

Appendix II
Post-experiment survey data
Summary statistics

1	Fraction males	0.508 (0.062)
2	Age	25.07 (0.278)
3	Year at Yale Law School	
	First	0.455
	Second	0.348
	Third	0.197
4	Undergraduate major	
	American studies	0.030
	Anthropology	0.030
	Biochemistry	0.015
	Biology	0.015
	British history & literature	0.015
	Chemical engineering	0.015
	Classics	0.015
	Economics	0.121
	English	0.076
	Environmental engineering	0.015
	EP&E	0.015
	Finance	0.030
	Government	0.015
	History	0.121
	Liberal arts	0.015
	Math	0.030
	Philosophy	0.091
	Physics	0.015
	Political science / politics	0.197
	Psychology	0.015
	Public policy	0.030
	Religious studies	0.030
	Social studies / sociology	0.045
5	Place of birth	
	USA	0.894
	Bulgaria	0.015
	Canada	0.015
	China	0.030
	India	0.015

	Mexico	0.015
	Taiwan	0.015
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6	Mother's place of birth	
	USA	0.621
	Belize	0.016
	Brazil	0.016
	Bulgaria	0.016
	Canada	0.016
	China	0.047
	Costa Rica	0.016
	Cuba	0.016
	England	0.016
	Ethiopia	0.016
	Hungary	0.016
	India	0.079
	Iran	0.016
	Japan	0.016
	Mexico	0.032
	Nigeria	0.016
	Panama	0.016
	Taiwan	0.016
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7	Father's place of birth	
	USA	0.621
	Argentina	0.016
	Belize	0.016
	Brazil	0.016
	Bulgaria	0.016
	China	0.032
	Cuba	0.032
	Ethiopia	0.016
	Germany	0.016
	Hong Kong	0.016
	India	0.095
	Iran	0.016
	Mexico	0.032
	New Zealand	0.016
	Nigeria	0.016
	Taiwan	0.032
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8,9	Fraction raised in the US	0.969
	Fraction raised in (by first digit of the ZIP code)	
	CT, MA, ME, NH, NJ, PR, RI, VT, VI	0.113
	DE, NY, PA	0.177

DC, MD, NC, SC, VA, WV	0.081
AL, FL, GA, MS, TN	0.097
IN, KY, MI, OH	0.145
IA, MN, MT, ND, SD, WI	0.016
IL, KS, MO, NE	0.032
AR, LA, OK, TX	0.081
AZ, CO, ID, NM, NV, UT, WY	0.016
AK, CA, HI, OR, WA	0.242
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10 Father's highest level of education	
[1] Less than high school	0.015
[2] Finished high school	0.045
[3] Some college	0.061
[4] College degree	0.212
[5] Graduate or professional degree	0.667
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11 Mother's highest level of education	
[1] Less than high school	0.015
[2] Finished high school	0.061
[3] Some college	0.091
[4] College degree	0.288
[5] Graduate or professional degree	0.545
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12 Number of siblings	1.71
	(0.163)
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13 Number of older siblings	0.682
	(0.135)
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14 Fraction of full-time working mothers	0.318
	(0.058)
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15 Ethnicity	
[1] Black/African American	0.092
[2] European/Caucasian-American	0.538
[3] Latino/Hispanic American	0.077
[4] Asian/Pacific/Asian-American	0.154
[5] Native American	0.000
[6] Other	0.062
[7] Multiple	0.077
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16 Fraction raised in religious home	0.386
	(0.060)
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17 Religious affiliation	
[1] Catholic	0.152
[2] Protestant	0.273
[3] Jewish	0.182
[4] Hindu	0.061
[5] Islamic	0.000

