# Pre-Analysis Plan: Nonbinary Hiring Discrimination and the Politicization of Pronouns 

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Unfortunately, shortly after beginning the project on May 15, an issue arose where Google was identifying email accounts as fraudulent and shutting down access. As a result, the research design was modified to (1) use a different email provider and (2) prioritize not being detected as fraudulent by both the email provider and job boards. This has resulted in a meaningful change in how data is collected.

## Background

A significant amount of research has evaluated labour market discrimination faced by women, racial minorities, and sexual minorities. However, limited research exists evaluating labour market discrimination faced by transgender people. This research is warranted: from the 2015 US Transgender Survey, $46 \%$ of respondents report being verbally harassed and $9 \%$ physically attacked in the last year for being transgender. Further, from the same survey $30 \%$ of respondents report being fired, denied a promotion, or otherwise mistreated in the work place in the last year (James et al., 2016). At the same time, the transgender population is growing significantly among younger generations. Data from the Pew Research Centre shows that while only $0.3 \%$ of Americans 50 or over identify as transgender, this percentage is $1.6 \%$ for those $30-49$ and $5.1 \%$ for those 18-29. Further, under the transgender umbrella nonbinary people are the majority, making up around two thirds of the transgender population (Brown, 2022).

In recent years, use of the gender-neutral pronouns like "they/them" and the convention of asking for and declaring preferred pronouns (at the start of meetings, in email signatures, etc.) has become politicized. Whether to share pronouns is divisive in and of itself, with opinion split along political lines. A YouGov poll conducted in the United States shows that while $40 \%$ of Republicans think that "people should generally not say / display their pronouns unless asked," that holds for only $10 \%$ for Democrats (Ballard, 2022). As a result, sharing any pronouns (whether gender neutral or binary "he/him," "she/her") may act as a (left-leaning) political signal, regardless of an individual's apparent gender. As a result, when evaluating response to "they/them" pronoun disclosure it is important to parse out the additional political signals at play.

A resume audit study design will be leveraged to estimate hiring discrimination against nonbinary applicants (signaled on resumes via "they/them" pronouns listed below the name) and cisgender applicants who disclose pronouns (signaled on resumes via binary pronouns congruent with name-implied sex—for example, "she/her" for Emily and "he/him" for Jacob). Outcomes among these two treatment groups will be compared to a control applicant who does not disclose pronouns on their resume. Data collection will include resume characteristics, job posting text, employer information, and employer response to application (this will be done via phone and email monitoring). This will allow for statistical testing of differences in means across groups
and estimation of how treatment (pronoun disclosure) and its interactions influence employer response.

## Study Timeline

| Tasks | Start Date | Duration |
| :--- | :--- | :--- |
| Send fictitious resumes to job postings | May 18, 2023 | 22 weeks |
| Preliminary analytics, power analysis update | July 15, 2023 | 2 weeks |
| Collect employer responses | May 15, 2023 | 30 weeks |
| Final analysis and write up | October 20, 2023 | 6 months |

Timeline may be extended if target sample sized is not reached in 22 weeks.

## Experimental Design

A. Geographies

Fictitious resumes will be sent in the following geographies:

| CBSA | State | Population |  | 2020 Presidential Votes |  | Category |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
|  |  | Count | Density | Democratic | Republican |  |
| Denver-Aurora-Lakewood | CO | $2,967 \mathrm{~K}$ | 356 | $61 \%$ | $36 \%$ | Democratic |
| Colorado Springs | CO | 746 K | 278 | $42 \%$ | $54 \%$ | Republican |
| Salt Lake City | UT | $1,233 \mathrm{~K}$ | 160 | $52 \%$ | $43 \%$ | Democratic |
| Provo-Orem | UT | 648 K | 120 | $26 \%$ | $68 \%$ | Republican |
| Seattle-Tacoma-Bellevue | WA | $3,980 \mathrm{~K}$ | 678 | $67 \%$ | $30 \%$ | Democratic |
| Spokane-Spokane Valley | WA | 582 K | 103 | $44 \%$ | $52 \%$ | Republican |

