Appendix A: Instructions

Instructions Real Purchase: No Information Condition

This is an experiment to study decision-making between husbands and wives in the household. The instructions are very simple. Please listen to them carefully.

• This experiment consists of you making some decisions. Your spouse is making the same decisions separately.

• During the task, you will be given a certain amount of money. This money will be given as five-rupee tokens. In total, there will be 20 five-rupee tokens divided between your spouse and yourself equally. Thus, you and your spouse will get 10 coins each.

• There are no right or wrong decisions; please play the task as truthfully as possible.

Any questions? Yes – Ask me. No – Continue. 1. Intention-to-Order Form

• First, you will be required to state your intention to purchase items from some commodities displayed on the table, with their prices. [Items are on display] Any unspent tokens will not be given to you, so you should attempt to use all the money you have. Please tell me what and how much of each commodity you would like to purchase, and I will make a note of this.

• We are not allowed to pay you directly with cash, so we have selected this group of items from which you can freely choose up to an amount of Rs. 50 that has been allocated to you.

Any questions?   Yes – Ask me.   No – Continue.

• Following is an illustration of how you can fill in the order form. Suppose you initially have Rs. 50 (10 five-rupee tokens), then you can choose to allocate the tokens as under:

Sample Intention Order List

[Please indicate below what you intend to spend]

Item	Price (Rs.)	Number	Total Expenditure (Rs.)
Painkiller (crocin)	15	1	15
Notebooks	15	1	15
Pen	10	0	-
Rice (1/2 kg)	15	1	15
Zandy Balm (5 units)	10	0	-
Toothpaste	10	0	-
Salt (1/2 kg)	10	0	-
Soap	10	0	-

Total	95	3	45

• Now, please tell me what and how much you would like to purchase."

[Participant completes Intention-to-Order form; experimenter notes decisions.]

2. Final Order Form

• I will now give you two minutes to consider your decision and tell me what you would finally like to purchase.

• Once you tell me your final decisions, you will not be able to change them. I will communicate this to the payment desk, and they will then arrange for the commodities and give you the items. Please pay me with the tokens to purchase those items.

• There are no right or wrong decisions.

Any questions? Yes – Ask me. No – Continue.

• Following is an illustration of how you can fill in the order form. Suppose you initially have Rs. 50 (10 five-rupee tokens), then you can choose to allocate the tokens as under:

Sample Expenditure Order List

[Please indicate below what you will spend]

Item	Price (Rs.)	Number	Total Expenditure (Rs.)
Painkiller (crocin)	15	1	15
Notebooks	15	2	30
Pen	10	0	-
Rice (1/2 kg)	15	1	-
Zandy Balm (5 units)	10	0	-
Toothpaste	10	0	-
Salt (1/2 kg)	10	0	-
Soap	10	0	-
Total	95	3	45

If you have any questions, or need assistance of any kind, please ask me. We expect and appreciate your cooperation. We assure you that the results of this experiment or any other details will not be disclosed to anyone, and you will not be identified by name. The data collected are strictly for the purposes of research."

[Participants given the Final Order form.]

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3. Expectations Form

Your spouse is making the same decisions separately. Please tell me how do you think he/she spent the Rs. 50.

[Participant completes the expectations form; experimenter notes decisions.]

4. Payment and Receipt

• "Hello, we are not allowed to pay you directly with cash, so we have selected this group of items from which have chosen up to an amount of Rs. 50 that has been allocated to you.

• I will now arrange for the commodities that you have chosen and you will receive them in a bag. I will also now pay you Rs. 100 for your time in attending the experiment. Thank you for your participation!"

Instructions Real Purchase: Full Information Condition

This is an experiment to study decision-making between husbands and wives in the household. The instructions are very simple. Please listen to them carefully.

• This experiment consists of you making some decisions. Your spouse is making the same decisions separately.

• During the task, you will be given a certain amount of money. This money will be given as five-rupee tokens. In total, there will be 20 five-rupee tokens divided between your spouse and yourself equally. Thus, you and your spouse will get 10 coins each.

• There are no right or wrong decisions; please play the task as truthfully as possible.

Any questions? Yes – Ask me. No – Continue. 5. Intention-to-Order Form

• First, you will be required to state your intention to purchase items from some commodities displayed on the table, with their prices. [Items are on display] Any unspent tokens will not be given to you, so you should attempt to use all the money you have. Please tell me what and how much of each commodity you would like to purchase, and I will make a note of this.

• We are not allowed to pay you directly with cash, so we have selected this group of items from which you can freely choose up to an amount of Rs. 50 that has been allocated to you.