	[6] Other	0.045
	[7] None	0.273
	[8] Multiple	0.015
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18	Frequency attending religious services	
	[1] At least weekly	0.167
	[2] Once a month	0.106
	[3] Only on special holidays	0.303
	[4] Almost never	0.212
	[5] Never	0.212
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19	Political affiliation	
	[1] Democratic	0.894
	[2] Republican	0.061
	[3] Other	0.045
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20	Frequency going out (on dates, with friends, etc)	
	[1] Several times a week	0.424
	[2] Twice a week	0.409
	[3] Once a week	0.106
	[4] Twice a month	0.030
	[5] Once a month	0.015
	[6] Several times a year	0.000
	[7] Almost never	0.015
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21	Average hours studying (per week)	27.11
		(1.899)
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22	Average hours watching TV (per week)	6.30
		(0.728)
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23	Average hours employed (per week)	8.53
		(2.604)
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24	Average hours volunteering (per week)	3.23
		(0.521)
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25	Fraction members	
	[1] Political clubs	0.379
		(0.060)
	[2] Sports team or club	0.242
		(0.053)
	[3] Service organization	0.470
		(0.062)
	[4] Religious organization	0.136
		(0.043)
	[5] Newspaper or magazine	0.182
		(0.048)
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26	Trustworthiness	
	[1] People can almost always be trusted	0.061

[2] People can usually be trusted	0.621
[3] Usually can't be too careful in dealing with people	0.227
[4] Always can't be too careful in dealing with people	0.030
[5] Can't choose	0.061
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27 Relative to those that do not put forth any effort, people who work hard end up	
[1] Much better off	0.292
[2] Better off	0.662
[3] Worse off	0.015
[4] Much worse off	0.000
[5] Don't know	0.031
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28 Competition is	
[1] Very harmful	0.015
[2] Somewhat harmful	0.092
[3] Somewhat beneficial	0.600
[4] Very beneficial	0.262
[5] Don't know	0.031

Individual-level data

(The surveys are reproduced in Appendix I. Undergraduate major, instructor and country codes are attached below.)

Questions 1-9

ID	econ	1	2	3	4						5	6	7	8	9				
					Major	1	2	3	4	Seminar									
1	0	M	24	1	0, 23, 2	21	23	14	34	2	23	N	19	N	19	N	19	78501	19
2	0.5	M	28	3	23	7	23	25	2	2	23	Y		Y		Y		11023	
3	0.5	F	24	3	25, 32	28	26	20	4	4	4	Y		Y		Y		92131	
4	0	F	26	1	1	10	23	20	1	2	23	Y		Y		Y		12754	
5	0	F	23	1	25	10	23	20	1	2	23	Y		N	21	N	21	92113	
6	0	M	26	2	6	21	23	14	34	2	23	Y		N	9	N	9	27612	
7	0.5	F	25	1	16	7	16	25	1	2	16	Y		Y		Y		01945	
8	1	F	32	3	15, 15	28	6	18	15	3	18	Y		Y		Y		77546	
9	0	M	26	1	25	10	23	20	1	2	23	Y		Y		Y		43350	
10	0.5	M	28	1	16	7	16	25	1	2	16	Y		Y		Y		01002	
11	0.5	M	27	2	16	21	5	11	13	4	13	Y		Y		Y		48230	
12	0	M	30	1	29	10	23	20	1	2	23	Y		Y		Y		02459	
13	0	F	29	2	25	21	23	14	34	2	23	N	4	N	4	N	4		4
14	0.5	F	23	2	11, 22	21	5	14	27	4	27	Y		Y		Y		94010	
15	0.5	F	24	3	4	7	23	25	2	2	23	Y		N	15	N	15	08520	
16	0.5	F	26	3	20, 26	28	26	20	4	4	4	Y		Y		Y		30606	
17	0	M	25	1	25, 32	10	23	20	1	2	23	Y		N	23	Y		10305	
18	1	F	24	2	27	7	8	20	31	4	31	Y		N	2	N	2	11216	
19	1	M	23	2	25	7	9	20	24	4	24	Y		Y		Y		35178	
20	1	M	26	3	16	12	26	20	19	4	19	Y		Y		Y		46321	
21	0.5	F	25	3	25	7	23	25	2	2	23	Y		N	11	N	11	94539	
22	0.5	F	23	2	1	21	5	11	13			Y		Y		Y		06468	