Pairs of CBSAs were selected that are (1) in states which have legislation prohibiting labour market discrimination on the basis of both sexuality and gender identity, (2) have a population of at least 500 K , and (3) where one can be categorized as Democratic and the other Republican. CBSA population data is sourced from the United States Census Bureau (2021a), land square footage from TIGERweb (United States Census Bureau, 2020), and 2020 Presidential voting records from the MIT Election Data and Science Lab (2018).

## B. Occupations

Fictitious resumes will be sent to the following occupations:

| Occupation | Worker Count | Worker Composition |  |  | Customer Interaction |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% Male | \% Female | Category | Score | Category |
| Receptionist | 638 K | 9\% | 91\% | FemaleDominated | 87 | High |
| Cashier | 739 K | 28\% | 72\% |  | 86 | High |
| Housekeeper | 722 K | 15\% | 85\% |  | 58 | Medium |
| Certified Nursing Assistant | 804 K | 11\% | 89\% |  | 47 | Low |
| Administrative Assistant | 1,499 K | 6\% | 94\% |  | 47 | Low |
| Retail Salesperson | 1,332 K | 62\% | 38\% | Non- <br> Dominated | 93 | High |
| Server | 527 K | 36\% | 64\% |  | 75 | High |
| Cook | 1,041 K | 59\% | 41\% |  | 52 | Medium |
| Baker | 122 K | 44\% | 56\% |  | 37 | Low |
| Assembler / Fabricator | 701 K | 62\% | 38\% |  | 17 | Low |
| Construction Laborer | 1,161 K | 97\% | 3\% | Male- <br> Dominated | 59 | Medium |
| Truck Driver | $2,601 \mathrm{~K}$ | 95\% | 5\% |  | 53 | Medium |
| Warehouse Worker | $1,237 \mathrm{~K}$ | 80\% | 20\% |  | 46 |  |
| Janitor / Building Cleaner | 1,378 K | 70\% | 30\% |  | 44 | Low |
| Landscaper | 630 K | 94\% | 6\% |  | 32 |  |

An equal number of occupations were selected in each Worker Composition category, where those with high worker counts and job postings were prioritized. In addition, occupations in a mix of Customer Interaction categories were included. Note that there are very few maledominated occupations with high customer interaction, hence there are no occupations fitting this description.

Worker count and composition data is from the American Community Survey (United States Census Bureau, 2022). Data on Customer Interaction is taken from O*NET scores for the importance of "performing for people or working directly with the public. This includes serving customers in restaurants and stores, and receiving clients or guests." Association between ACS occupation codes and O*Net occupation codes was sourced from O*NET OnLine (2023).

## C. Names

The following first names (where some imply the applicant is female and others male) will be used in this study.

| Implied Sex | First Name | Baby Name Popularity (1990s) |  | Name Association Scores |  |
| :--- | :--- | :---: | :---: | :---: | :---: |
|  |  | Rank | Count | Warmth | Competence |
| Female | Marisa | 188 | 16 K | 3.07 | 3.18 |
| Female | Leah | 97 | 34 K | 3.13 | 3.11 |
| Female | Gina | 199 | 15 K | 2.96 | 3.10 |
| Female | Jasmine | 25 | 105 K | 2.97 | 3.09 |
| Female | Hannah | 11 | 159 K | 3.14 | 3.05 |
| Female | Lindsay | 104 | 31 K | 3.13 | 3.00 |
| Male | Parker | 195 | 16 K | 3.25 | 3.17 |
| Male | Marcus | 83 | 46 K | 3.14 | 3.01 |
| Male | Patrick | 42 | 93 K | 3.23 | 3.15 |
| Male | Joel | 112 | 34 K | 3.24 | 3.10 |
| Male | Jeremy | 47 | 78 K | 3.12 | 3.05 |
| Male | Adrian | 92 | 42 K | 3.10 | 3.02 |

First names were randomly chosen that were (1) in the top 200 popular names given to babies born in the 1990s, and (2) had Warmth and Competence scores both between 2.95 and 3.25 (a range representing middling scores). Data on 1990s baby name popularity is from United States Social Security (Social Security, 2022) and data on name association scores is from Newman et al. (2018).