Any questions? Yes – Ask me. No – Continue.

• Following is an illustration of how you can fill in the order form. Suppose you initially have Rs. 50 (10 five-rupee tokens), then you can choose to allocate the tokens as under:

Sample Intention Order List

[Please indicate below what you intend to spend]

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Item	Price (Rs.)	Number	Total Expenditure (Rs.)
Painkiller (crocin)	15	1	15
Notebooks	15	1	15
Pen	10	1	10
Rice (1/2 kg)	15	1	-
Zandy Balm (5 units)	10	0	-
Toothpaste	10	1	10
Salt (1/2 kg)	10	0	-
Soap	10	0	-
Total	95	4	50

Now, please tell me what and how much you would like to purchase."

[Participant completes Intention-to-Order form; experimenter notes decisions.]

• Now, I will tell you how much your spouse has decided to spend on each of the same commodities.

[The intent-to-order forms are exchanged with the spouse's experimenter and information is provided. Read out-loud the intent-to order form from the spouse]. 6. Final Order Form

• I will now give you two minutes to consider your decision as well as the information of your spouse's decisions just communicated to you and tell me what you would finally like to purchase.

• Once you tell me your final decisions, you will not be able to change them. I will communicate this to the payment desk, and they will then arrange for the commodities and give you the items. Please pay me with the tokens to purchase those items.

• There are no right or wrong decisions.

Any questions? Yes – Ask me. No – Continue.

• Following is an illustration of how you can fill in the order form. Suppose you initially have Rs. 50 (10 five-rupee tokens), then you can choose to allocate the tokens as under:

Sample Expenditure Order List

[Please indicate below what you will spend]

Item	Price (Rs.)	Number	Total Expenditure (Rs.)
Painkiller (crocin)	15	1	15
Notebooks	15	2	30
Pen	10	0	-
Rice (1/2 kg)	15	1	-

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Zandy Balm (5 units)	10	0	-
Toothpaste	10	0	-
Salt (1/2 kg)	10	0	-
Soap	10	0	-
Total	95	3	45

If you have any questions, or need assistance of any kind, please ask the experimenter. We expect and appreciate your cooperation. We assure you that the results of this experiment or any other details will not be disclosed to anyone, and you will not be identified by name. The data collected are strictly for the purposes of research."

[Participants given the Final Order form.] 7. Expectations Form

• Your spouse is making the same decisions separately. Please tell me how do you think he/she spent the Rs. 50.

[Participant completes the expectations form; experimenter notes decisions.]

8. Payment and Receipt Desk

• "Hello, we are not allowed to pay you directly with cash, so we have selected this group of items from which have chosen up to an amount of Rs. 50 that has been allocated to you.

• I will now arrange for the commodities that you have chosen and you will receive them in a bag. I will also now pay you Rs. 100 for your time in attending the experiment. Thank you for your participation!"

Appendix B: Experimental Store

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Table A.1

Mean of Experimental Outcomes by Treatment

	(1) Rice		(2) Salt		(3) Balm		(4) Tablet	
	No Info	Info	No Info	Info	No Info	Info	No Info	Info
Intent	15.12	15.07	3.68	3.63	5.00	5.00	2.91	2.79
Intent (Q)	16.51	16.54	3.72	3.48	5.23	4.71	2.67	2.94
Final	1.10	1.10	0.37	0.35	0.52	0.47	0.18	0.20
Final (Q)	1.01	1.00	0.37	0.36	0.50	0.50	0.19	0.19
Difference	1.40	1.47	0.04	-0.15	0.23	-0.29	-0.23	0.15
Difference (Q)	0.09	0.10	0.00	-0.01	0.02	-0.03	-0.02	0.01
Absolute Deviation	2.09	2.35	1.05	1.13	1.47	1.96	1.16	1.32
Difference (E)	-2.97	-1.99	0.23	0.49	-0.62	-0.88	0.23	1.30
	(5) Soap		(6) Paste		(7) Pen		(8) Notebook	
	No Info	Info	No Info	Info	No Info	Info	No Info	Info
Intent	7.44	7.45	7.05	7.16	3.60	3.48	1.98	2.13
Intent (Q)	6.98	7.16	6.36	6.72	3.68	3.28	1.92	2.13
Final	0.70	0.72	0.64	0.67	0.37	0.33	0.13	0.14
Final (Q)	0.74	0.75	0.71	0.72	0.36	0.35	0.13	0.14
Difference	-0.47	-0.29	-0.70	-0.44	0.08	-0.20	-0.06	0.00
Difference (Q)	-0.05	-0.03	-0.07	-0.04	0.01	-0.02	0.00	0.00
Absolute Deviation	1.24	1.27	1.40	1.42	0.78	1.470**	0.87	0.59
Difference (E)	0.04	1.225**	-0.35	0.29	-1.20	-0.69	-0.25	0.07