ID	econ	1	2	3	4						5	6	7	8	9			
					Major	1	2	3	4	Seminar								
23	1	F	25	2	7, 25	7	9	20	32	4	32	Y	N	16	N	16	91214	
24	0.5	M	29	3	13	28	8	14	30	1	28	Y	Y		Y		78731	
25	0.5	F	22	1	7, 23	28	9	33	22	2	9	Y	N	8	Y		95118	
26	1	M	24	1	12, 17	7	17	25	1	2	17	Y	Y		Y		22181	
27	0	M	24	2	16	21	23	14	34	2	23	Y	Y		Y		06840	
28	0.5	F	25	3	25	7	23	25	2	2	23	Y	Y		N	9	33167	
29	0.5	F	26	3	10, 21	28	26	20	24	4	24	Y	N	3	N	3	10021	
30	0	F	22	1	2	10	5	20	15	4	15	Y	Y		Y		19711	
31	1	F	29	1	10, 11	7	5	25	4	4	4	Y	Y		Y		30075	
32	1	F	23	1	25	12	29	33	1	1	12	Y	Y		Y		29803	
33	0.5	M	26	2	29	28	8	14	34	1	28	Y	Y		Y		14221	
34	1	F	23	1	11	7	17	25	1	2	17	N	6	N	6	N	6	46556, 01810
35	1	M	24	1	17, 28	7	29	25	19	4	19	Y	Y		Y		45215	
36	1	M	25	2	2, 25	12	8	14	34	1	12	Y	Y		N	1	48304	
37	0	F	23	1	11, 25	10	5	20	15	4	15	Y	Y		Y		36522	
38	0.5	F	24	1	9, 18, 29	28	9	33	22	2	9	Y	N	15	N	15	94506	
39	0.5	M	27	1	23	28	8	20	22	2	8	Y	Y		Y		95370	
40	1	F	24	2	10	7	9	20	24	4	24	N	6	N	6	N	6	40241
41	0	M	26	2	16	21	16	11	2	2	16	Y	N	15	N	15	53209	
42	1	F	24	2	25	7	9	20	19	4	19	Y	N		N		45069	
43	0	M	24	2	10	21	23	14	34	2	23	Y	N	10	N	22	92009	
44	0	M	26	2	21	21	23	14	34	2	23	Y	Y		Y		94611	

ID	econ	1	2	3	4						5	6	7	8	9
					Major	1	2	3	4	Seminar					
45	0.5	M	30	3	21, 29	7	23	25	2	2	23	Y	Y	Y	80909
46	1	M	24	3	24	7	8	14	15	2	8	Y	Y	N 13	08502
47	1		23	2	10, 26	12	8	14	34	1	12	Y	Y	Y	60615
48	0.5	F	22	1	10, 25	7	16	25	1	2	16	Y	N 5	Y	95616
49	1	F	22	1	10, 23	12	29	33	1	1	12	Y	Y	Y	98021
50	0.5	F	22	1	10, 26	28	9	33	22	2	9	Y	Y	N 15	10201
51	0.5	M	23	1	19	10	3	33	1	2	3	Y	Y	Y	68516
52	1	F	24	2	5	7	8	20	31	4	31	Y	Y	Y	35601
53	0	F	22	1	27	10	23	20	1	2	23	Y	Y	Y	29709
54	0.5	M	25	1	10, 23	28	9	33	22	2	9	Y	N 18	Y	19702
55	0.5	M	28	1	16, 21	28	9	33	22	2	9	Y	Y	Y	71854
56	0.5	M	26	3	16, 25	7	23	25	2	2	23	Y	N 19	N 19	95129
57	0	M	25	1	14	10	5	33	27	4	27	Y	Y	Y	
58	0.5	M	25	2	10	21	5	14	27	4	27	Y	Y	Y	11577
59	0	M	27	2	23, 30	21	23	14	34	2	23	Y	Y	Y	10021
60	1	M	28	2	14	7	8	20	31	4	31	Y	Y	Y	98366
61	0	F	22	1	11	10	5	33	27	4	27	N 24	N 24	N 24	24
62	1	F	25	1	10, 25	7	17	25	1	2	17	Y	Y	Y	73505
63	0	M	23	1	28	10	5	33	27	4	27	Y	N 14	N 12	20854
64	1	F	24	2	3, 10	12	8	14	34	1	12	Y	N 6	N 24	94539
65	1	M	27	2	10, 25	21	3	11	2	2	3	N 5	N 15	N 15	5
66	0.5	M	24	1	25	10	3	33	1	2	3	N 15	N 15	N 15	43617

