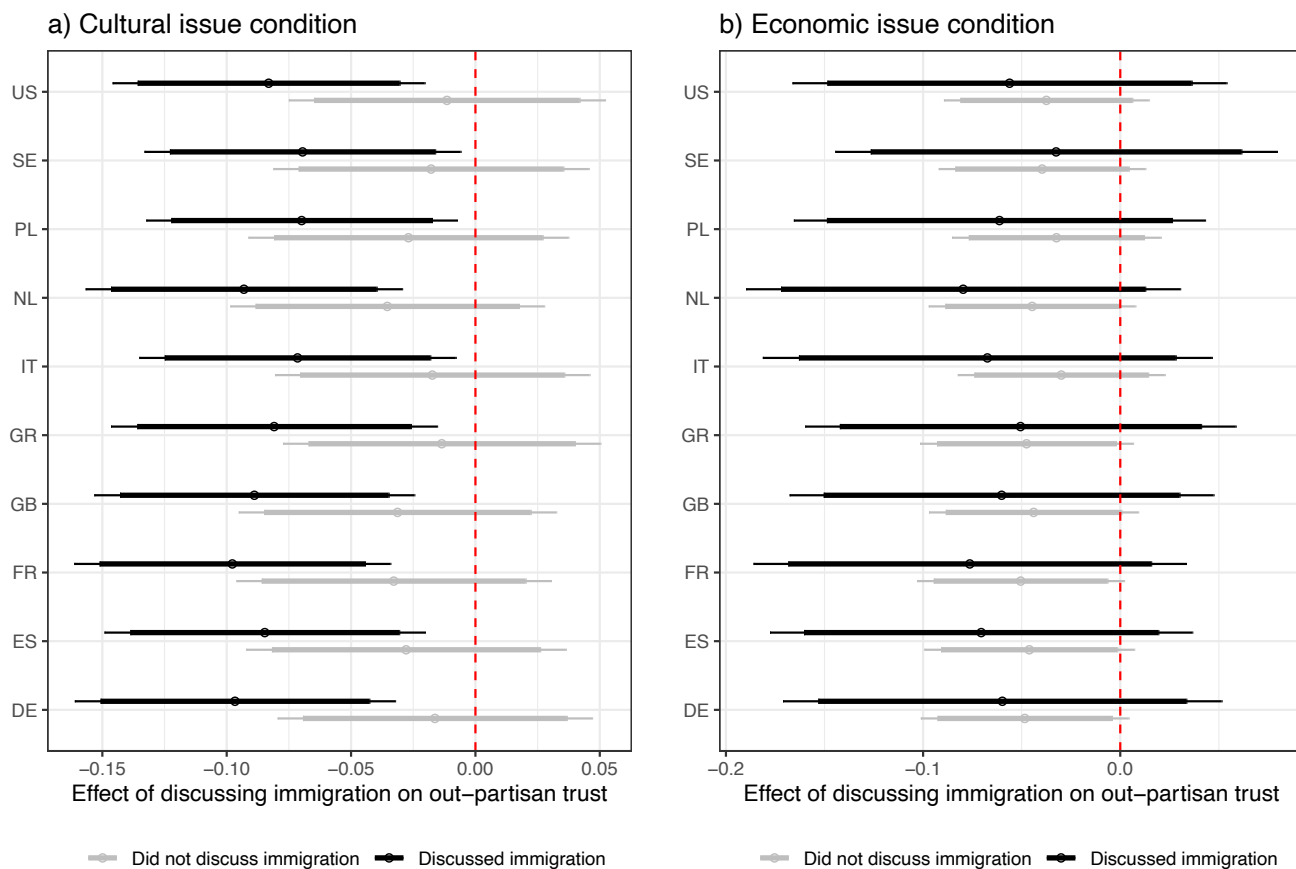


Figure A6 shows that results in Figure 2 remain robust even when dropping specific countries from the regression. More specifically, Figure A6 follows the same estimations procedure as estimations in Figure 2 but drops countries on the y-axis for the corresponding estimates.