Last names were randomly selected and matched to first names, from a list of 59 last names which are (1) in the top 100 most common last names in the United States, (2) \% population with the last name that are white is less than $80 \%$, (3) \% population with the last name that are African American, Pacific Islander, Native, Hispanic is less than $40 \%$ (each, not combined). This yields the final list of full names below.

| Implied Sex | First Name | Last Name |
| :--- | :--- | :--- |
| Female | Marisa | Watson |
| Female | Leah | James |
| Female | Gina | Collins |
| Female | Jasmine | Phillips |
| Female | Hannah | Allen |
| Female | Lindsay | Campbell |
| Male | Parker | Reed |
| Male | Marcus | Thomas |
| Male | Patrick | Lewis |
| Male | Joel | Morris |
| Male | Jeremy | Anderson |
| Male | Adrian | Nelson |

## D. Resume Design

A process for generating occupation-specific resumes has been developed using a program by Lahey and Beasley (2009). The characteristics over which resumes are randomized are equivalent across geographies, except for Work Experience where company names are city specific (position titles and descriptions are independent of geography). In some cases, the names of Certifications also vary by city (for example, a license to serve alcohol). For all occupations and geographies, fictitious resumes are generated for an applicant born in 1999 (i.e., fictitious applicants are 24 in 2023).

Resumes are generated in pairs; within a characteristic, resumes can be matched same (i.e., if the first resume is randomly assigned characteristic $A$, then the matched pair will also be given characteristic A) or matched different (i.e., if the first resume is randomly assigned characteristic A, then the matched pair will be randomly assigned a characteristic aside from A). To limit fraud detection by email providers and job boards, there are in total two female names and two male names used in each state (e.g., all matched resume pairs in Colorado where the name-implied sex is female will use the same two names). Emails are specific to names, and each name will always use the same phone number when applying in a given city.
Within an occupation and implied sex, resumes are randomized across the following:

- Pronouns: one of they/them, binary pronouns congruent with implied sex, or no pronouns
- Probability: equal chance of either disclosing pronouns or not, then $\frac{2}{3}$ chance of they/them and $\frac{1}{3}$ chance of binary pronouns given disclosure
- Matched: different-at least one resume in a matched pair has no pronouns
- Summary: randomly drawn from a list of summaries or no summary
- Probability: $\frac{2}{3}$ chance of getting no summary; conditional on receiving a summary, probability is equal across options
- Matched: different
- Highest Education: one of GED, high school, Associate's degree, Bachelor's degree - Probability: informed by prevalence within the occupation
- Matched: same level of education, different specialization (if applicable)
- Work Experience, 2015-2017: in the last two years of high school, applicants either did not work or may have held one of two positions
- Probability: $\frac{5}{7}$ chance of not having worked; conditional on working, equal probability of each position
- Matched: different (no two applicants can have the same work experience, though they can both have no work experience)
- Work Experience, after 2017: applicants have 4 jobs spanning this period
- Probability: jobs are selected without replacement from 43 possible position / description pairs
- Matched: same (whether last occupation held is the occupation being applied to, years of work experience in the occupation being applied to), different (other positions held, job order)
- Skills: 6 skills are randomly drawn for each applicant where 4 are generic (drawn from the same list across all occupations) and 2 are occupation specific
- Probability: equal probability across all options
- Matched: different, across both generic and occupation specific skills

Resumes are then randomly assigned an application order (either sent first or second) and one of two resume formats, which are designed to look as different from each other as possible (different font, resume categories are ordered differently, etc.).