ID	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25					26	27	28
																1	2	3	4	5			
23	5	5	1	1	Y	6	N	7	4	1	2	10	20	0	0	2	2	2	2	2	3	2	3
24	5	5	1	0	Y	2	Y	3	3	1	5	50	0	0	0	1	2	2	2	2	2	2	2
25	3	3	1	0	Y	7	N	7	5	1	1	20	0	20	0	2	2	2	2	2	3	2	3
26	5	5	2	2	Y	2	Y	2	3	2	3	42	3	0	0	2	1	2	2	2	1	1	4
27	4	5	2	0	N	2	N	3	3	1	2	40	6	5	5	1	2	2	2	1	2	1	4
28	4	5	6	6	Y	7	Y	1	2	1	1	28	4	85	1	2	1	2	2	2	3	2	3
29	5	4	2	2	N	3	N	3	3	1	1	20	20	12	1	2	2	2	2	2	3	1	3
30	5	5	1	1	Y	2	N	7	4	1	4	30	12	0	2	1	2	1	2	1	2	2	3
31	4	5	1	1	Y	2	Y	7	5	1	2	30	0	0	3	2	2	1	2	2	5	2	2
32	3	4	1	0	Y	1	Y	2	1	1	2	15	0	0	1	2	2	1	1	2	2	2	3
33	5	5	1	0	Y	2	N	3	2	1	2	50	0	3	3	2	2	2	1	2	2	2	3
34	5	5	1	0	Y	4	N	7	5	1	2	20	8	0	10	1	2	1	2	2	2	1	4
35	5	5	3	0	Y	2	N	1	1	1	1	35	1	0	0	2	2	2	2	2	2	1	3
36	5	5	3	0	N	3	N	3	3	1	1	2	0	0	2	1	1	1	2	1	2	2	3
37	4	2	2	0	Y	2	Y	2	3	1	2	15	3	0	3	2	2	1	2	2	2	2	3
38	4	4	2	1	N	4	Y	7	5	1	2	40	4	0	10	2	2	2	2	2	2	2	3
39	2	4	3	3	Y	2	Y	1	5	1	2	33	3	0	0	2	1	2	2	2	2	2	3
40	5	5	0	0	Y	4	N	7	5	1	1	2	10	0	0	2	2	2	2	2	2	2	4
41	5	4	2	1	N	4	Y	4	3	1	2	25	2	3	0	1	1	1	2	2	2	1	3
42	5	5	2	1	Y		Y	2	1	1	3	15	5	2	1	2	2	2	2	2	3	2	3
43	5	4	0	0	Y	6	N	7	5	1	1	20	20	0	0	2	1	2	2	2	2	1	3
44	4	4	5	2	Y	6	Y	7	5	1	2	40	2	10	5	2	1	2	2	2	4	5	3