Figure A6: Leave-one-out estimation for estimating effect of discussing immigration (using entropy balancing)



Section 4: Information for coefficient plots

Tables A5-A7 provide more detailed information about the regressions underlying the coefficient plots (Figure 1, 2 and 4). More specifically, we provide the exact coefficients, standard errors, and exact p-values.

Table A5: Economic and cultural issue treatment effects on trust of out-partisans

	(1)	(2)	(3)
(Intercept)	0.041*		
	(0.017)		
	p = 0.018		
Economic issues dimension	-0.060*	-0.061*	-0.042+
	(0.024)	(0.024)	(0.023)
	p = 0.015	p = 0.011	p = 0.063
Cultural issues dimension	-0.064**	-0.075**	-0.058*
	(0.025)	(0.024)	(0.023)
	p = 0.009	p = 0.002	p = 0.012
Average outpartisan feeling			0.140***
			(0.005)
			p = <0.001
High political interest			0.118***
			(0.020)
			p = <0.001
Num.Obs.	9877	9877	9877
Country-FE included	No	Yes	Yes

Note: Table shows OLS regression coefficients displayed in Figure 1 with standard errors in parentheses. Dependent variable is out-partisan trust. P-values based on two-sided t-test. Models 2 and 3 include country fixed-effects. + p < 0.1, * p < 0.05, ** p < 0.01, *** p < 0.001

Table A6: Effect of discussing immigration (using entropy balancing)

	Economic issues		Cultural issues	
	(1)	(2)	(3)	(4)
Did not discuss immigration	-0.043+		-0.024	
	(0.026)		(0.031)	
	p = 0.092		p = 0.443	
Discussed immigration		-0.057		-0.083**
		(0.053)		(0.031)
		p = 0.278		p = 0.007
Num.Obs.	6287	3817	5195	4810

