Appendix

Original Ballot Language and Experimental Ballot Language

As mentioned in the article, the language for all the treatments was derived from ballots presented to voters in various locations. The comparisons of the experiment and real-world language is found below.

Waste Disposal Language

Experiment: Waste Disposal, Unspecific (Flesch-Kincaid Grade Level: 7.7)

> Shall Leon County increase its residential solid waste collection fees by $1.75 a month? If the measure is approved, this would increase current fees to $10.75 for residential rates, $8.75 for senior citizen rates, and shall apply to all residentially zoned dwellings within greater Leon County beginning in the upcoming fiscal year: 2013/2014.

Experiment: Waste Disposal, Specific (Flesch-Kincaid Grade Level: 9.6)

> Shall Leon County increase its residential solid waste collection fees by $1.75 a month to fund current and future maintenance and operations, including operational and capital reserves and capital needs of the County system of solid waste disposal? This would increase current fees to $10.75 for residential and $8.75 for senior citizen rates.

Actual Language: Kearney City Waste Collection Fee Increase (April 2012). Clay County, Missouri.[14] (Flesch-Kincaid Grade Level: 6)

> Shall Kearney increase its residential solid waste collection fees by $1.75 a month to add curbside recycling? That would increase current fees to $10.75 for residential and $8.75 for senior citizen rates.

[14] The measure passed 57.5% to 42.5%.

School Funding Language

School Funding, Unspecific (Flesch-Kincaid Grade Level: 11.9)

The Board of Directors of your school district adopted Resolution 2012/2013-14 concerning a proposition for a capital projects levy. The school district will use the excess levies from this proposition, which will apply to all taxable property within the school district: Collection Years: 2013-2016; Levy Amount: $1,900,000; Approximate Levy Rate/$1,000 Assessed Value: $.61.

School Funding, Specific (Flesch-Kincaid Grade Level: 16.7)

The Board of Directors of your school district adopted Resolution 2012/2013-14 concerning a proposition for a capital projects levy. This proposition authorizes the district to undertake major roof repairs to schools and facilities, upgrade computer technologies, replace the central kitchen facility, add classrooms, and upgrade fire alarm systems; and authorizes the following excess levies for such purposes on all taxable property within the school district: Collection Years: 2013-2016; Levy Amount: $1,900,000; Approximate Levy Rate/$1,000 Assessed Value: $.61.

Actual Language: A Bremerton School District Levy Addition (August 2012). Bremerton School District, Kitsap County, Washington.[15] (Flesch-Kincaid Grade Level: 12)

The Board of Directors of Bremerton School District No. 100-C adopted Resolution 2011/2012-14 concerning a proposition for a capital projects levy. This proposition authorizes the District to undertake major roof repairs to schools and facilities, upgrade computer technologies, replace the central kitchen facility, add classrooms to West Hills STEM, and upgrade fire alarm systems; and authorizes the following excess levies for such purposes on all taxable property within the District: Collection Years: 2013-2016; Levy Amount: $1,900,000; Approximate Levy Rate/$1,000 Assessed Value: $.61. As provided in Resolution 2011/2012-14. Should this proposition be approved?

Traffic Relief Language

Traffic Relief, Unspecific (Flesch-Kincaid Grade Level: 12.3)

The proposed amendment reallocates 30% of certain state revenues collected on motor vehicle sales or leases from the General Fund to the Traffic congestion Relief and Safe School Bus Trust Fund. The amendment allocates money for transportation programs.

[15] The measure passed 59.7% to 40.3%.

Traffic Relief, Specific (Flesch-Kincaid Grade Level: 17.6)

> The proposed amendment reallocates 30% of certain state revenues collected on motor vehicle sales or leases from the General Fund to the Traffic congestion Relief and Safe School Bus Trust Fund. The amendment allocates money for transportation programs including: highway expansion, specific freeway interchange improvements, mass transit improvements, purchasing buses, and expanding light and commuter rail. It provides funds for environmental enhancement, transportation impact mitigation programs, and transportation safety programs.

