Online Appendix (not for publication)

Appendix A: Experimental Instructions (Donation without Priors experiment)

General Information

Thank you for participating in this experiment. This is a study of individual decision making. You will receive compensation for your participation, which will be paid to you in cash at the end of the experiment. How your compensation will be determined is explained below. In addition to this amount, you will be paid $10 for completing an exit survey.

The instructions we have distributed to you are for your private information. The experimenter will read the instructions aloud and you should follow along on your own copy. If there is something you do not understand or you have any questions, please raise your hand.

All decisions will be made anonymously. At the end of the session, your payment will be placed in an envelope marked with your experiment ID number. Everyone will pick up his/her own payment envelope privately according to the experiment ID number. No one including the experimenter will know your decisions.

Instructions

In this task, each person will be matched with a recipient who is currently unemployed and in need of financial help. The needy recipient is a disadvantaged person living in Melbourne and is a client of the Salvation Army's Melbourne 614 Project.

The Melbourne 614 Project assists disadvantaged people in Melbourne by directly supplying them with meals, clothing, food and anything else they might need. The Melbourne 614 Project also has an onsite nonprofit marketplace with a wide selection of food and daily necessities. The 614 Project works with people who are unemployed, homeless, or suffering from mental health issues, as well as people suffering from social poverty. The Melbourne 614 Project has agreed to pass on your donation directly to the disadvantaged person that you will be matched with (see attached letter from the Salvation Army).

You will be asked to specify your donation amount to each of 27 types of recipients who might be randomly matched with you. For each of the 27 donation decisions, you are given $20 as an endowment. Your donation amount to each type of recipient can be any number between $0 and $20.

One of these recipient types will be randomly selected at the end of the experiment to be matched with you and will receive your donation in the form of cash. However, as each one is likely to be your actual matched recipient type and your donation decision will be implemented, we ask you to make each of your donation decisions as if that were the actual recipient of your donation.

All of the recipient types are unemployed. The types may differ by the following characteristics:

1) The recipient is an alcoholic (Person who is addicted to intoxicating drinks/person who has alcohol dependence/suffers from alcoholism);

2) The recipient is attending courses to improve skills so as to enhance employment opportunities, and/or

3) The recipient is disabled (Person who has a physical or mental handicap).

For each possible recipient, we will provide information for none, some, or all of the characteristics (i.e., you will see "N/A," "Yes," or "No" for the characteristics).

For example, you might be provided the following information for a recipient. Then you will be asked your donation amount.

Alcoholic	Attending courses to improve employment opportunities	Disability
N/A	Yes	No

How much do you wish to donate to the recipient?

From the provided information you know the recipient is not disabled (physically or mentally) and is taking courses to improve his/her employment opportunities. You do not know if he/she is addicted to intoxicating drinks, has alcohol dependence, or suffers from alcoholism.

At the end of the session, we will select for you one recipient type at random from the 27. Your donation decision for this randomly selected recipient type will be implemented as follows.

Your donation will go to a recipient with the characteristics of this recipient type. Specifically, we will deliver your donation amount in cash, via the Salvation Army's Melbourne 614 Project, to a recipient matching the type randomly selected. If the selected recipient has no revealed characteristics, the Salvation Army will select a recipient at random.

For your donation decision, any amount out of the $20 endowment that you do not donate to the recipient will be paid to you in cash at the end of the experiment.

For example, if you donate all $20 in the decision, you do not have any additional cash payment to collect except the $10 payment for completing the exit survey. If you donate $0 in the decision, you will be paid $20 plus the $10 payment for completing the exit survey. If you donate $X in the decision, your cash payment will be $20 - $X plus the $10 payment for completing the exit survey.

Note: Each participant's donation, if any, will go to a different recipient. **No actual recipient will receive a donation from more than one participant in today's session.**

Appendix B: Predictions of the Rational Model

Proposition 1. $g_1^* \geq g_\emptyset^* \geq \ g_0^*$ and $\frac{\partial}{\partial p} g_\emptyset^* > 0$, with

$$lim_{p\to 0} g_\emptyset^* = g_B^* \ and \ lim_{p\to 1} g_\emptyset^* = g_G^*. \qquad (2)$$

Proof. We show $g_1^* > g_\emptyset^* > \ g_0^*$ when g_0^*, g_1^* are interior (ie. $0 < g_0^* < g_1^* < w$); the result holds when either $g_B^* = 0$ or $g_G^* = w$ by continuity. First order conditions for interior g_G^*, g_B^*, and $g_\emptyset^*$ in $(0, w)$ are:

$$g_B^*: G_0'(g_1^*) = V'(w - g_0^*)$$
$$g_G^*: G_1'(g_1^*) = V'(w - g_1^*)$$
$$g_\emptyset^*: pG_1'(g_\emptyset^*) + (1-p)G_0'(g_\emptyset^*) = V'(w - g_\emptyset^*)$$

By continuity in p, $g_\emptyset^*(p) \to g_B^*$ as $p \to 0$ and $g_\emptyset^*(p) \to g_G^*$ as $p \to 1$. It remains to show that $\frac{\partial}{\partial p} g_\emptyset^* > 0$. The Implicit Function Theorem gives:

$$\frac{\partial}{\partial p} g_\emptyset^* = -\frac{\frac{\partial}{\partial p}\left(pG_1'(g) + (1-p)G_0'(g) - V'(w-g)\right)}{\frac{\partial}{\partial g}\left(G_0'(g) + (1-p)G_1'(g) - V'(w-g)\right)}$$

$$= -\frac{G_1{}'(g) - G_0{}'(g)}{G_0''(g) + (1-p)G_1''(g) + V''(w-g)}$$

$G_0''(g) + (1-p)G_1''(g) + V''(w-g) < 0$ by concavity, and $G_1'(g) > G_0{}'(g)$ by increasing differences, that is, for all $g > g'$:

$$G_1(g) - G_1(g') > G_0(g) - G_0(g')$$

$$\Leftrightarrow \frac{G_1(g) - G_1(g')}{g - g'} > \frac{G_0(g) - G_0(g')}{g - g'}$$

$$\Leftrightarrow G_1'(g) > G_0{}'(g) \ for \ g \geq 0$$

the final equivalence holding by sending $g' \to g$ and by differentiability of G.