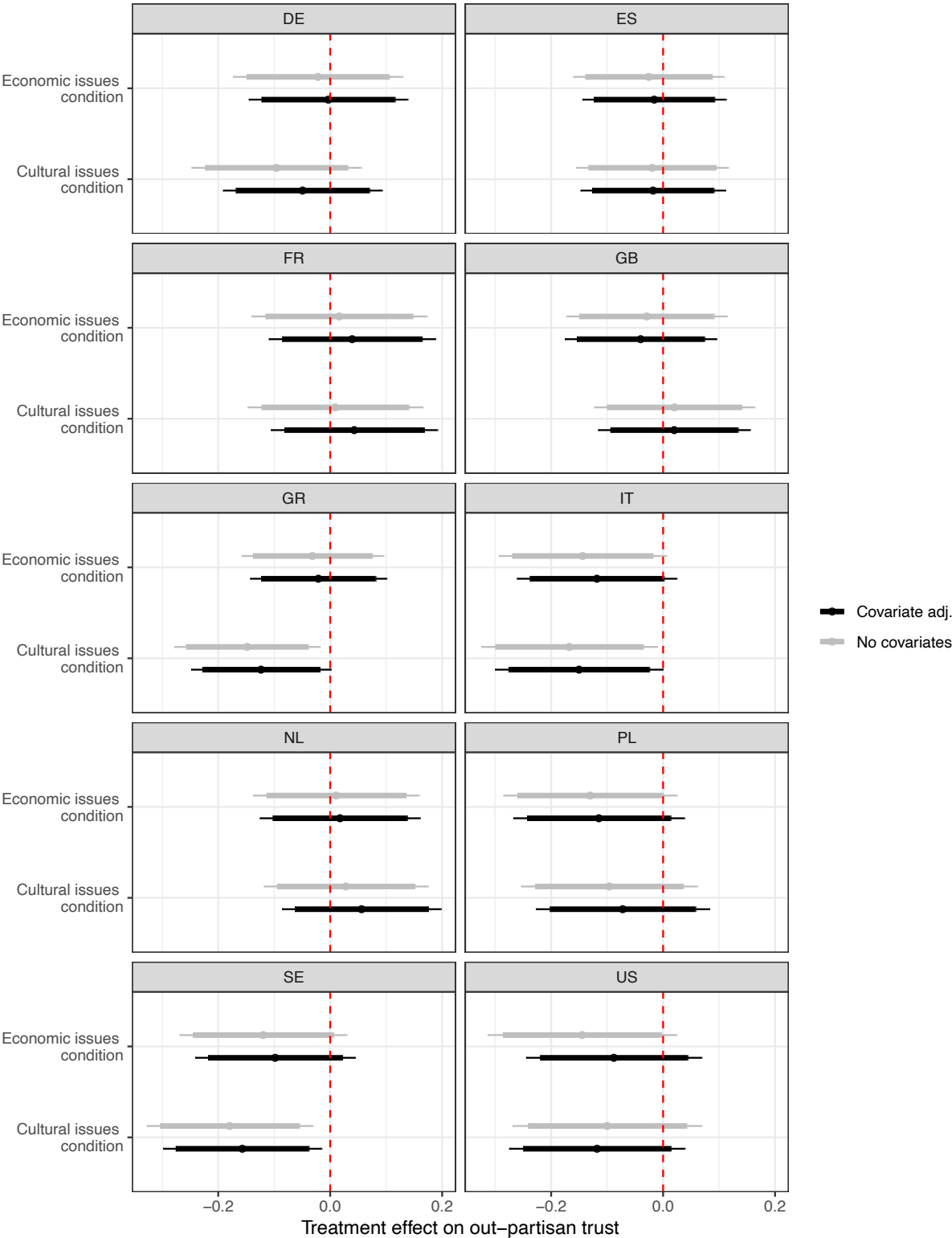
Note: Table shows regression coefficients from linear weighted regressions with entropy balancing weights applied. Standard errors are in parentheses. Treatment and control group are balanced on predictors of discussing immigration (see Table A3 in the online SI memo) including age, average out-party feeling and social distance preferences, education, income, political interest, dummies for partisans of nationalist parties, and country dummies. The respective coefficients are displayed in Figure 2. P-values based on two-sided t-test. Dependent variable is out-partisan trust. + $p < 0.1$, * $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

Table A7: Effect of mentioning immigration among left- and right-leaning respondents

	Economic issues		Cultural issues	
	Right	Left	Right	Left
Discussed immigration	-0.091	-0.085	-0.142**	0.027
	(0.061)	(0.074)	(0.046)	(0.049)
	p = 0.138	p = 0.252	p = 0.002	p = 0.582
Num.Obs.	1959	1537	2952	2915

Note: Table shows regression coefficients from linear weighted regressions with entropy balancing weights applied. Standard errors are in parentheses. Treatment and control group are balanced on predictors of discussing immigration (see Table A3 in the online SI memo) including age, average out-party feeling and social distance preferences, education, income, political interest, dummies for partisans of nationalist parties, and country dummies. The respective coefficients are displayed in Figure 4. P-values based on two-sided t-test. Dependent variable is out-partisan trust. + p < 0.1, * p < 0.05, ** p < 0.01, *** p < 0.001

Figure A7: Main treatment effects across countries



For our dependent variable (“Trust in opposing parties”), we asked respondents the following question:

How much of the time do you think you can trust supporters of opposing political parties to do what is right for your country?

- (1) Almost never
- (2) Once in a while
- (3) Sometimes
- (4) Most of the time
- (5) Almost always

In Figure A8, we show the distribution of our dependent variable “Trust in opposing parties” for our entire sample. In Figure A9, we present the distribution for each country separately.