ID	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25					26	27	28
																1	2	3	4	5			
45	4	4	1	1	Y	2	Y	2	4	1	2	8	8	##	0	2	2	2	2	2	3	1	4
46	5	5	0	0	Y	4	N	7	5	1	1	25	3	10	2	1	2	1	2	2	2	2	3
47	3	3	1	0	Y	7	N	2	4	1	2	20	10	0	2	2	2	2	2	2	2	1	3
48	5	5	1	0	Y	2	Y	2	4	1	1	35	10	0	1	1	2	2	2	2	2	2	4
49	4	3	1	0	Y	2	Y	1	2	3	1	20	2	0	0	1	1	2	1	2	2	2	3
50	5	5	1	0	Y	7	Y.5	8	3	1	1	15	3	5	7	2	2	1	2	1	2	2	3
51	4	4	3	0	N	2	Y	2	1	2	2	50	0	80	2	1	2	1	1	2	5	1	3
52	5	5	1	0	Y	2	Y	1	1	3	2	20	4	5	5	2	2	2	1	2	3	1	3
53	5	5	1	0	Y	2	Y	2	4	1	1	38	6	0	10	1	2	1	2	1	2	1	2
54	5	5	3	1	Y	2	Y	7	5	1	1	15	4	75	10	1	1	1	2	2	2	2	3
55	3	3	2	1	N	2	N	7	4	1	2	30	7	0	2	1	2	1	2	1	2	2	3
56	5	5	1	0	Y	7	Y	3	3	1	1	35	6	2	1	1	2	1	2	2	3	2	3
57	5	4	3	1	N	2	Y	6	1	2	2	50	10	0	1	2	1	2	1	2	3	1	4
58	5	5	2	0	Y	2	Y	3	2	1	1	20	3	0	0	2	2	2	2	1	3	1	4
59	5	4	5	1	N	2	Y	6	1	2	2	5	4	0	10	1	2	1	1	2	1	2	4
60	4	4	2	1	Y	1	Y	2	3	1	7	15	20	0	0	1	2	2	2	2	4	2	1
61	5	2	1	0	N	4	N	7	4	1	3	8	8	0	4	2	2	1	2	2	2	2	4
62	5	5	1	1	Y	2	Y	2	1	1	3	10	3	20	2	1	2	1	1	2	2	1	4
63	5	5	1	1	Y	2	Y	3	2	1	2	25	8	1	3	2	2	1	2	2	2	2	3
64	5	5	1	1	Y	4	N	2	5	1	1	10	0	48	2	2	2	1	2	2	3	2	5
65	5	4	1	0	N	4	Y	4	4	1	1	30	0	0	5	2	1	1	2	2	2	2	3
66	5	5	1	0	N	4	Y	4	3	1	1	20	3	0	5	1	2	2	2	3	5	2	3

Codes

Instructors	Majors	Countries
1 Ackerman	1 American studies	1 Argentina
2 Amar	2 Anthropology	2 Belize
3 Ayres	3 Biochemistry	3 Brazil
4 Balkin	4 Biology	4 Bulgaria
5 Brillmayer	5 British history & literature	5 Canada
6 Brooks	6 Chemical engineering	6 China
7 Calabresi	7 Classics	7 Columbia
8 Carter	8 Communications	8 Costa Rica
9 Chua	9 Demography	9 Cuba
10 Coleman	10 Economics	10 England
11 Days	11 English	11 Ethiopia
12 Donohue	12 Environmental engineering	12 Germany
13 Eskridge	13 EP&E	13 Hong Kong
14 Fiss	14 Finance	14 Hungary
15 Gewirtz	15 Government	15 India
16 Gordon	16 History	16 Iran
17 Hansmann	17 International relations	17 Israel
18 Hathaway	18 Legal studies	18 Japan
19 Kahn	19 Liberal arts	19 Mexico
20 Koh	20 Linguistics	20 New Zealand
21 Kysar	21 Math	21 Nigeria
22 Levinson	22 Near eastern studies	22 Pakistan
23 Markovits	23 Philosophy	23 Panama
24 Post	24 Physics	24 Taiwan
25 Resnik	25 Political science / politics	
26 Rose	26 Psychology	
27 Rubinfeld	27 Public policy	
28 Schuck	28 Religious studies	
29 Schwartz	29 Social studies / sociology	
30 Siegel	30 Statistics	
31 Stith	31 Urban studies	
32 Stone Sweet	32 Womens studies	
33 Super		
34 Yoshino		