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Proposition 2. *Assume that* $V(x) = \alpha_V x - \beta_V x^2$, $G_N(g) = \alpha_{G,N} g - \beta_{G,N} g^2$. *Then if* $\beta_{G,1} = \beta_{G,0}$:

(a) $p^\dagger = 1/2$

(b) $\frac{dp^\dagger}{d\beta_{G,1}} < 0$,

(c) $\frac{dp^\dagger}{d\beta_{G,0}} > 0$.

Proof. From the first-order conditions (see Proof of Proposition 1):

$$g_{\mathrm{G}}^* = \min\left\{\max\left\{\frac{\alpha_{G,1} - \alpha_V + 2\beta_V w}{2(\beta_{G,1} + \beta_V)}, 0\right\}, w\right\}$$

$$g_{\mathrm{B}}^* = \min\left\{\max\left\{\frac{\alpha_{G,0} - \alpha_V + 2\beta_V w}{2(\beta_{G,0} + \beta_V)}, 0\right\}, w\right\}$$

$$g_\emptyset^* = \min\left\{\max\left\{\frac{\alpha_{G,1}p + \alpha_{G,0}(1-p) - \alpha_V + 2\beta_V w}{2(\beta_{G,1}p + \beta_{G,0}(1-p) + \beta_V)}, 0\right\}, w\right\}$$

For g_{G}^* and g_{B}^* to be interior (and thus $g_\emptyset^* \in (0, w)$) we have:

$$(A)\ \beta_V w < \frac{\alpha_V - \alpha_{G,1}}{2} + \beta_{G,1} + \beta_V\ and\ (B)\ \beta_V w > \frac{\alpha_V - \alpha_{G,0}}{2}$$

$$\Leftrightarrow (A)\ \frac{\alpha_{G,1} - \alpha_V}{2} + \beta_V w < \beta_{G,1} + \beta_V\ and\ (B)\ \alpha_V - \alpha_{G,0} < 2\beta_V w.$$

The condition $g_G^* - g_\emptyset^*(p^\dagger) = g_\emptyset^*(p^\dagger) - g_B^*$ defining $p^\dagger$ is then:

$$\frac{p^\dagger\alpha_{G,1} + (1-p^\dagger)\alpha_{G,0} - \alpha_V + 2\beta_V w}{(p^\dagger\beta_{G,1} + (1-p^\dagger)\beta_{G,0} + \beta_V)} = \frac{1}{2}\left(\frac{\alpha_{G,1} - \alpha_V + 2\beta_V w}{(\beta_{G,1} + \beta_V)} + \frac{\alpha_{G,0} - \alpha_V + 2\beta_V w}{(\beta_{G,0} + \beta_V)}\right)$$

$$\equiv \bar{g}_{news}$$

Solving for $p^\dagger$:

$$p^\dagger\alpha_{G,1} + (1-p^\dagger)\alpha_{G,0} - \alpha_V + 2\beta_V w = \bar{g}_{news}\left(p^\dagger\beta_{G,1} + (1-p^\dagger)\beta_{G,0} + \beta_V\right)$$

$$p^\dagger = \frac{\alpha_V - \alpha_{G,0} - 2\beta_V w + \bar{g}_{news}(\beta_{G,0} + \beta_V)}{\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}(\beta_{G,1} - \beta_{G,0})}$$

When $\beta_{G,1} = \beta_{G,0}$ this reduces to $p^\dagger = \frac{1}{2}$.

It remains for us to sign $\frac{dp^\dagger}{d\beta_{G,N}}$ for $N = 0,1$. We can write $\frac{dp^\dagger}{d\beta_{G,N}} = \frac{\partial p^\dagger}{\partial \bar{g}_{news}}\frac{\partial \bar{g}_{news}}{\partial \beta_{G,N}} + \frac{\partial p^\dagger}{\partial \beta_{G,N}}$.

$$\frac{\partial p^\dagger}{\partial \bar{g}_{news}} = \frac{\begin{pmatrix}(\beta_{G,0} + \beta_V)\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}(\beta_{G,1} - \beta_{G,0})\right)\\ +(\beta_{G,1} - \beta_{G,0})\left(\alpha_V - \alpha_{G,0} - 2\beta_V w + \bar{g}_{news}(\beta_{G,0} + \beta_V)\right)\end{pmatrix}}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}(\beta_{G,1} - \beta_{G,0})\right)^2}$$

$$= \frac{(\alpha_{G,1} - \alpha_{G,0})(\beta_V + \beta_{G,0}) - (\beta_{G,1} - \beta_{G,0})\left(2\beta_V w - (\alpha_V - \alpha_{G,0})\right)}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}(\beta_{G,1} - \beta_{G,0})\right)^2}$$

At $\beta_{G,1} = \beta_{G,0}$ this reduces to $\frac{\partial p^\dagger}{\partial \bar{g}_{news}} = \frac{\beta_V + \beta_{G,0}}{\alpha_{G,1} - \alpha_{G,0}} > 0$.

$$\frac{\partial \bar{g}_N}{\partial \beta_{G,N}} = -\frac{1}{2}\frac{2\beta_V w - (\alpha_V - \alpha_{G,n})}{\left(\beta_{G,N} + \beta_V\right)^2}$$

$$\frac{\partial p^\dagger}{\partial \beta_{G,1}} = \bar{g}_N \frac{\alpha_V - \alpha_{G,0} - 2\beta_V w + \bar{g}_{news}\left(\beta_{G,0} + \beta_V\right)}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_N\left(\beta_{G,1} - \beta_{G,0}\right)\right)^2} > 0$$

At $\beta_{G,1} = \beta_{G,0}$ this reduces to $\frac{\partial p^\dagger}{\partial \beta_{G,1}} = \frac{\bar{g}_{news}}{2(\alpha_{G,1} - \alpha_{G,0})} > 0$.