Figure A8: Distribution of trust in opposing parties

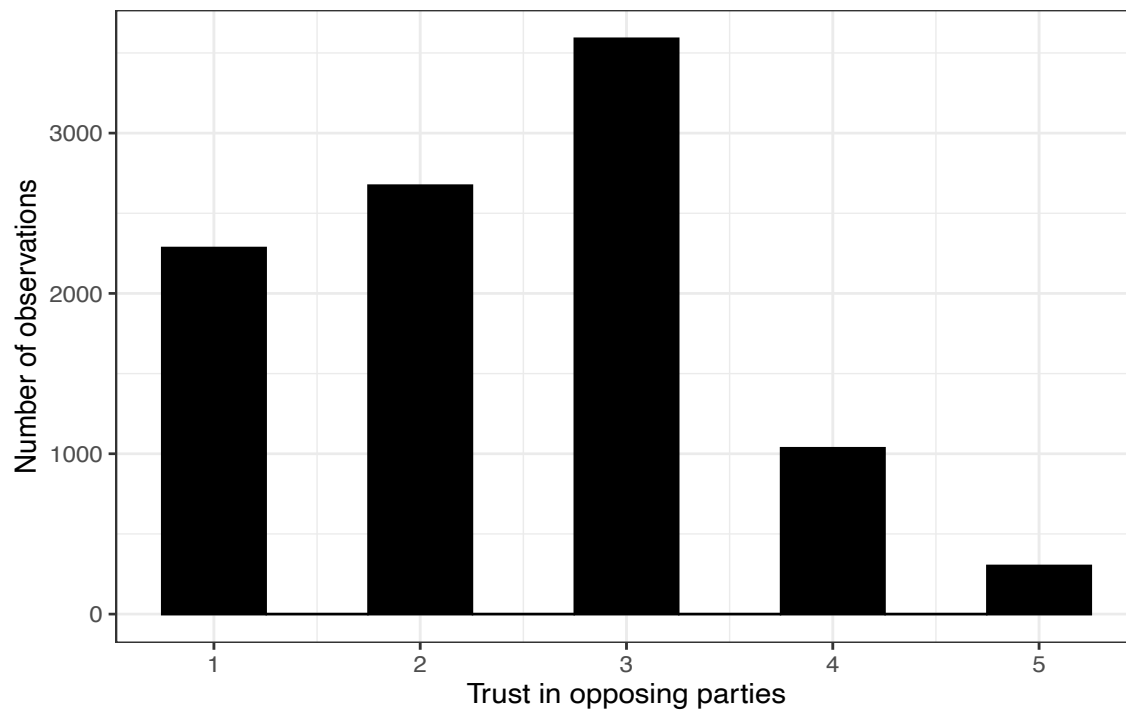


Figure A9: Distribution of trust in opposing party by country

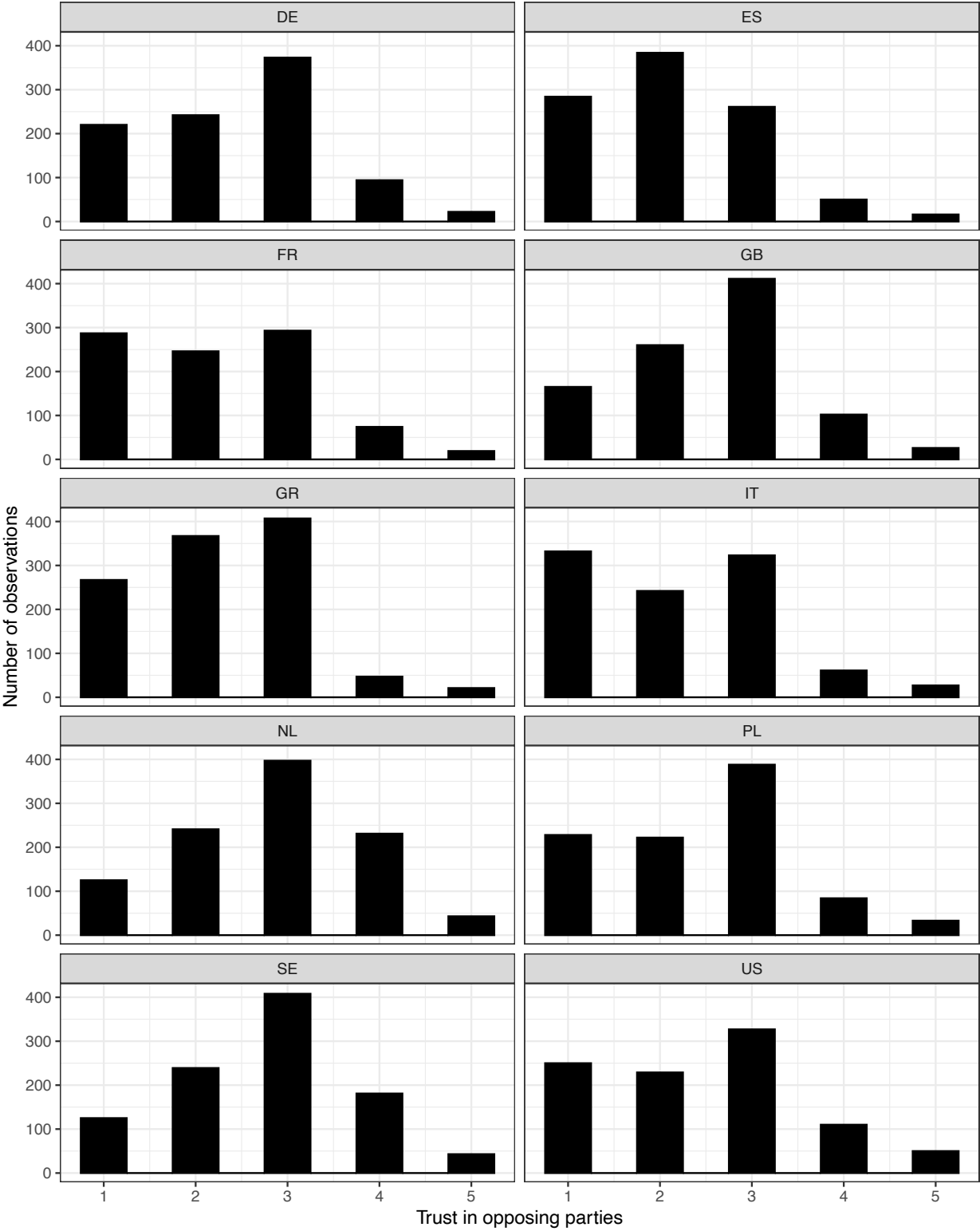


Figure A10 replicates Figure 1 displaying treatment effects but only including partisans. In the covariate-adjusted models, we include in-party feeling as an additional variable. Results remain substantively unchanged.