Actual Language: California Proposition 51, Vehicle Taxes Allocated to Transportation Projects (November 2002).[16] (Flesch-Kincaid Grade Level: 16.2)

> Reallocates 30% of certain state revenues collected on motor vehicle sales or leases from the General Fund to the Traffic congestion Relief and Safe School Bus Trust Fund. Allocates money for transportation programs including: highway expansion, specific freeway interchange improvements, mass transit improvements, purchasing buses, and expanding light and commuter rail. Provides funds for environmental enhancement, transportation impact mitigation programs, and transportation safety programs. Allocates money to 45 specific projects and for remainder specifies distribution percentages, restricts fund uses, and provides accountability measures.
>
> Should the sales and use taxes raised from the sale or lease of motor vehicles be permanently allocated to specific transportation projects?

Emergency Services Language

Emergency Services, Unspecific (Flesch-Kincaid Grade Level: 24)

> Should the state constitution be amended to enact a tax on parcels of property valued at $197 per year on each parcel of real property within the State of Florida, with an annual cost of living adjustment not to exceed 3%, and terminating on June 30, 2023, in order to preserve existing emergency services?

Emergency Services, Specific (Flesch-Kincaid Grade Level: 26.1)

> Should the state constitution be amended to enact a parcel tax of $197 per year on parcels of property within the State, with an annual cost of living adjustment not exceeding 3%, and terminating on June 30, 2023, to preserve existing emergency services, prevent the closure additional fire stations, and prevent the layoff of existing firefighters?

[16] The measure was defeated 57.8% to 42.2%.

Actual Language: East Contra Costa County parcel tax for Fire Services, Measure S (June 2012) Contra Costa County, California.[17] (Flesch-Kincaid Grade Level: 30.4)

> To preserve existing emergency services, add paramedic services and prevent further layoffs of up to one half of existing firefighters and the closure of up to 3 additional fire stations, shall an ordinance be adopted to enact a parcel tax of $197 per year on each parcel of real property within the District, with an annual cost of living adjustment not to exceed 3% and terminating on June 30, 2023?

Summary Statistics

Table 6: Summary Statistics for the Waste Disposal and School Spending Treatments

Variable	N	Mean	Std. Dev.	Min	Max	Notes
Approval (Waste)	170	1.059	0.882	0	2	0=No, 1=Abstain, 2=Yes
Certainty (Waste)	170	2.076	0.863	1	5	1=Not at all certain, 5=Extremely certain
Strength (Waste)	170	2.447	0.917	1	5	1=Not strong at all, 5=Extremely strong
Approval (Schools)	171	1.287	0.682	0	2	0=No, 1=Abstain, 2=Yes
Certainty (Schools)	171	2.281	0.922	1	5	1=Not at all certain, 5=Extreme certain
Strength (Schools)	171	2.368	0.920	1	5	1=Not strong at all, 5=Extremely strong

Table 7: Summary Statistics for the Traffic Relief and Emergency Services Treatments

Variable	N	Mean	Std. Dev.	Min	Max	Notes
Approval (Traffic), Pooled	689	1.534	0.734	0	2	0=No, 1=Abstain, 2=Yes
Approval (Traffic), Students	435	1.517	0.787	0	2	0=No, 1=Abstain, 2=Yes
Approval (Traffic), MTurk	254	1.563	0.724	0	2	0=No, 1=Abstain, 2=Yes
Certainty (Traffic), Pooled	693	2.545	0.885	1	5	1=Not at all certain, 5=Extremely certain
Strength (Traffic), Pooled	693	2.449	0.866	1	5	1=Not strong at all, 5=Extremely strong
Approval (Emerg.), Pooled	689	1.077	0.841	0	2	0=No, 1=Abstain, 2=Yes
Approval (Emerg.), Students	435	1.083	0.822	0	2	0=No, 1=Abstain, 2=Yes
Approval (Emerg.), MTurk	254	1.067	0.875	0	2	0=No, 1=Abstain, 2=Yes
Certainty (Emerg.), Pooled	692	2.403	0.994	1	5	1=Not at all certain, 5=Extremely certain
Strength (Emerg.), Pooled	692	2.546	1.013	1	5	1=Not strong at all, 5=Extremely strong