## E. Job Application Targets

To improve power of secondary analyses, applications will be balanced across geography and occupation type. The target sample size is 3,240 matched resume pairs (where each pair includes one of two treatments along with a control) sent to job postings-or a target of 6,480 total resumes distributed. Because the quantity of job postings varies with occupation, job application targets vary by occupation:

| Occupation | Application Target |  |  |
| :--- | :---: | :---: | :---: |
|  | Percentage | Total Count | Per City Count |
| Receptionist | $6.7 \%$ | 216 | 36 |
| Cashier | $5.0 \%$ | 162 | 27 |
| Housekeeper | $6.7 \%$ | 216 | 36 |
| Nursing Assistant | $10.0 \%$ | 324 | 54 |
| Administrative Assistant | $5.0 \%$ | 162 | 27 |
| Retail Salesperson | $11.7 \%$ | 378 | 63 |
| Server | $6.7 \%$ | 216 | 36 |
| Cook | $8.3 \%$ | 270 | 45 |
| Baker | $3.3 \%$ | 108 | 18 |
| Assembler / Fabricator | $3.3 \%$ | 108 | 18 |
| Construction Laborer | $5.0 \%$ | 162 | 27 |
| Truck Driver | $10.0 \%$ | 324 | 54 |
| Warehouse Worker | $8.3 \%$ | 270 | 45 |
| Janitor / Building Cleaner | $5.0 \%$ | 162 | 27 |
| Landscaper | $5.0 \%$ | 162 | 27 |

Summing across occupation categories yields total targets:

| Occupation Category | Application Target |  |  |
| :--- | :---: | :---: | :---: |
|  | Percentage | Total Count | Per City Count |
| Female-Dominated | $33.3 \%$ | 1080 | 180 |
| Non-Dominated | $33.3 \%$ | 1080 | 180 |
| Male-Dominated | $33.3 \%$ | 1080 | 180 |
| High Customer Interaction | $31.7 \%$ | 972 | 162 |
| Medium Customer Interaction | $31.7 \%$ | 972 | 162 |
| Low Customer Interaction | $36.7 \%$ | 1296 | 216 |

Summing across the intersection of occupation categories yields total targets:

| Worker Composition | Customer Interaction | Application Target |  |  |
| :--- | :--- | :---: | :---: | :---: |
|  |  | Percentage | Total Count | Per City Count |
| Female-Dominated | High | $11.7 \%$ | 378 | 63 |
| Female-Dominated | Medium | $6.7 \%$ | 216 | 36 |
| Female-Dominated | Low | $15.0 \%$ | 486 | 81 |
| Non-Dominated | High | $18.3 \%$ | 594 | 99 |
| Non-Dominated | Medium | $8.3 \%$ | 270 | 45 |
| Non-Dominated | Low | $6.7 \%$ | 216 | 36 |
| Male-Dominated | High | - | - | - |
| Male-Dominated | Medium | $15.0 \%$ | 486 | 81 |
| Male-Dominated | Low | $18.3 \%$ | 594 | 99 |

Actual application counts will be constrained by job posting availability; while the above targets were based on preliminary investigations of job postings within the CBSAs of interest, actual counts may differ.

## F. Data Collection Process

A team of research assistants will search a major job posting websites (Indeed) for occupation vacancies in the CBSAs of interest. When an appropriate job posting is found, a pair of fictitious, randomized, matched, formatted resumes will be sent in in response. To reduce cost, job postings will only be applied to if the application process involves uploading a resume PDF and answering simple, standardized questions that can be easily determined from the randomized resume (e.g., how many years of relevant experience do you have?) or that can have a standard general response (e.g., can you reliably commute to work at this location?-yes). When applying, information on job posting, employer, and resume characteristics will be recorded in an encrypted database.