Figure A10: Treatment effects among partisans

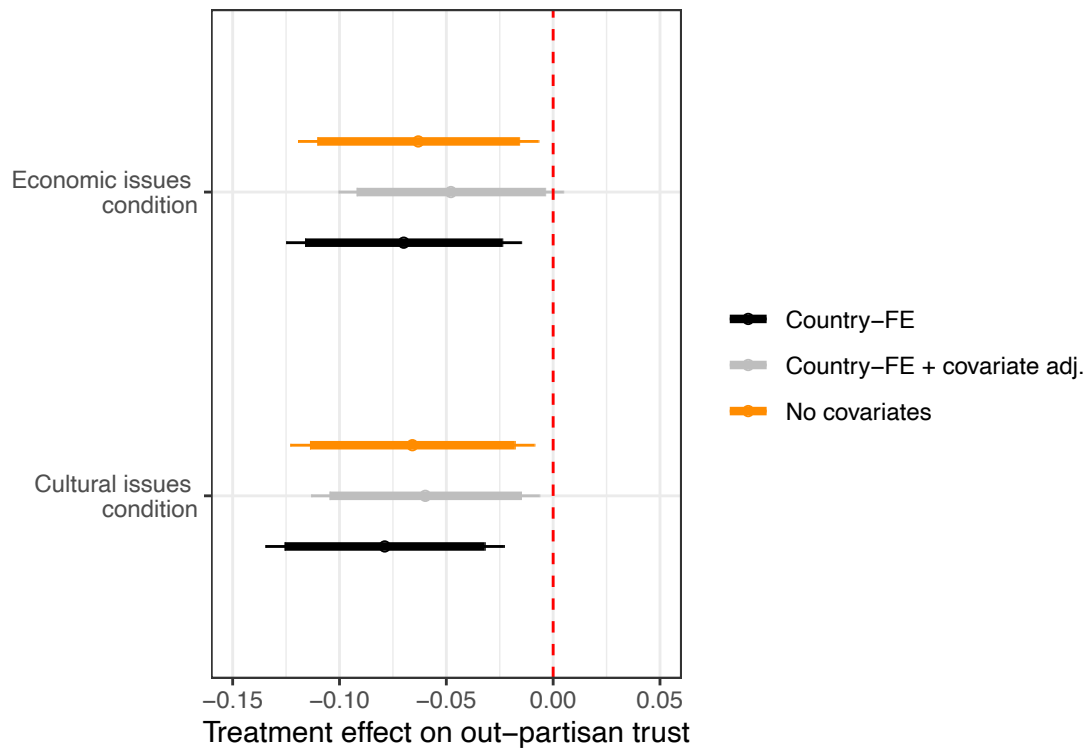
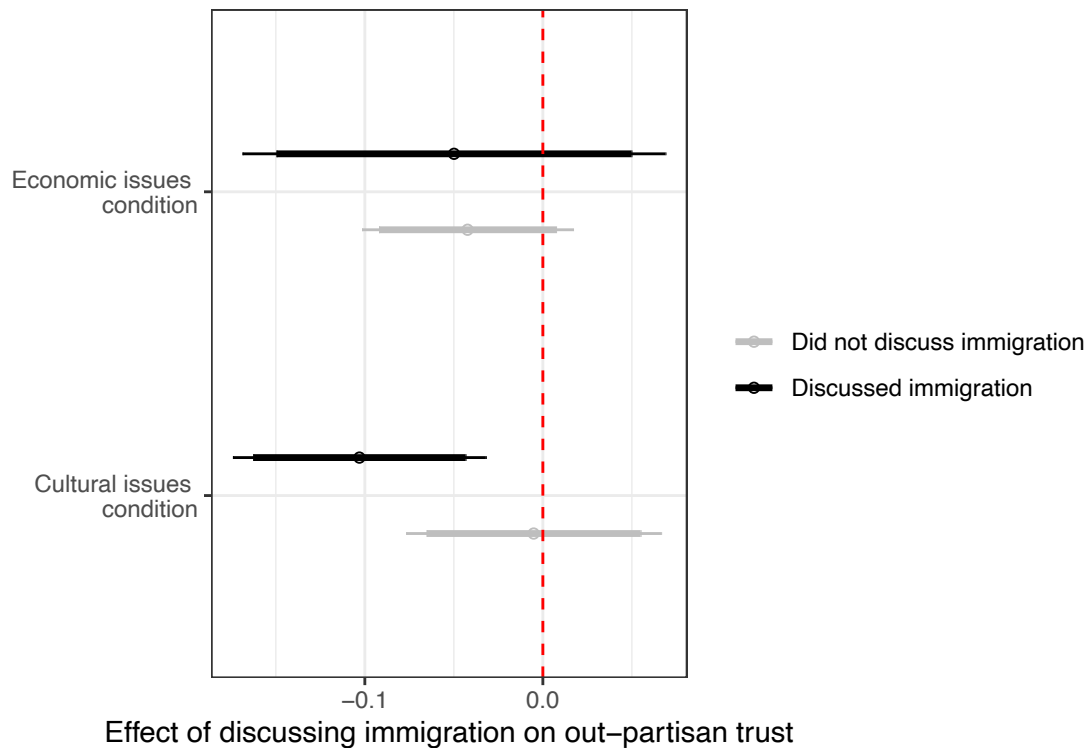


Figure A11 replicates Figure 2 and adds in-party feeling as additional variable to balance on while also balancing on all variables specified for Figure 2. Given that we balance on in-party feeling, we only include partisans in this analysis. The figures shows that results remain substantively unchanged.