$$\frac{\partial p^\dagger}{\partial \beta_{G,0}}$$

$$= \frac{\bar{g}_{news}\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}\left(\beta_{G,1} - \beta_{G,0}\right)\right) - \bar{g}_{news}\left(\alpha_V - \alpha_{G,0} - 2\beta_V w + \bar{g}_{news}\left(\beta_{G,0} + \beta_V\right)\right)}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}\left(\beta_{G,1} - \beta_{G,0}\right)\right)^2}$$

$$= \bar{g}_{news} \frac{\alpha_{G,1} - \alpha_V - \bar{g}_{news}\left(\beta_{G,1} + \beta_V\right) + 2\beta_V w}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}\left(\beta_{G,1} - \beta_{G,0}\right)\right)^2}$$

$$= \bar{g}_N \frac{\frac{1}{2}\left(\alpha_{G,1} - \alpha_V + 2\beta_V w\right) - \frac{1}{2}\frac{\left(\beta_{G,1} + \beta_V\right)}{\left(\beta_{G,0} + \beta_V\right)}\left(\alpha_{G,0} - \alpha_V + 2\beta_V w\right)}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}\left(\beta_{G,1} - \beta_{G,0}\right)\right)^2}$$

$$= \bar{g}_{news} \frac{\frac{1}{2}\left(2\beta_V w - \left(\alpha_V - \alpha_{G,0}\right)\right)\left(1 - \frac{1}{2}\left(\frac{\beta_{G,1} + \beta_V}{\beta_{G,0} + \beta_V}\right)\right)}{\left(\alpha_{G,1} - \alpha_{G,0} - \bar{g}_{news}\left(\beta_{G,1} - \beta_{G,0}\right)\right)^2}$$

At $\beta_{G,1} = \beta_{G,0}$ this reduces to $\frac{\partial p^\dagger}{\partial \beta_{G,0}} = \bar{g}_{news}\frac{1}{2}\frac{2\beta_V w - (\alpha_V - \alpha_{G,0})}{\left(\alpha_{G,1} - \alpha_{G,0}\right)^2}$, and thus $\frac{\partial p^\dagger}{\partial \beta_{G,0}} > 0$ when $2\beta_V w > \alpha_V - \alpha_{G,0}$ which holds under condition (B).

For $n = 1$ at $\beta_{G,1} = \beta_{G,0}$,

$$\frac{dp^\dagger}{d\beta_{G,1}} = -\frac{1}{2}\frac{\beta_V + \beta_{G,0}}{\alpha_{G,1} - \alpha_{G,0}}\frac{2\beta_V w - \left(\alpha_V - \alpha_{G,1}\right)}{\left(\beta_{G,1} + \beta_V\right)^2} + \frac{\bar{g}_{news}}{2\left(\alpha_{G,1} - \alpha_{G,0}\right)}$$

$$= -\frac{1}{2}\frac{2\beta_V w - \left(\alpha_V - \alpha_{G,1}\right)}{\left(\alpha_{G,1} - \alpha_{G,0}\right)\left(\beta_{G,1} + \beta_V\right)} + \frac{\bar{g}_{news}}{2\left(\alpha_{G,1} - \alpha_{G,0}\right)} = -\frac{1}{4\left(\beta_{G,1} + \beta_V\right)} < 0$$

For $n = 0$ at $\beta_{G,1} = \beta_{G,0}$ we have:

$$\frac{dp^\dagger}{d\beta_{G,0}} = -\frac{1}{2}\frac{\beta_V + \beta_{G,0}}{\alpha_{G,1} - \alpha_{G,0}}\frac{2\beta_V w - \left(\alpha_V - \alpha_{G,1}\right)}{\left(\beta_{G,0} + \beta_V\right)^2} + \bar{g}_{news}\frac{1}{2}\frac{2\beta_V w - \left(\alpha_V - \alpha_{G,0}\right)}{\left(\alpha_{G,1} - \alpha_{G,0}\right)^2}$$

$$= \frac{1}{2} \frac{\left(2\beta_V w - (\alpha_V - \alpha_{G,1})\right)^2}{\left(\alpha_{G,1} - \alpha_{G,0}\right)^2 (\beta_{G,0} + \beta_V)} > 0$$

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Proof of Corollary 1. Consider positive affiliation at $\mathrm{p} = 1/2$; the proof for negative affiliation is analogous. Thus, $pg_G^* + (1-p)g_B^* > g_\emptyset^*(p)$ at $p = 1/2$. By rearranging the inequality:

$$\frac{1}{2} g_G^* + \frac{1}{2} g_B^* > g_\emptyset^*(p) \Leftrightarrow g_G^* - g_\emptyset^*(p) > g_\emptyset^*(p) - g_B^*$$

giving the condition for Persuadable Altruism.

Proof of Corollary 2. If $g_\emptyset^*(p)$ is regular, then positive affiliation at $p = 1/2$ is equivalent to positive affiliation for a range of $p \in [0, p^\dagger)$ in which $p^\dagger > 1/2$. Moreover, $g_\emptyset^*(p)$ must lie below the line connecting $(0, g_B^*)$ and $(1, g_G^*)$ for all $p \in (0,1)$, which implies that $pg_G^* + (1-p)g_B^* > g_\emptyset^*(p)$ for all $p \in (0,1)$.

Appendix C: Additional Tables

Table C1: The strength of information effect: p-values with multiple hypothesis testing adjustment (when two characteristics are NAs, Donation with Priors)

	Difference	Multiple hypothesis testing adjustment			
		Unadjusted p-values	Bonferroni p-values	Holm p-values	List et al. (2019) p-values
A+ vs. NA	0.603	0.017	0.156	0.087	0.070
A- vs. NA	-0.103	0.769	1.000	1.000	0.938
A+ vs. A-	0.706	0.084	0.759	0.337	0.237
C+ vs. NA	2.265	0.000	0.003	0.002	0.000
C- vs. NA	0.309	0.108	0.975	0.325	0.255
C+ vs. C-	1.956	0.000	0.003	0.003	0.000
D+ vs. NA	3.221	0.000	0.003	0.003	0.000
D- vs. NA	-0.044	0.818	1.000	0.818	0.818
D+ vs. D-	3.265	0.000	0.003	0.002	0.000

Note: List et al. (2019) p-values are produced using Stata command "mhtreg", which allows the testing procedure to be used in multivariate regressions (Steinmayr 2020). The underlying regressions are estimated using OLS with standard errors clustered at the subject level, in which "Difference" refers to the coefficient estimate of each comparison.