Randomization Checks

Below are a number of ancillary tests that ensure random assignment of the subjects. Beginning with the first experiment (waste disposal and school spending), random assignment was

[17]The measure was defeated with 56.2% voting no, 43.8% voting yes

tested by regressing respondent characteristics on treatment assignment. If the assignment was indeed random, these variable should not predict treatment/control assignment. Unfortunately, there were few demographic questions asked (largely because a student sample often has little in the way of variation over factors like education). That said party affiliation (measured on a 7-point scale, with 7 indicating strongly identifying as a Democrat) and the number of previous surveys taken (ranging from 0 to 3, with 3 indicating 3 or more surveys taken) were collected. The party ID variable indicated a surprising number of moderates; it had a mean of 4.02 (standard deviation of 2.25). The survey count variable indicated most students had taken very few surveys previously (mean 0.45, standard deviation of 0.84).

Table 8 features the results of a probit regression predicting condition assignment in the first experiment. As the table reveals, neither of the two descriptive variables predicted treatment assignment for waste disposal or school spending in a statistically significant way.

Table 8: Randomization of Treatment Assignment, Waste Disposal and School Spending (Experiment 1)

	Waste Disposal	School Spending
Party ID (Dem)	0.009	0.050
	(0.043)	(0.044)
# of Surveys	-0.133	-0.157
	(0.113)	(0.122)
Constant	0.019	-0.124
	(0.199)	(0.206)
Log-Likelihood	-117.135	-117.037
N	170	171
Pseudo-R^2	0.006	0.013

***$p < 0.001$, **$p < 0.01$, *$p < 0.05$. (two-tailed).
Probit estimates. Standard errors in parenthesis.

This same process was repeated for the second experiment. This iteration had a number of descriptive variables to work with, as well as student and MTurk samples. Subjects were asked about their level of education (ranging from 1-7, with 1 being High School or less, and 7 being >6 years of education; $\bar{x} = 3.41$, $\sigma = 1.49$), their party affiliation (same measurement scheme as above; $\bar{x} = 4.43$ $\sigma = 2.13$), the number of surveys previous taken (ranging from 0 to 100 to accommodate the MTurk sample; $\bar{x} = 10.29$, $\sigma = 21.36$), political knowledge (this was assessed by asking subjects three questions about current events; range was from 0-1 in increments of 1/3, $\bar{x} = 0.83$, $\sigma = 0.25$), race (respondents were asked if they were White, Black, Asian, Native American, or other; dummies were created for White, $\bar{x} = 0.75$, $\sigma = 0.43$, and Black, $\bar{x} = 0.07$, $\sigma = 0.26$, the reference category is Asian, Native American or Other), and sex (1=male, 0=female; $\bar{x} = 0.48$, $\sigma = 0.5$).[18] Just as above, these variables were regressed on treatment assignment (specific versus unspecific).

Table 9 reveals that, on the whole, treatment assignments appear to be sufficiently random. Only the party affiliation variable was statistically significant for the emergency

[18]Note that all of the means and standard deviations provided were for the pooled sample.

treatment experiment for the student sample, which continues to remain within the bound of significance when the students are pooled with MTurk subjects. Namely, the positive coefficient tells us that those identifying as being affiliated with Democrats were more likely to be assigned into the specific condition than their Republican leaning counterparts. There are two points that should help allay concerns about randomization: first, party proved to the only variable of several that suggested a randomization concern. Second, and more importantly, the models featured in the text were reconsidered with the inclusion of a party ID variable (see the "Reanalysis Including a Party Control Variable" section of this appendix), and this additional variable did not substantively change the findings in any meaningful way.