Note. ** significant at 5% level using t-test for differences in means. Intent refers to Intention-to-spend (purchase allocation and Intent (Q) refers to Intention-to-spend quantities, Final refers to Final purchase allocation and Final (Q) refers to quantities of final allocation commodities, Difference refers to deviation between final and intention-to-spend in terms of purchase allocation. Difference (Q) refers to the difference between final and intention-to-spend quantities. Absolute Deviation refers to absolute values of Deviations, and Difference (E) represents the difference between the expectation of spouses' final allocation and their actual allocation.

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Supplementary analyses:

We also report additional robustness checks on a range of experimental outcomes. These were related to whether the husband and wife's allocation choices converged (i.e. were the same between intent and final; Table A.2); on absolute deviations, a binary-dependent variable of *any* deviation, and quantities purchased (Table A.3). These are largely to test for sensitivity of the treatment effects to definition of the decision-making variable. Additionally, we also estimated a model that regressed the change in final allocation choice as a function of the intent of their spouse and information on spousal preferences, separately for males and females (Table A.4). Finally, we conduct a series of tests on heterogeneity of treatment effects by difference in age and years of education (since year of marriage data was unavailable). Finally, to see if these effects vary by sub-groups, we run estimations using age, years of education, and participation in a welfare program as indicators of sample heterogeneity. A greater difference in ages between men and women within the household is meant to approximate experience. We find no statistically significant impact on deviations (purchase and quantities) as well as absolute deviations. There was also no impact found on the final allocations when the decision took into account spouses' intent-to-spend. In the full information group, a greater difference in years of education resulted in a lower final allocation by female participants (β = -0.034, $p < 0.05$).

Table A.2

Role of information in choice convergence

VARIABLES	(1) OLS	(2) Logit	(3) Probit
Information	-0.0269	-0.118	-0.0745
	(0.0242)	(0.107)	(0.0654)
Information * Male	-0.00142	-0.00684	-0.00359
	(0.00468)	(0.0211)	(0.0126)
Rice	-0.125***	-0.571***	-0.346***
	(0.0446)	(0.205)	(0.125)
Salt	-0.138***	-0.625***	-0.381***

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	(0.0441)	(0.203)	(0.123)
Balm	-0.247***	-1.075***	-0.660***
	(0.0440)	(0.200)	(0.122)
Soap	-0.164***	-0.737***	-0.450***
	(0.0451)	(0.206)	(0.125)
Paste	-0.167***	-0.746***	-0.458***
	(0.0433)	(0.197)	(0.120)
Pen	-0.142***	-0.645***	-0.392***
	(0.0454)	(0.208)	(0.127)
Notebook	0.0846**	0.477**	0.279**
	(0.0390)	(0.222)	(0.130)
Difference between expectation of spouse's final allocation and actual allocation	0.00287***	0.0127***	0.00780***
	(0.00102)	(0.00449)	(0.00262)
Constant	(0.140)	1.089*	0.657*
	0.747***	(0.639)	(0.393)
Observations	3,696	3,696	3,696
R-squared	0.060	0.047	0.046

Note: Dependent variable is a dummy variable that takes a value of 0 if there was no change between the intent-to-buy and the final allocation, and 1 for *any* change. We find that in 60.77 percent of all responses, choice allocations between commodities converged. Participants in the *full-information* condition chose the same final purchase allocations 59.19 percent of all responses, while participant choices in the *no-information* group converged 62 percent of all responses. A proportion test for differences showed a small but statistically significant effect of information on choice convergence (0.028, $p < 0.1$). We also used convergence as a potential outcome variable in regressions to indicate if household members made the same choices, controlling for a number of factors as in equation (1). Though we find no statistically significant effect of information on the likelihood of convergence, the negative sign of information on likelihood of convergence indicates that participants in the treatment group were less likely to choose the same commodities. Robust standard errors in parentheses *** $p<0.01$, ** $p<0.05$, * $p<0.1$