Table C2: Panel data regression analysis: first 13 vs. last 14 rounds (Donation with Priors experiment)

	Single Information[a]		Full Sample	
	(1)	(2)	(3)	(4)
A+	1.359**	0.996	0.972***	1.065***
	(0.612)	(0.867)	(0.217)	(0.309)
A-	-0.127	-1.235	-0.841***	-1.182***
	(0.633)	(0.961)	(0.223)	(0.331)
C+	4.291***	3.586***	3.396***	2.715***
	(0.593)	(0.798)	(0.219)	(0.311)
C-	0.902	0.150	-0.455**	-0.784**
	(0.616)	(0.891)	(0.227)	(0.325)
D+	5.782***	5.504***	4.346***	4.341***
	(0.591)	(0.778)	(0.219)	(0.311)
D-	-0.086	-0.400	-0.771***	-0.974***
	(0.629)	(0.833)	(0.230)	(0.341)
Last 14 rounds	-0.557*	-1.669*	-0.124	-1.193**
	(0.335)	(0.969)	(0.180)	(0.498)
Last 14 rounds * A+		0.908		-0.123
		(1.343)		(0.438)
Last 14 rounds * A-		2.186		0.730
		(1.396)		(0.465)
Last 14 rounds * C+		1.660		1.373***
		(1.275)		(0.441)
Last 14 rounds * C-		1.640		0.737
		(1.353)		(0.460)
Last 14 rounds * D+		0.588		0.847
		(1.282)		(0.437)
Last 14 rounds * D-		0.727		0.374
		(1.371)		(0.466)
Constant	0.316	0.755	0.860**	1.273***
	(0.936)	(1.046)	(0.421)	(0.478)
N	476	476	1836	1836

a: sample restricted to the subset panel in which there is no information (NA) in two dimensions.
Note: This table reports estimates for the random effects hurdle model. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$. No information in the first 13 rounds is the reference category.

Table C3: Panel data regression analysis (Probit and Tobit specifications, Donation with Priors)

	Single Information[a]		Full Sample	
	(1) Probit	(2) Tobit	(3) Probit	(4) Tobit
	Marginal Effect	Coefficient	Marginal Effect	Coefficient
A+	0.120	1.340**	0.086***	1.011***
	(0.101)	(0.617)	(0.030)	(0.222)
A-	-0.059	-0.177	-0.135***	-0.837***
	(0.094)	(0.638)	(0.030)	(0.228)
C+	0.520***	4.264***	0.323***	3.462***
	(0.094)	(0.597)	(0.039)	(0.224)
C-	0.169	0.857	-0.052*	-0.456**
	(0.117)	(0.619)	(0.031)	(0.232)
D+	0.616***	5.715***	0.426***	4.410***
	(0.132)	(0.593)	(0.066)	(0.224)
D-	-0.005	-0.059	-0.089**	-0.790***
	(0.113)	(0.634)	(0.035)	(0.235)
Order	0.000	-0.022	0.002	-0.010
	(0.004)	(0.022)	(0.002)	(0.012)
H0: |A+| = |A-|	$p = 0.750$	$p = 0.287$	$p = 0.380$	$p = 0.656$
H0: |C+| = |C-|	$p = 0.002$	$p < 0.001$	$p < 0.001$	$p < 0.001$
H0: |D+| = |D-|	$p < 0.001$	$p < 0.001$	$p < 0.001$	$p < 0.001$
H0: A+ = C+	$p < 0.001$	$p < 0.001$	$p < 0.001$	$p < 0.001$
H0: A+ = D+	$p < 0.001$	$p < 0.001$	$p < 0.001$	$p < 0.001$
H0: C+ = D+	$p = 0.010$	$p = 0.006$	$p = 0.010$	$p = 0.002$
N	476	476	1836	1836

a: sample restricted to the subset panel in which there is no information (NA) in two dimensions.

Note: (1) and (3) report average marginal estimates of a random effects Probit model by using the binary variable of giving or not as the dependent variable. (2) and (4) report estimates for a random effects Tobit model with upper limit of 20 and lower limit of 0. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$. No information is the reference category.

Table C4: Average giving in the Donation with Priors experiment

Alcohol	Courses	Disabled	Observed M (SD)	Predicted M	Observed - Predicted	p-value
Bad	Bad	Bad	1.40 (2.666)	0	1.397	0.001
Bad	Bad	NA	1.69 (2.964)	0	1.691	0.000
Bad	NA	Bad	1.62 (2.865)	0	1.618	0.000
Bad	NA	NA	1.75 (3.225)	0.009	1.741	0.000
Bad	NA	Good	3.96 (4.848)	4.301	-0.345	0.400
Bad	Good	NA	3.74 (4.660)	3.337	0.398	0.339
Bad	Good	Bad	3.69 (4.614)	2.570	1.121	0.007
Bad	Bad	Good	3.87 (5.116)	3.865	0.003	0.994
Bad	Good	Good	6.06 (6.740)	7.714	-1.655	0.000
NA	Bad	Bad	1.22 (2.497)	0	1.221	0.004
NA	Bad	NA	2.16 (3.348)	0.348	1.814	0.000
NA	NA	Bad	1.81 (3.159)	0.044	1.765	0.000
NA	NA	NA	1.85 (3.307)	0.797	1.056	0.012
NA	NA	Good	5.07 (4.936)	5.161	-0.087	0.830
NA	Good	NA	4.12 (4.937)	4.197	-0.079	0.847
NA	Good	Bad	3.85 (4.194)	3.419	0.434	0.294
NA	Bad	Good	4.57 (4.789)	4.682	-0.108	0.792
NA	Good	Good	6.71 (6.674)	8.522	-1.816	0.000
Good	Bad	Bad	1.47 (3.034)	0.534	0.937	0.027
Good	Bad	NA	2.35 (3.295)	1.318	1.035	0.014
Good	NA	Bad	2.25 (3.370)	1.006	1.244	0.003
Good	NA	NA	2.46 (3.896)	1.770	0.686	0.100
Good	NA	Good	5.75 (5.346)	6.113	-0.363	0.375
Good	Good	NA	4.76 (5.195)	5.166	-0.401	0.330
Good	Good	Bad	4.34 (4.858)	4.377	-0.039	0.924
Good	Bad	Good	5.37 (5.361)	5.656	-0.288	0.483
Good	Good	Good	7.29 (7.005)	9.515	-2.221	0.000

Note: The predicted mean is calculated using the regression model reported in column (2) of Table 3. The last column reports the p-value for the comparison between observed and predicted means using Wilcoxon signed-rank test.