Table 9: Randomization of Treatment Assignment, Traffic Relief and Emergency Services (Experiment 2)

Treatment:	Traffic	Traffic	Traffic	Emergency	Emergency	Emergency
Subjects:	Pooled	Student	MTurk	Pooled	Student	MTurk
Education	-0.011	-0.038	-0.002	0.011	0.029	0.016
	(0.034)	(0.054)	(0.044)	(0.034)	(0.055)	(0.044)
Party ID (Dem)	-0.011	-0.023	0.014	0.050*	0.095**	-0.032
	(0.024)	(0.029)	(0.044)	(0.024)	(0.029)	(0.044)
# of Surveys	0.000	0.076	0.001	-0.001	0.065	0.000
	(0.002)	(0.065)	(0.003)	(0.002)	(0.064)	(0.003)
Pol. Knowledge	0.192	-0.036	0.433	-0.060	0.005	-0.070
	(0.202)	(0.262)	(0.325)	(0.202)	(0.264)	(0.326)
White	0.012	-0.005	0.364	0.126	0.218	0.033
	(0.143)	(0.157)	(0.446)	(0.144)	(0.159)	(0.434)
Black	-0.103	-0.194	0.387	0.351	0.119	0.758
	(0.221)	(0.263)	(0.529)	(0.223)	(0.264)	(0.529)
Male	0.065	0.001	0.169	0.068	0.107	0.022
	(0.101)	(0.127)	(0.169)	(0.101)	(0.128)	(0.169)
Constant	-0.099	0.256	-0.894	-0.382	-0.753*	-0.014
	(0.243)	(0.328)	(0.539)	(0.245)	(0.333)	(0.531)
Log-Likelihood	-453.455	-285.137	-165.150	-450.221	-280.009	-164.637
N	656	414	242	656	414	242
Pseudo-R^2	0.003	0.006	0.015	0.010	0.024	0.017

***$p < 0.001$, **$p < 0.01$, *$p < 0.05$. (two-tailed). Probit estimates. Standard errors in parenthesis.

Reanalysis Including a Party Control Variable

Readers may have noticed the absence of a party control variable; subject randomization makes it extremely unlikely that other explanatory variables should prove significant, but this does not prevent chance assignment of "too many people of a particular type [to] one of the treatment groups" (Ansolabehere and Iyengar 1995, 172). In other words, there is a chance, albeit unlikely, of an omitted variable problem. Moreover, the inclusion of relevant variables can lead to nontrivial increases in efficiency (Franklin 1991), with negligible increases in bias (Green 2009). While the randomization checks (see above) suggest that party did not predict assignment in the first experiment, it was significant for the emergency services vignette (experiment 2) for the student and pooled samples. Consequently, both experiment 1 and 2 were reanalyzed with a party identification variable included.

Beginning with table 10, we see the results of table 1 with party included in columns three and four, and the original models with party omitted in columns one and two. The inclusion of a party control variable had a negligible effect on the results. Namely, the party ID variable was significant for both measures, and it worked to *increase* the size of the "yes" coefficients. Finally, the AIC and BIC suggest a better model fit for the inclusion of a party variable in the waste disposal experiment, but not for school funding.[19]

[19] For AIC and BIC, smaller values suggest a better fit.

Table 10: Reconsideration of the Waste and School Models with Party Included

	Original Waste Disposal "Yes"	Original Waste Disposal "No"	W/ Pty Ctrl Waste Disposal "Yes"	W/ Pty Ctrl Waste Disposal "No"
	Coeff/(std err)	Coeff/(std err)	Coeff/(std err)	Coeff/(std err)
Waste Disposal, Specific Language	1.078***	0.125	1.105***	0.154
	(0.317)	(0.319)	(0.320)	(0.326)
PID (Dem)			-0.032	-0.208**
			(0.072)	(0.071)
Constant	-0.063	0.315	0.063	0.063
	(0.219)	(0.207)	(0.386)	(0.386)
Log-Likelihood	-173.623	-173.623	-168.071	-168.071
N	170	170	170	170

****p* < 0.001, ***p* < 0.01, **p* < 0.05, +*p* < 0.10 (two-tailed). Multinomial probit, abstain as reference category. Dependent variable is vote on the measure: yes, no, or abstain. Standard errors in parenthesis.