Figure A11: Balancing additionally on in-party feeling (only partisans included)



Notes: The dependent variable is the respondent's level of trust in opposing parties' supporters. Horizontal lines denote 95% (thin) and 90% (thick) confidence intervals. Treatment and control groups are balanced on predictors of discussing immigration (see Table A3 in the online SI memo) including age, average out-party feeling thermometer ratings and social distance preferences, education, income, political interest, dummies for partisans of nationalist parties, country dummies, left-right scale and in-party feeling. Detailed regression results are provided in Table A6.

Table A8: Parties within party families

Christian democratic parties	Christen-Democratisch Appèl (CDA, NL) ChristenUnie (NL) Christlich Demokratische Union Deutschlands (CDU, DE) Christlich-Soziale Union in Bayern e. V. (CSU, DE) Koalicja Polska (PL) Kristdemokraterna (SE) Néa Dimokratía (ND, GR)
Conservative parties	Conservative Party (UK) Forza Italia (IT) Fratelli d'Italia (IT) Les Républicains (LR, FR) Moderata samlingspartiet (SE) Partido Popular (PP, ES) Prawo i Sprawiedliwość (PIS, PL) Republican Party (US)
Ecological parties	Bündnis 90/Die Grünen (GRÜNE, DE) Green Party (Green, UK) GroenLinks (GL, NL) Europe Écologie – Les Verts (EELV, FR) Miljöpartiet de groena (MP, SE)
Ethnic and regional parties	Esquerra Republicana de Catalunya (ERC, ES) Junts per Catalunya (JxCAT, ES) Scottish National Party (SNP, UK)
Liberal parties	Ciudadanos (ES) Democraten 66 (D66, NL) Freie Demokraten (FDP, DE) Koalicja Obywatelska (PL) La République En Marche (LREM, FR) Liberal Democrats (LibDem, UK) Liberalerna (L, SE) Volkspartij voor Vrijheid en Democratie (VVD, NL)
Nationalist parties	Alternative für Deutschland (AfD, DE) Chrysí Avgí (Golden Dawn, GR) Ellinikí Lýsi (Greek Solution, GR) Forum voor Democratie (FvD, NL) Konfederacja Wolność i Niepodległość (PL) Kukiz'15 (PL) Lega (IT) Partij voor de Vrijheid (PVV, NL) Rassemblement National (RN, FR) Sverigedemokraterna (SD, SE) Vox (ES)
Social democratic parties	Democratic Party (US) DENK (NL) Kínima Allagís (GR) Labour Party (UK) Lewica (PL) Liberi e Uguali (IT) Mas Pais (ES)

	Panellínio Sosialistikó Kínima (PASOK, GR) Parti Socialiste (PS, FR) Partido Socialista Obrero Español (PSOE, ES) Partij van de Arbeid (PvdA, NL) Partito Democratico (PD, IT) Sozialdemokratische Partei Deutschlands (SPD, DE) Sverige socialdemokratiska arbetareparti (SAP, SE)
Socialist/left parties	Die Linke (Linke, DE) Izquierda Unida (ES) Kommounistikó Kómma Elládas (KKE, GR) La France Insoumise (FI, FR) Parti Communiste Français (PCF, FR) Podemos (P, ES) Socialistische Partij (SP, NL) SYRIZA (GR) Vänsterpartiet (SE) Volt Nederland (Volt, NL) Métopo Evropaikís Realistikís Anypakoís (MeRA25, GR)
Other	Brexit Party (GB) Centerpartiet (C, NL) Movimento 5 Stelle (M5S, IT) Partij voor de Dieren (PvdD, NL) Polska 2050 (PL) Residual parties (< 30 respondents)

Notes: Abbreviations and country abbreviations in parentheses.