Table C5: The strength of information effect: p-values with multiple hypothesis testing adjustment (full sample, Donation with Priors)

	Difference	Multiple hypothesis testing adjustment			
		Unadjusted p-values	Bonferroni p-values	Holm p-values	List et al. (2019) p-values
A+ vs. NA	0.520	0.001	0.006	0.003	0.002
A- vs. NA	-0.400	0.069	0.618	0.069	0.069
A+ vs. A-	0.920	0.001	0.009	0.004	0.003
C+ vs. NA	2.005	0.000	0.003	0.003	0.000
C- vs. NA	-0.268	0.013	0.114	0.025	0.025
C+ vs. C-	2.273	0.000	0.003	0.002	0.000
D+ vs. NA	2.641	0.000	0.003	0.003	0.000
D- vs. NA	-0.359	0.008	0.072	0.024	0.023
D+ vs. D-	3.000	0.000	0.003	0.002	0.000

Note: List et al. (2019) p-values are produced using Stata command "mhtreg", which allows the testing procedure to be used in multivariate regressions (Steinmayr 2020). The underlying regressions are estimated using OLS with standard errors clustered at the subject level, in which "Difference" refers to the coefficient estimate of each comparison.

Table C6: The strength of information effect: p-values with multiple hypothesis testing adjustment (when two characteristics are NAs, Donation without Priors)

	Difference	Multiple hypothesis testing adjustment			
		Unadjusted p-values	Bonferroni p-values	Holm p-values	List et al. (2019) p-values
A+ vs. NA	0.806	0.010	0.093	0.052	0.046
A- vs. NA	0.463	0.115	1.000	0.459	0.348
A+ vs. A-	0.343	0.336	1.000	1.000	0.688
C+ vs. NA	2.179	0.000	0.003	0.003	0.000
C- vs. NA	-0.149	0.924	1.000	0.924	0.924
C+ vs. C-	2.194	0.000	0.003	0.003	0.000
D+ vs. NA	3.254	0.000	0.002	0.002	0.000
D- vs. NA	-0.149	0.349	1.000	0.698	0.558
D+ vs. D-	3.403	0.000	0.003	0.002	0.000

Note: List et al. (2019) p-values are produced using Stata command "mhtreg", which allows the testing procedure to be used in multivariate regressions (Steinmayr 2020). The underlying regressions are estimated using OLS with standard errors clustered at the subject level, in which "Difference" refers to the coefficient estimate of each comparison.

Table C7: Panel data regression analysis and hypothesis tests of the strength of information effects (Donation without Priors experiment)

	(1) Single Information[a]	(2) Full Sample
A+	2.150***	1.352***
	(0.743)	(0.253)
A-	1.420*	-0.498*
	(0.750)	(0.261)
C+	5.042***	3.150***
	(0.723)	(0.254)
C-	0.360	-0.751***
	(0.767)	(0.266)
D+	6.732***	4.484***
	(0.720)	(0.255)
D-	-0.292	-0.723***
	(0.780)	(0.269)
Order	-0.056	-0.010
	(0.027)	(0.013)
Constant	-1.461	1.019
	(1.701)	(0.775)
H0: |A+| = |A-|	*p = 0.007*	*p = 0.056*
H0: |C+| = |C-|	*p < 0.001*	*p < 0.001*
H0: |D+| = |D-|	*p < 0.001*	*p < 0.001*
H0: A+ = C+	*p < 0.001*	*p < 0.001*
H0: A+ = D+	*p < 0.001*	*p < 0.001*
H0: C+ = D+	*p = 0.006*	*p < 0.001*
N	469	1809

a: sample restricted to the subset panel in which there is no information (NA) in two dimensions.
Note: This table reports estimates for the random effects hurdle model. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$. No information is the reference category.

Table C8: Panel data regression analysis: Donation with Priors vs. Donation without Priors

	(1) Single Information[a]	(2) Full Sample
A+	1.343**	0.987***
	(0.657)	(0.229)
A-	-0.233	-0.867***
	(0.677)	(0.236)
C+	4.400***	3.436***
	(0.634)	(0.231)
C-	0.863	-0.463*
	(0.660)	(0.240)
D+	5.983***	4.417***
	(0.630)	(0.230)
D-	-0.067	-0.786***
	(0.674)	(0.243)
Donation without Priors	4.883***	2.810***
	(1.068)	(0.680)
Donation without Priors * A+	0.893	-0.335
	(0.957)	(0.331)
Donation without Priors * A-	1.698*	0.386
	(0.978)	(0.341)
Donation without Priors * C+	0.583	-0.345
	(0.925)	(0.332)
Donation without Priors * C-	-0.598	-0.287
	(0.980)	(0.347)
Donation without Priors * D+	0.543	-0.009
	(0.920)	(0.332)
Donation without Priors * D-	-0.132	0.086
	(0.997)	(0.351)
Constant	-3.180	-1.245
	(1.131)	(0.750)
N	945	3645

a: sample restricted to the subset panel in which there is no information (NA) in two dimensions.
Note: This table reports estimates for the random effects hurdle model. *** $p < 0.01$, ** $p < 0.05$, * $p < 0.1$. No information in the Donation with Priors experiment is the reference category.

Table C9: Average giving in the Donation without Priors experiment

ALCOHOL	COURSES	DISABLED	M (SD)
Bad	Bad	Bad	1.88 (4.702)
Bad	Bad	NA	2.00 (4.648)
Bad	NA	Bad	2.33 (4.788)
Bad	NA	NA	2.55 (4.717)
Bad	NA	Good	4.45 (5.988)
Bad	Good	NA	3.85 (5.447)
Bad	Good	Bad	3.66 (5.429)
Bad	Bad	Good	4.34 (5.856)
Bad	Good	Good	5.67 (6.772)
NA	Bad	Bad	1.75 (4.463)
NA	Bad	NA	2.07 (4.601)
NA	NA	Bad	1.94 (4.539)
NA	NA	NA	2.09 (4.601)
NA	NA	Good	5.34 (6.067)
NA	Good	NA	4.27 (5.026)
NA	Good	Bad	4.00 (5.433)
NA	Bad	Good	4.88 (5.938)
NA	Good	Good	6.28 (6.624)
Good	Bad	Bad	1.94 (4.542)
Good	Bad	NA	2.49 (4.788)
Good	NA	Bad	2.46 (4.698)
Good	NA	NA	2.90 (4.862)
Good	NA	Good	5.97 (6.448)
Good	Good	NA	5.21 (5.712)
Good	Good	Bad	4.94 (5.723)
Good	Bad	Good	5.51 (6.104)
Good	Good	Good	6.99 (6.582)