	Original School Funding "Yes"	Original School Funding "No"	W/ Pty Ctrl School Funding "Yes"	W/ Pty Ctrl School Funding "No"
	Coeff/(std err)	Coeff/(std err)	Coeff/(std err)	Coeff/(std err)
Schools Funding, Specific Language	1.610***	0.910**	1.621***	0.993**
	(0.295)	(0.348)	(0.297)	(0.357)
PID (Dem)			-0.024	-0.164*
			(0.067)	(0.083)
Constant	-0.897***	-1.337***	-0.806*	-0.773*
	(0.211)	(0.243)	(0.331)	(0.369)
Log-Likelihood	-153.023	-153.023	-150.876	-150.876
N	171	171	171	171

****p* < 0.001, ***p* < 0.01, **p* < 0.05, +*p* < 0.10 (two-tailed). Multinomial probit, abstain as reference category. Dependent variable is vote on the measure: yes, no, or abstain. Standard errors in parenthesis.

Table 11 reconsiders the results found in tables 3 and 4 with party control included in columns three and four. The first and second columns present the original results. While both of the party ID variables are significant, we see negligible changes in the size of the coefficients for the “yes” vote for both measures (slightly larger for Traffic, slightly smaller for Emergency Services). That said, both the AIC and BIC suggest better model fit for models including a party control.

Table 11: Reconsideration of the Traffic and Emergency Models with Party Included

	Pooled "Yes" Traffic Coeff/(std err)	Pooled "Yes" Traffic Coeff/(std err)	W/ Pty Ctrl Traffic "Yes" Coeff/(std err)	W/ Pty Ctrl Traffic "No" Coeff/(std err)
Traffic Relief	0335*	-0.063	0.341*	-0.085
(Specific Language)	(0.167)	(0.191)	(0.168)	(0.193)
PID (Dem)			0.110**	-0.065
			(0.039)	(0.044)
Constant	1.163***	0.186	0.680***	0.451*
	(0.114)	(0.127)	(0.202)	(0.221)
Log-Likelihood	-557.69	-557.69	-545.489	-545.489
N	689	689	689	689

***$p < 0.001$, **$p < 0.01$, *$p < 0.05$, +$p < 0.10$ (two-tailed). Multinomial probit, abstain as reference category. Dependent variable is vote on the measure: yes, no, or abstain. Standard errors in parenthesis.

	Pooled "Yes" Coeff/(std err)	Pooled "No" Coeff/(std err)	W/ Pty Ctrl Emerg. "Yes" Coeff/(std err)	W/ Pty Ctrl Emerg. "No" Coeff/(std err)
Emergency Services	0.842***	0.303*	0.830***	0.339*
(Specific Language)	(0.150)	(0.153)	(0.151)	(0.154)
PID (Dem)			0.054	-0.081*
			(0.035)	(0.036)
Constant	-0.166	-0.052	-0.408*	0.273
	(0.104)	(0.102)	(0.187)	(0.179)
Log-Likelihood	-734.02	-734.02	-726.233	-726.233
N	689	689	689	689

***$p < 0.001$, **$p < 0.01$, *$p < 0.05$, +$p < 0.10$ (two-tailed). Multinomial probit, abstain as reference category. Dependent variable is vote on the measure: yes, no, or abstain. Standard errors in parenthesis.

Reanalysis as an Ordered Nominal Choice

As mentioned in footnote 10 (main text), readers may question the appropriateness of treating "no, abstain, or yes" votes as an unordered, multinomial variable. To assuage these concerns, tables 12 and 13 reconsider the models presented in tables 1, 3, and 4 via ordered probit. The tables reveal that subjects receiving more specific language consistently support the ballot measures more than their unspecific counterparts. These results are statistically significant for all four of the ballot questions.