Employer response will be carefully tracked via phone and email. For each geography, two phone lines will be set up using an area code local to the area. For each name, an email will be set up (12 in total). Phone voicemails and emails will be monitored on an ongoing basis to identify applications which receive a positive employer response. If an employer reaches out at
least twice, they will be contacted and told that the applicant has already accepted another position.

## Hypotheses Tested

For simplicity, I denote applicants who send resumes with nonbinary pronouns "T1" matched to control "C1," and resumes with binary pronouns congruent with name-implied sex "T2" matched to control resumes with no pronouns "C2."

## A. Primary Hypotheses

P1. Determine whether T1 achieve lower response rates compared to C1

P2. Determine whether T2 achieve lower response rates compared to C2

P3. Determine whether T1 achieve lower response rates compared to T2
P4. Determine whether differences in response rates between $\mathrm{T} 1, \mathrm{C} 1$ are different for males versus females

P5. Determine whether the difference in response rates between T1, C 1 are different between Republican and Democratic geographies

P6. Determine whether the difference in response rates between T1, C 1 are different in occupations with high, medium, and low customer interaction

P7. Determine whether the difference in response rates between T1, C 1 are different in female-dominated, male-dominated, and non-dominated occupations
B. Secondary Hypotheses

S1. Determine whether differences in response rates between T2, C2 are different for males versus females

S2. Determine whether the difference in response rates between T2, C2 are different between Republican and Democratic geographies

S3. Determine whether the difference in response rates between T2, C2 are different in occupations with high, medium, and low customer interaction

S4. Determine whether the difference in response rates between T2, C2 are different in female-dominated, male-dominated, and non-dominated occupations

S5. Determine whether the difference in response rates between T1, C1 change as relevant experience increases

S6. Determine whether the difference in response rates between T1, C1 change with employer characteristics (employer size, for Equal Opportunity Employers, etc.)

S7. Determine whether the difference in response rates between T1, C1 change with job posting characteristics (existence of key text like "diversity," etc.)

## Econometric Specifications

## A. Notation

Logistic regression (logit) models will be leveraged, using notation:

$$
\mathrm{P}\left(y_{i j}=1\right)=\frac{1}{1+e^{-z}}
$$

where $y_{i j}$ is an indicator variable which equals 1 if applicant $i$ received a positive response from firm $j$ and $z$ is the model specification specific to analyses described below. For all regressions, standard errors will be clustered at the firm level.

## B. Primary Hypotheses

To test P 1 and P 2 , a logistic regression will be run to estimate $\hat{\delta}$ given:
(1) $z=\alpha_{j}+D_{i} \delta+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
where $\alpha_{j}$ are firm fixed effects, $D_{i}$ is an indicator variable which equals 1 if the resume has treatment pronouns ("they/them" for T1 vs C1, binary pronouns for T 2 vs C 2 ), $X_{i}$ is a vector of resume characteristics that may influence baseline employer response rates (including: years of experience in the occupation being applied to, whether the applicant is currently employed in the occupation being applied to, other occupations included in the applicant's work experience, educational background, etc.), and $Z_{j}$ is a vector of occupation and firm characteristics that may influence baseline employer response rates (including: occupation indicators, firm size, etc.). Multiple specifications will be run, where some will include ( $\alpha_{j}, X_{i}, Z_{j}$ ) and some will exclude them (when "excluding" $\alpha_{j}$ it is replaced with $\alpha$ ). Note that the specification excluding ( $\alpha_{j}, X_{i}$, $Z_{j}$ ) is equivalent to a proportion test; the specification excluding $\left(X_{i}, Z_{j}\right)$ but including $\alpha_{j}$ is equivalent to a McNemar (1947) test of differences between matched pairs.