Table C10: The strength of information effect: p-values with multiple hypothesis testing adjustment (full sample, Donation without Priors)

	Difference	Multiple hypothesis testing adjustment			
		Unadjusted p-values	Bonferroni p-values	Holm p-values	List et al. (2019) p-values
A+ vs. NA	0.642	0.001	0.012	0.007	0.005
A- vs. NA	-0.211	0.357	1.000	0.357	0.357
A+ vs. A-	0.852	0.003	0.030	0.013	0.012
C+ vs. NA	1.648	0.000	0.003	0.003	0.000
C- vs. NA	-0.352	0.006	0.057	0.019	0.018
C+ vs. C-	2.000	0.000	0.003	0.003	0.000
D+ vs. NA	2.444	0.000	0.003	0.003	0.000
D- vs. NA	-0.282	0.014	0.126	0.028	0.028
D+ vs. D-	2.726	0.000	0.003	0.002	0.000

Note: List et al. (2019) p-values are produced using Stata command "mhtreg", which allows the testing procedure to be used in multivariate regressions (Steinmayr 2020). The underlying regressions are estimated using OLS with standard errors clustered at the subject level, in which "Difference" refers to the coefficient estimate of each comparison.

Table C11: Aggregate giving in $ for Information versus No Information (Donation without Priors experiment)

Characteristic	**Information**	**No Information**	**p-value**
Alcohol (A)	2.69	2.09	0.0058
Courses (C)	2.73	2.09	0.0001
Disabled (D)	2.28	2.09	0.0012
ALL	2.85	2.09	0.0001

Table C12: Testing full information crowding out (Donation without Priors experiment)

	Condition			Giving	vs. No Information Condition Giving (2.09) (p-value)
	Alcoholic	Course	Disability		
Two Good News	A+	C+	NA	5.21	0.000
	A+	C+	***D-***	4.94	0.000
	A+	NA	D+	5.97	0.000
	A+	***C-***	D+	5.51	0.000
	NA	C+	D+	6.28	0.000
	A-	C+	D+	5.67	0.000
One Good News	A+	NA	NA	2.90	0.005
	A+	***C-***	NA	2.49	0.526
	A+	NA	***D-***	2.46	0.134
	NA	C+	NA	4.27	0.000
	A-	C+	NA	3.85	0.000
	NA	C+	***D-***	4.00	0.000
	NA	NA	D+	5.34	0.000
	NA	***C-***	D+	4.88	0.000
	A-	NA	D+	4.45	0.000

Table C13: The strength of information effect: p-values with multiple hypothesis testing adjustment (Between-Subjects experiment)

	Difference	Multiple hypothesis testing adjustment			
		Unadjusted p-values	Bonferroni p-values	Holm p-values	List et al. (2019) p-values
A+ vs. NA	2.421	0.001	0.012	0.012	0.009
A- vs. NA	0.545	0.414	1.000	1.000	0.758
A+ vs. A-	1.876	0.014	0.126	0.070	0.060
C+ vs. NA	1.930	0.008	0.075	0.050	0.041
C- vs. NA	0.421	0.521	1.000	1.000	0.746
C+ vs. C-	1.509	0.043	0.390	0.173	0.144
D+ vs. NA	2.135	0.004	0.036	0.032	0.026
D- vs. NA	0.053	0.932	1.000	0.932	0.932
D+ vs. D-	2.082	0.006	0.057	0.044	0.036

Note: List et al. (2019) p-values are produced using Stata command "mhtreg", which allows the testing procedure to be used in multivariate regressions (Steinmayr 2020). The underlying regressions are estimated using OLS, in which "Difference" refers to the coefficient estimate of each comparison.

Table C14: Tobit regression analysis and hypothesis tests of the strength of information effects (Between-Subjects experiment)

A+	4.077***
	(1.216)
A-	1.216
	(1.199)
C+	3.947***
	(1.175)
C-	0.902
	(1.212)
D+	3.792***
	(1.174)
D-	0.200
	(1.225)
Constant	-0.569
	(0.887)
H0: |A+| = |A-|	*p = 0.013*
H0: |C+| = |C-|	*p = 0.025*
H0: |D+| = |D-|	*p = 0.002*
H0: A+ = C+	*p = 0.601*
H0: A+ = D+	*p = 0.797*
H0: C+ = D+	*p = 0.789*
N	269

Note: This table reports estimates for the two-limit Tobit model. *** $p < 0.01$. No information is the reference category.

Table C15: The number of observations under different priors (Donation with Priors experiment)

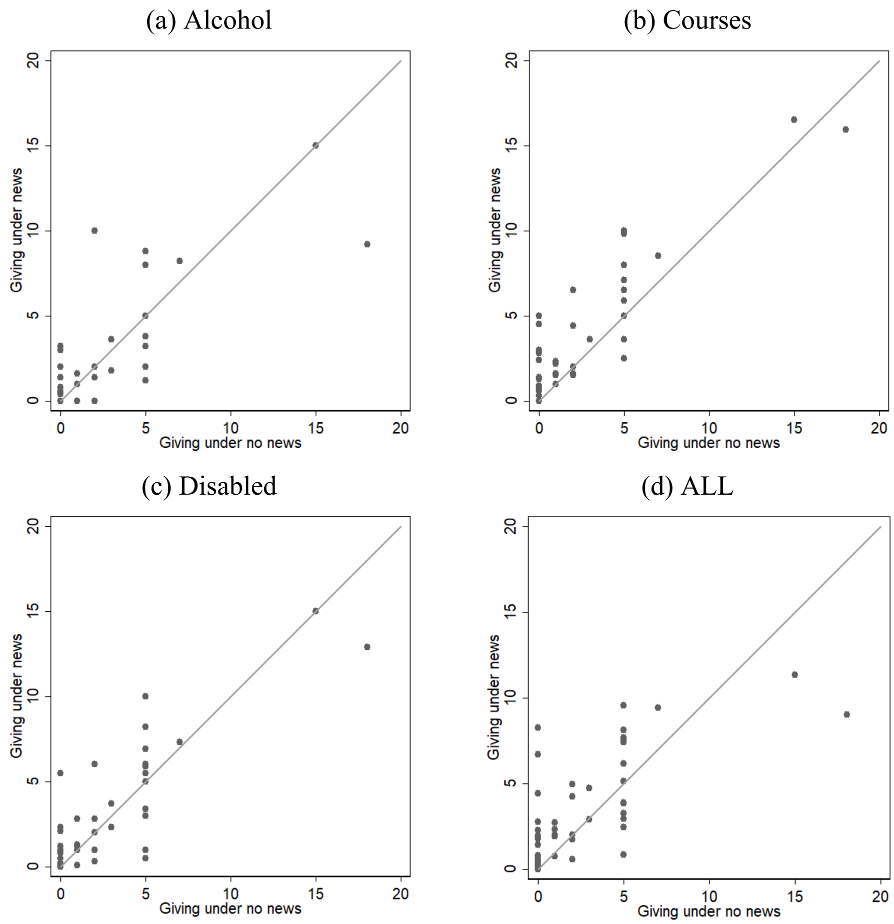
# obs.	prior >= 80%	60% <= prior < 80%	40% <= prior < 60%	20% <= prior < 40%	Prior < 20%
Non-alcoholic	11	25	21	10	1
Courses	4	8	26	24	6
Disabled	0	11	14	29	14