Table 12: Reestimation of the Waste and School Measures as Ordered Models

	Waste Disposal Coeff/(std err)	School Funding Coeff/(std err)
Waste Disposal, Specific Language	0.600***	
	(0.179)	
Schools Funding, Specific Language		0.633***
		(0.177)
Cut Point 1	-0.085	-0.866***
	(0.129)	(0.142)
Cut Point 2	0.510***	0.532***
	(0.133)	(0.133)
$pseudo-R^2$	0.031	0.038
Log-Likelihood	-175.79	-162.28
N	170	171

***$p < 0.001$, **$p < 0.01$, *$p < 0.05$, +$p < 0.10$ (two-tailed). Ordered probit regression. Dependent variable is vote on the measure: yes, no, or abstain. Standard errors in parenthesis.

Table 13: Reestimation of the Traffic and Emergency Services Measures as Ordered Models

	Pooled Sample Coeff/(std err)	Student Sample Coeff/(std err)	MTurk Sample Coeff/(std err)		Pooled Sample Coeff/(std err)	Student Sample Coeff/(std err)	MTurk Sample Coeff/(std err)
Traffic Relief	0.271**	0.207+	0.393*	Emergency Services	0.341***	0.346**	0.333*
(Specific Language)	(0.097)	(0.123)	(0.161)	(Specific Language)	(0.087)	(0.109)	(0.145)
Cut 1	-0.840***	-0.802***	-0.917***	Cut 1	-0.315***	-0.364***	-0.232*
	(0.072)	(0.091)	(0.121)		(0.064)	(0.081)	(0.105)
Cut 2	-0.397***	-0.427***	-0.341**	Cut 2	0.436***	0.476***	0.369***
	(0.068)	(0.086)	(0.111)		(0.065)	(0.082)	(0.106)
Log-Likelihood	-557.795	-350.492	-204.424	Log-Likelihood	-742.998	-470.426	-269.453
N	689	435	254	$pseudo-R_2$	689	435	254
$pseudo-R_2$	0.007	0.004	0.014	N	0.010	0.011	0.010

***$p < 0.001$, **$p < 0.01$, *$p < 0.05$, +$p < 0.10$ (two-tailed). Ordered probit estimates. Dependent variable is vote on the measure: yes, no, or abstain. Standard errors in parenthesis

For ease of interpretation, figure 3 features the predicted probabilities of voting yes, no, or abstain for all ballot measures when estimated via ordered probit. The results appear very similar to those reported in figures 1 and 2.

Figure 3: Reconsideration of the Waste Disposal and School Funding Measures as Ordered Probit

