WEB APPENDIX TABLE 1—SUMMARY STATISTICS, EXPERIMENT 2

		Whites	Native blacks	Immigrant blacks	Men	Women
Age (mean)	Control	20.0	19.3	19.5	20.1	19.8
	Social category salient	19.6	19.9	19.8	20.0	19.6
	p-value of difference	0.289	0.207	0.437	0.747	0.892
SAT I Math score (mean)	Control	632.9	532.6	551.4	665.6	616.0
	Social category salient	606.7	529.5	534.3	615.3	614.5
	p-value of difference	0.113	0.707	0.450	0.058	0.995
SAT I Verbal score (mean)	Control	624.1	523.7	559.5	623.9	624.7
	Social category salient	622.6	583.0	567.1	605.3	606.9
	p-value of difference	0.791	0.112	0.915	0.661	0.288
Household income > $80,000 (percent)	Control	64.1	26.9	36.0	63.4	61.4
	Social category salient	61.5	31.6	36.0	55.3	49.0
	p-value of difference	0.810	0.914	0.962	0.430	0.218
Believed choices mattered (percent)	Control	84.5	77.8	82.1	85.4	82.1
	Social category salient	83.9	86.4	68.0	72.3	76.0
	p-value of difference	0.880	0.466	0.243	0.053	0.415
Also believed deferred payment promise (percent)	Control	64.3	51.9	57.1	64.6	61.9
	Social category salient	57.0	63.6	48.0	48.9	56.0
	p-value of difference	0.272	0.270	0.534	0.074	0.544
N		222	71	53	129	134

Notes: This table reports summary statistics for the subjects in each experimental condition. "Social category salient" refers to the race-salience treatment (first three columns) or the gender-salience treatment (last two columns). In order to test for differences between the control and treatment groups, we run an OLS regression of each variable of interest on a treatment dummy, an indicator for recruitment location, and a constant. The *p*-values reported are for the treatment dummy coefficients. "Believed choices mattered" is the percent of subjects who believed their experimental choices would affect their payments. "Also believed deferred payment promise" is the percent of subjects who believed the above and believed that deferred payment promises were credible. The last row reports the number of subjects in each demographic group. Some statistics are calculated using fewer subjects because of non-response.