References

List, J.A., Shaikh, A.M. and Xu, Y. (2019). Multiple hypothesis testing in experimental economics. *Experimental Economics*, *22*(4), 773-793.

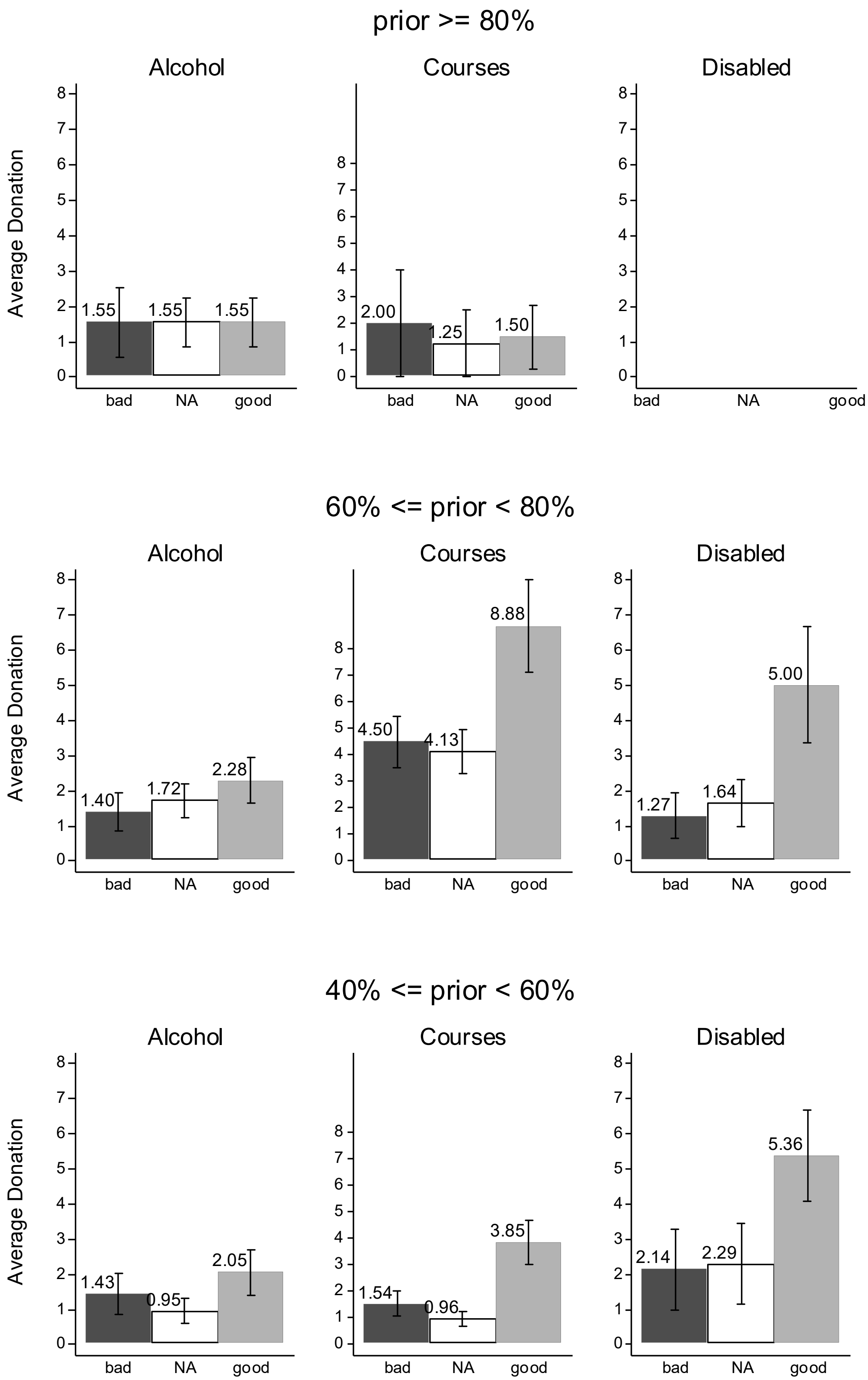
Steinmayr, A. (2020). MHTREG: Stata module for multiple hypothesis testing controlling for FWER.