To test P 3 , a logistic regression will be run to estimate $\hat{\delta}$ given:
(2) $z=\alpha+D_{i} \delta+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
where $D_{i}$ is an indicator variable which equals 1 if the resume has "they/them" pronouns. Multiple specifications will be run, where some will include and some exclude ( $X_{i}, Z_{j}$ ).

To test P4, logit (1) will be run separately for females and males. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:
(3) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot S_{i}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
where $S_{i}$ is an indicator variable which equals 1 if sex implied by name is male. Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).

To test P5, logit (1) will be run separately for firms in Democratic versus Republican geographies. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:
(4) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot G_{j}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
(5) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot V_{j}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
where $R_{j}$ is an indicator variable which equals 1 if the geography is Republican and $V_{j}$ is the Republican vote share in geography within which the firm is located. Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).

To test P6, logit (1) will be run separately for occupations with high, medium, and low customer interaction scores. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:
(6) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot H I_{j}\right] \delta_{2}+\left[D_{i} \cdot L I_{j}\right] \delta_{3}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
(7) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot C I S_{j}\right] \delta_{2}+\left[D_{i} \cdot L I_{j}\right] \delta_{3}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
where $H I_{i}$ is an indicator variable which equals 1 if the occupation is high customer interaction, $L I_{j}$ is an indicator variable which equals 1 if the occupation is low customer interaction, and $C I S_{j}$ is the $\mathrm{O}^{*} \mathrm{NET}$ customer interaction score associated with the occupation. Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).

To test P7, logit (1) will be run separately for female-dominated, non-dominated, and maledominated occupations. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:
(8) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot F D_{j}\right] \delta_{2}+\left[D_{i} \cdot M D_{j}\right] \delta_{3}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
(9) $z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot S D_{j}\right] \delta_{2}+\left[D_{i} \cdot M D_{j}\right] \delta_{3}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}$
where $F D_{j}$ is an indicator variable which equals 1 if the occupation is female-dominated, $M D_{j}$ is an indicator variable which equals 1 if the occupation is male-dominated, and $S D_{j}$ is the difference in proportion of female- to male- workers in the occupation. Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).

## B. Secondary Hypotheses

To test S1, S2, S3, S4 I will follow the same process as P4, P5, P6, P7 but focus on T2, C2 rather than T1, C1.

To test S5, logit (1) will be run separately for applicants with low (2 years or less) or high (3 years or more) relevant work experience. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:

$$
\begin{equation*}
z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot R L E_{i}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2} \tag{10}
\end{equation*}
$$

where $R L E_{i}$ is years of relevant work experience. Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).

To test S6, logit (1) will be run separately for different firm groups. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:

$$
\begin{align*}
& z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot F G_{j}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}  \tag{11}\\
& z=D_{i} \delta_{1}+\left[D_{i} \cdot F_{j}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2} \tag{12}
\end{align*}
$$

where $E G_{j}$ is an indicator variable denoting firm group (e.g., it may equal 1 if firms are large or if a firm is an Equal Opportunity Employer) and $F_{j}$ is a firm value (e.g., number of employees). Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).
To test S7, logit (1) will be run separately for different job posting types. In addition, a logistic regression will be run to estimate $\hat{\delta}$ given:

$$
\begin{equation*}
z=\alpha_{j}+D_{i} \delta_{1}+\left[D_{i} \cdot J P_{j}\right] \delta_{2}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2} \tag{13}
\end{equation*}
$$

where $J P_{j}$ is an indicator variable denoting job posting group (e.g., it may equal 1 if the job posting contains the word "diversity"). Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ).