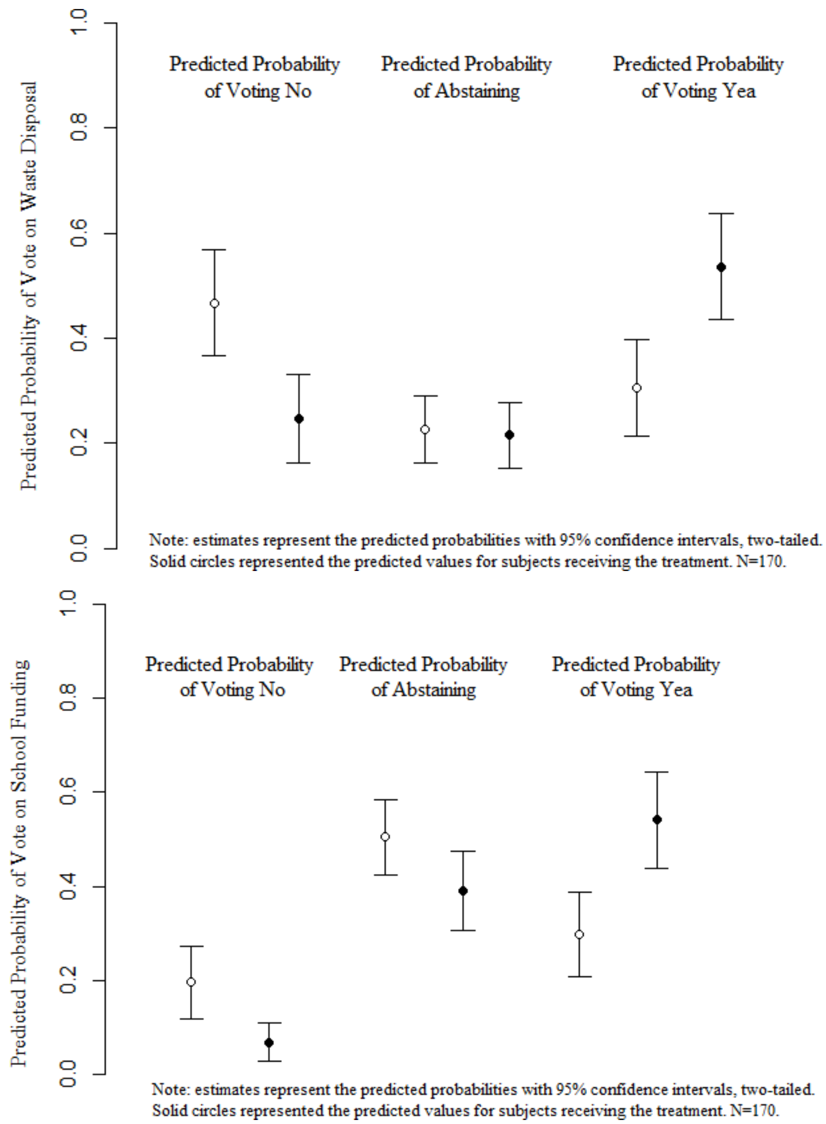
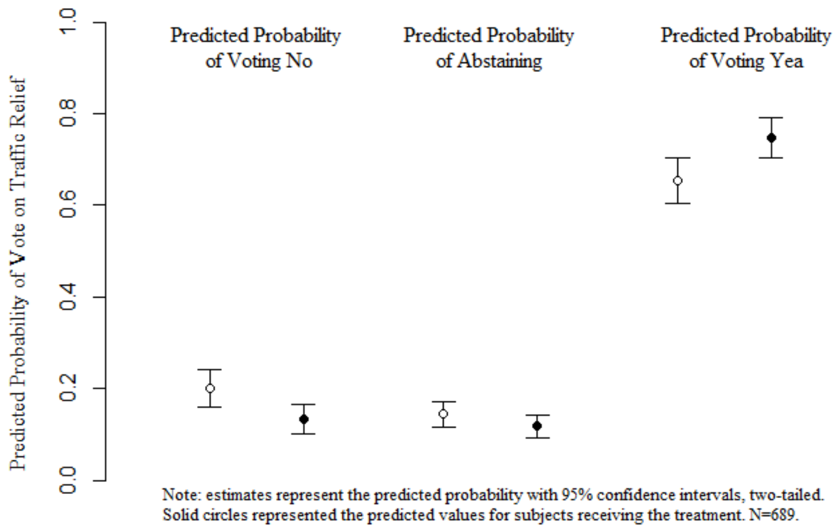
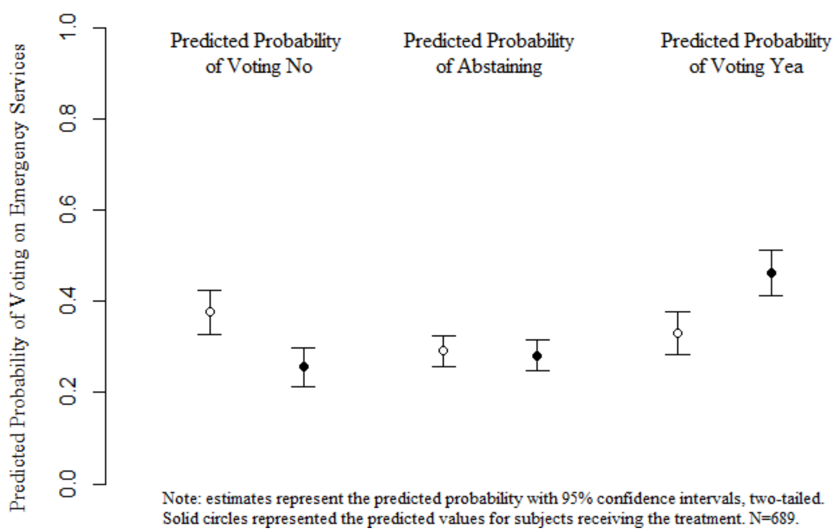