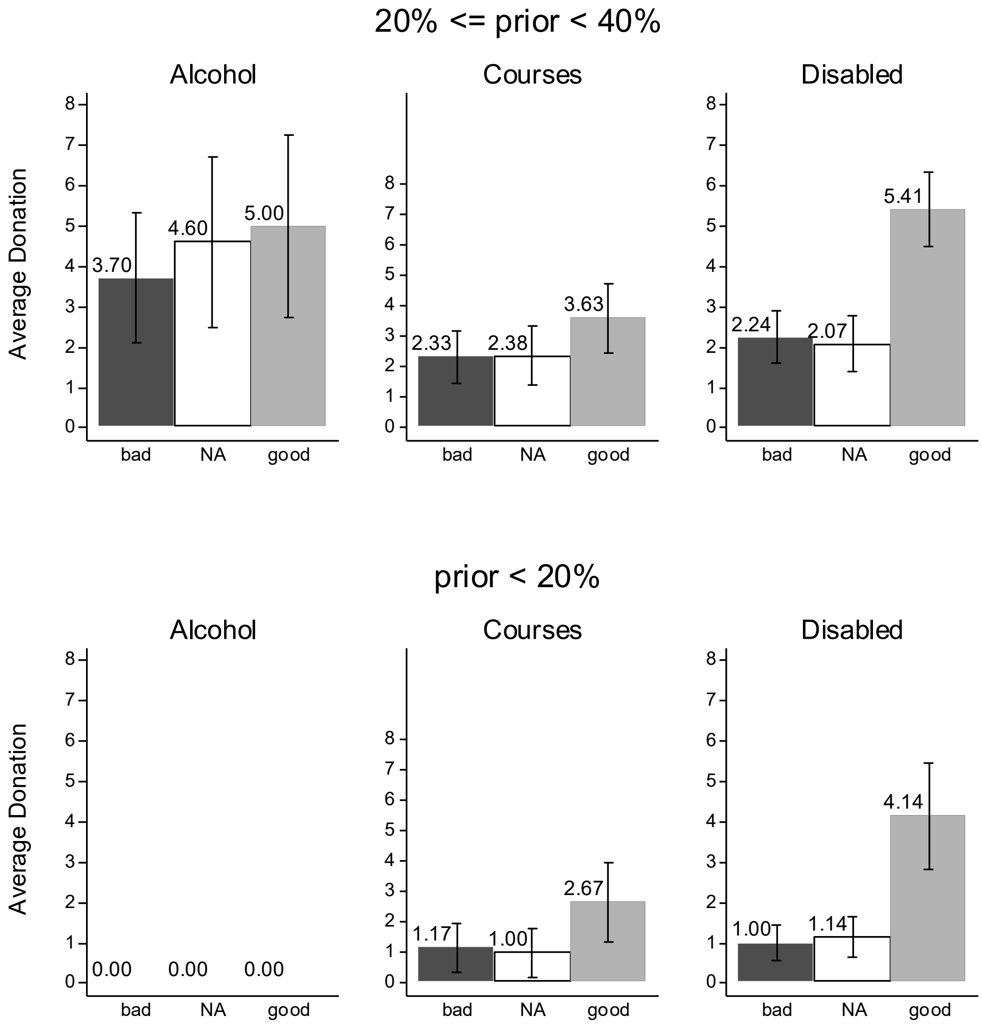
Figure C1: Scatter plot of giving under information vs. under no information



Note: This figure corresponds to Table4 in the main text. The four panels correspond to the four rows in the table. Each dot in a panel represents a subject's giving under information versus giving under no information (how giving is calculated is explained in the main text). Each panel presents a scatter plot given a characteristic (Alcohol, Courses or Disabled) or averaged across all three characteristics (ALL).

Figure C2: Donations when two characteristics are NAs under different priors (Donation with Priors experiment)




20% <= prior < 40%
Alcohol
Courses
Disabled
Average Donation
3.70
4.60
5.00
2.33
2.38
3.63
2.24
2.07
5.41
bad
NA
good
prior < 20%
Alcohol
Courses
Disabled
Average Donation
0.00
0.00
0.00
1.17
1.00
2.67
1.00
1.14
4.14
bad
NA
good

Appendix D. Survey Experiment

D1. Instructions

General Information

Welcome to the online experiment. To ensure the quality of our scientific research, please now sit in a quiet place with a PC without distractions and put away your phone. You should complete all tasks individually and do not engage in any other activities during the experiment.

Your task is to answer a few survey questions regarding the donation recipients of Salvation Army's Melbourne 614 Project. You will receive $10 for completing this experiment.

How do you get paid? Since we can no longer pay you in cash, we will require you to create a PayID before registering for an online experiment. You can create a PayID via your regular mobile banking app or internet banking. It takes less than two minutes. At the end of the experiment, you will be asked to provide either the email address or phone number you used to register for PayID. If you haven't created a PayID (https://payid.com.au), please do it now before proceeding.

For more information about this study, please refer to the explanatory statement here.

Background Information

The Melbourne 614 Project assists disadvantaged people in Melbourne by directly supplying them with meals, clothing, food, and anything else they might need. The Project works with people who are homeless, those suffering from mental health issues, as well as people suffering from social poverty.

All donation recipients are unemployed. They often present with one or more of the following characteristics:

Alcoholism: addiction to intoxicating drinks.

Attending courses: to improve skills so as to enable employment opportunities.

Disability: physical or mental handicap

Each of these characteristics can be caused by random luck, own effort, own choice, or other factors.

Please indicate below your opinion on the extent to which each possible cause contributes to each of the characteristics (in %). The percentage each cause contributes can be any number from 0 to 100. The numbers you enter for each characteristic must add up to **100**.

1. Alcoholism

	0 10 20 30 40 50 60 70 80 90 100	
due to random luck		0
due to own effort		0
due to own choice		0
due to other factors		0
Total:	**0**	

If you think there are other factors causing alcoholism, please explain below.

2. Attending courses

	0 10 20 30 40 50 60 70 80 90 100	
due to random luck		0
due to own effort		0
due to own choice		0
due to other factors		0
Total:	**0**	

If you think there are other factors causing recipients to attend courses, please explain below.

3. Disability

	0 10 20 30 40 50 60 70 80 90 100	
due to random luck		0
due to own effort		0
due to own choice		0
due to other factors		0
Total:	**0**	

If you think there are other factors causing disability, please explain below.

D2. Data Analysis

In total, 60 participants completed the survey experiment. Table D1 shows the average and median of the percentage of each cause contributing to each characteristic. Participants stated that random luck contributes most to disability, own effort contributes most to recipients' attending courses, and own choice contributes most to alcoholism.

Table D1: Percentage of each cause contributing to each characteristic (average*/median)

	Alcoholism	**Attending Courses**	**Disability**
Random luck	11.3 / 10	9.9 / 5	64.6 / 62
Own effort	21.5 / 20	43.7 / 41	8.8 / 2
Own choice	43.2 / 40	36.8 / 35	6.6 / 0
Other factors	24.0 / 15	9.7 / 5	20.1 / 10

*Averages must sum to 100.