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Table A.3

Treatment effects on difference between initial and final allocation decisions

VARIABLES	OLS Estimates				Zero-inflated Poisson (ZIP)	
	Difference between Final and Intention Order	Difference between Final and Intention Order	Difference between Final and Intention Order (Quantities)	Difference between Final and Intention Order (Quantities)	Absolute Deviations	Absolute Deviations
Information	0.0210	0.0186	0.000154	0.000101	0.196	0.103
	(0.0299)	(0.0310)	(0.00400)	(0.00404)	(0.285)	(0.293)
Information * Female	-0.0625	-0.0594	-0.00679	-0.00731	-0.0172	0.0164
	(0.0801)	(0.0802)	(0.00660)	(0.00666)	(0.355)	(0.356)
Female	0.0631	0.0722	0.00196	0.00318	0.237	0.275
	(0.0642)	(0.0733)	(0.00564)	(0.00649)	(0.253)	(0.261)
Difference between expectation and final allocation of spouse	0.00767	0.0179	0.000902	0.00167*	-0.00715	-0.00318
	(0.0120)	(0.0117)	(0.000981)	(0.000978)	(0.00997)	(0.00964)
Constant	0.00945	-0.296	-0.00140	0.00274	1.134***	-1.435
	(0.0244)	(0.318)	(0.00282)	(0.0286)	(0.196)	(1.215)
Household Controls and Commodity Binary Variables	No	Yes	No	Yes	No	Yes
Observations	3,696	3,696	3,696	3,696	3,696	3,696
R-squared	0.000	0.020	0.000	0.016	0.002	0.030

Note. Robust standard errors in parentheses *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$; Standard errors are adjusted for 230 clusters at household level. Household controls used were years of education completed, age, household size, caste identity, average monthly per capita income, and risk preference. Commodity binary

variables were included with the base category of Notebook. Missing values for variables were replaced by the mean value of the respective variable only for age, household size, and years of education.

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Table A.4

Treatment effects on final allocations of males and females

VARIABLES	(1) Final Allocation of Female	(2) Final Allocation of Male	(3) Final Allocation of Female	(4) Final Allocation of Male
Spouse's intention to spend	0.517***	0.428***	0.151***	0.121***
	(0.0434)	(0.0373)	(0.0399)	(0.0400)
Information * Spouse's Intention To Spend	-0.102	0.0143	-0.110**	0.00628
	(0.0621)	(0.0537)	(0.0525)	(0.0499)
Information	0.596*	-0.122	0.622**	-0.0446
	(0.351)	(0.315)	(0.299)	(0.291)
Constant	2.895***	3.367***	1.696***	2.122***
	(0.246)	(0.220)	(0.512)	(0.550)
Household Controls and Commodity Binary Variables	No	No	Yes	Yes
Observations	1,848	1,848	1,848	1,848
R-squared	0.177	0.191	0.420	0.354

Note. Robust standard errors in parentheses *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$ Standard errors clustered at household level. Household controls used were years of education completed, age, household size, caste identity, average monthly per capita income, and risk preference. Commodity binary variables were included with the base category of Notebook. Missing values for variables were replaced by the mean value of the respective variable only for age, household size, and years of education

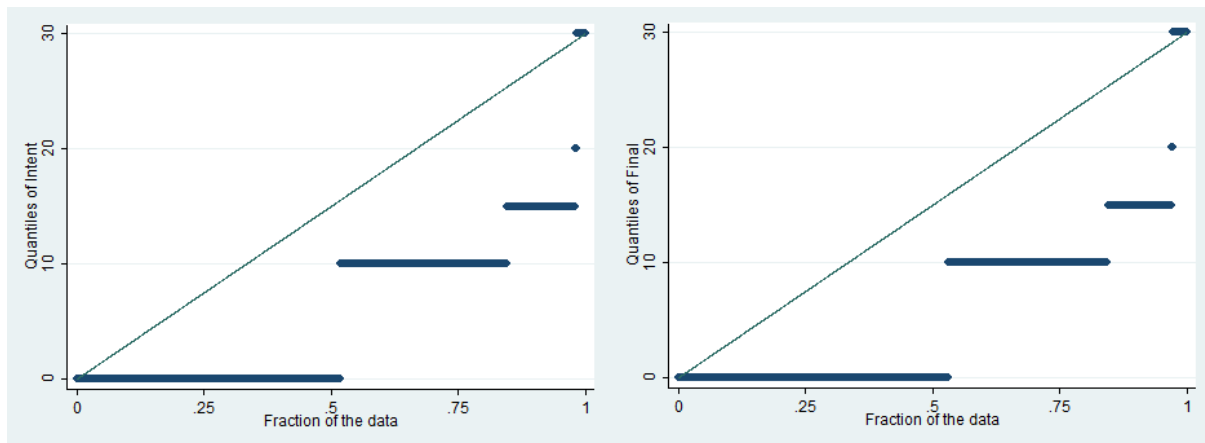Appendix for Experimental evidence on information completeness in spousal preferences

Figures

Figure A.1: Quantile Plot of Intent and Final Allocation