Figure 4: Reconsideration of the Traffic Relief and Emergency Services Measures as Ordered Probit





Education Levels and Ballot Measure Support

The manuscript mentioned the potential for education to moderate the effect of support for ballot measures (see the results of the second experiment). One might wonder if subjects with higher levels of education are more predisposed to support plebiscites, or that greater specificity may only affect those with a greater ability to understand the measure itself. The Fall 2012 experiment relied entirely on a student sample, (i.e. little variance in education levels), however, the Spring 2013 iteration surveyed student and non-student subjects (via

MTurk). Consequently, it is possible to test for a moderating effect between education and ballot language specificity.

Table 14 reconsiders tables 3 and 4 using only MTurk subjects with the inclusion of a control for education (columns 1 and 2, top and bottom tables) and test for a moderating effect between education and the treatment (columns 3 and 4, top and bottom tables). Education is measured on a seven-point scale, with one being high school or less, and seven being six years of college or more.[20] As the table reveals, the education variable is not statistically significant for any of the specifications; more importantly, neither the specific traffic language nor specific emergency services language is statistically significant when interacted with education (see bolded coefficients). In other words, there does not appear to be a moderating effect between the specificity of the ballot measure and a respondent's level of education.

[20] For MTurk subjects, education has a mean of 3.78 (a little less than 3 years of college) with a standard deviation of 1.88.

Table 14: Traffic Relief and Emergency Services Moderated by Education

	Traffic Relief “no” w/ Education	Traffic Relief “yes” w/ Education	Traffic Relief Interacted “no” w/ Education	Traffic Relief Interacted “yes” w/ Education
Traffic Relief	-0.506	0.235	-0.769	-0.565
(Specific Language)	(0.325)	(0.265)	(0.732)	(0.589)
Education Level	**0.054**	**0.007**	**0.015**	**-0.089**
	(0.083)	**(0.070)**	**(0.105)**	**(0.094)**
Traffic*Education			**0.073**	**0.214**
			(0.173)	**(0.141)**
Constant	-0.115	1.062***	0.034	1.426***
	(0.380)	(0.320)	(0.461)	(0.407)
Log-Likelihood	-199.517	-199.517	-198.251	-198.251
N	251	251	251	251

****p* < 0.001, ***p* < 0.01, **p* < 0.05 (two-tailed). MTurk subjects. Multinomial probit estimates. Standard errors in parenthesis. Education ranges from 1-7 with 1 being High School or less, 7 being 6 years or more of college.

	Emergency Serv. “no” w/ Education	Emergency Serv. “yes” w/ Education	Emergency Serv. Interacted “no” w/ Education	Emergency Serv. Interacted “yes” w/ Education
Emergency Services	0.244	0.717**	0.676	0.943
(Specific Language)	(0.260)	(0.256)	(0.581)	(0.579)
Education Level	**0.089**	**0.108**	**0.137**	**0.132**
	(0.069)	**(0.069)**	**(0.090)**	**(0.093)**
Emerg.*Education			**-0.117**	**-0.063**
			(0.140)	**(0.139)**
Constant	-0.115	-0.298	0.034	-0.381
	(0.380)	(0.306)	(0.461)	(0.382)
Log-Likelihood	-199.517	-263.490	-198.251	-263.142
N	251	251	251	251

****p* < 0.001, ***p* < 0.01, **p* < 0.05 (two-tailed). MTurk subjects. Multinomial probit estimates. Standard errors in parenthesis. Education ranges from 1-7 with 1 being High School or less, 7 being 6 years or more of college.