Dispositional Theory of Reputation Codebook
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Original variables in dataset

Variable	Description
Strategy	Our main treatment (1 = Stay Out, 2 = Engage, 3= Not Engage)
totApprov	Our dependent variable: approval of the President's handling of the situation
gender	Gender (1= Male, 2 = Female)
education	Education (1: None, or grade 1-8, 2: Four-year college degree, 3: Technical or vocational school after high school, 4: High school diploma or equivalent, 5: Associate's or two-year college degree, 6: Graduate or professional degree, 7: Some college, no degree, 8: Graduate or professional school after college, no degree, 10: High school incomplete (grades 9-11)
hispanic	Hispanic indicator variable
race	Race (1: American Indian, 2: Asian American, 3: Black, 4: White, 5: Other)
ideology	Ideology (Very liberal - very conservative)
income	Income (1: < $20000, 2: $20000 – 35000, 3: $35000 – 50000, 4:$50000 – 75000, 5: $75000 – 100000, 5: > $100000)
demAgeFull	Age (not cleaned)
ma1	Militant assertiveness item 1: "The best way to ensure world peace is through American military strength" (Strongly agree - strongly disagree)
ma2	Militant assertiveness item 2: "The use of military force only makes problems worse" (Strongly agree - strongly disagree)
ma3	Militant assertiveness item 3: "Going to war is unfortunate, but sometimes the only solution to international problems" (Strongly agree - strongly disagree)
it1	International trust item 1: "Generally speaking, would you say that the United States can trust other nations, or that the United States can't be too careful in dealing with other nations?"
nc1	National chauvinism item 1: "How superior is the United States compared to other nations?" (Vastly superior - not at all superior)
nc2	National chauvinism item 2: "How many things about America make you ashamed?" (Very many - none)
polParty	Political Party (1=Republican, 2=Democrat, 3=Independent, 4=Other)
Recoded variables (easier to use)	
education2	1: High school or below, 2: Some college or university, 3: College degree (two or four-year degree), 4: Graduate or professional schooling (with or without degree)
notEngage3	One of our three main treatments (1 = Not Engage, 0 = other)
engage3	One of our three main treatments (1 = Engage, 0 = other)

stayOut3	One of our three main treatments (1 = Stay Out, 0 = other)
milAssert1	Militant assertiveness scale, rescaled from 0-1
natChauv1	National chauvinism scale, rescaled from 0-1
intTrust1	International trust scale, rescaled from 0-1
milAssert2	Militant assertiveness, dichotomized as low-high (≤25th and ≥75th percentiles)
natChauv2	National chauvinism, dichotomized as low-high (≤25th and ≥75th percentiles)
White	White dummy variable (1 = White, 0 = non-white)
Male	Male dummy variable (1 = Male, 0= Female)
age	Age (cleaned — the survey firm recorded the original variable strangely)
age0	Age (dummy variable: 1 = 18-29, 0= other)
age1	Age (dummy variable: 1 = 30-44, 0 = other)
age2	Age (dummy variable: 1 = 45-64, 0 = other)
age3	Age (dummy variable: 1 = 65+, 0 = other)
Additional demographic variables in mTurk Dataset	
gender	Gender (1= Male, 2 = Female)
age	age at time of survey
education	1: Less than high school, 2: High school or GED, 3: Some college, 4: Two-year college degree, 5: Four-year college degree, 6: Masters degree, 7: Doctoral degree, 8: Professional degree