## C. All Hypotheses

Finally, logistic regressions will be run to estimate $\hat{\delta}$ given:

$$
\begin{align*}
z=\alpha_{j} & +D_{i} \delta_{1}+\left[D_{i} \cdot S_{i}\right] \delta_{2}+\left[D_{i} \cdot G_{j}\right] \delta_{3}+\left[D_{i} \cdot H I_{j}\right] \delta_{4}+\left[D_{i} \cdot L I_{j}\right] \delta_{5}  \tag{14}\\
& +\left[D_{i} \cdot F D_{j}\right] \delta_{6}+\left[D_{i} \cdot M D_{j}\right] \delta_{7}+\left[D_{i} \cdot R L E_{j}\right] \delta_{8}+\left[D_{i} \cdot F G_{j}\right] \delta_{9} \\
& +\left[D_{i} \cdot J P_{j}\right] \delta_{10}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2} \\
z=\alpha_{j} & +D_{i} \delta_{1}+\left[D_{i} \cdot S_{i}\right] \delta_{2}+\left[D_{i} \cdot V_{j}\right] \delta_{3}+\left[D_{i} \cdot C I S_{j}\right] \delta_{4}+\left[D_{i} \cdot S D_{j}\right] \delta_{6}  \tag{15}\\
& +\left[D_{i} \cdot R L E_{j}\right] \delta_{8}+\left[D_{i} \cdot F_{j}\right] \delta_{9}+\left[D_{i} \cdot J P_{j}\right] \delta_{10}+X_{i}^{\prime} \beta_{1}+Z_{j}^{\prime} \beta_{2}
\end{align*}
$$

Multiple specifications will be run, where some will include and some exclude ( $\alpha_{j}, X_{i}, Z_{j}$ ). This analysis contributes to the validity of (most) hypotheses.

## Robustness Checks

Heckman and Siegelman (1993) critique audit studies by showing that if there are differences in the variance of unobservable variables between treatment and control groups, this can bias discrimination estimates both upwards and downwards. The Neumark (2012) method will be used to identify unbiased discrimination estimate $\hat{\delta}$. Note that this approach requires resumes to randomly vary in quality, which is achieved by this research design since years of relevant
experience and education is randomized per the above-described process. This approach requires an identifying assumption: that $\beta_{1}, \beta_{2}$ are equal across treatment and control groups (i.e., the extent to which resume, occupation, and employer characteristics influence probability of positive employer response is equal across $\mathrm{T} 1, \mathrm{~T} 2, \mathrm{C} 1, \mathrm{C} 2$ ). This assumption will also be tested via the approach described in Neumark (2012).

## Power Analysis

Consider proportion test $H_{0}: p_{T}-p_{C}=0, H_{1}: p_{T}-p_{C}<0$, where $p_{T}$ is positive employer response for the treatment group, and $p_{C}$ is positive employer response for the control group. Note that in all tables, $p_{T}-p_{C}$ is expressed as percentage points as is Minimum Detectable Effect (MDE). Note that to be conservative, all tables (including T1, C1 or T2, C2 comparisons) calculate power for a proportion test rather than a McNemar test (McNemar tests have higher power especially when there is more concordance in positive employer response; when positive employer response is totally discordant, power is lowest and similar to proportion test power).

Comparing T 1 to C 1 or T 2 to C 2 , $\mathrm{T} 1(\mathrm{~T} 2)$ occurs just as often as $\mathrm{C} 1(\mathrm{C} 2)$. Assuming $p_{C}=10 \%$, the power of this test at different $p_{T}-p_{C}$ is:

| Sample Size | MDE | Test Power given $p_{T}-p_{C}$ |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(80 \%$ Power | $-2.0 \%$ | $-2.5 \%$ | $-3.0 \%$ | $-3.5 \%$ | $-4.0 \%$ | $-4.5 \%$ | $-5.0 \%$ |
| Full sample: 2,160 pairs | $-2.20 \%$ | $72 \%$ | $89 \%$ | $97 \%$ | $99 \%$ | $100 \%$ | $100 \%$ | $100 \%$ |
| $\frac{1}{2}$ sample: 1,080 pairs | $-3.05 \%$ | $47 \%$ | $64 \%$ | $79 \%$ | $89 \%$ | $96 \%$ | $99 \%$ | $100 \%$ |
| $\frac{1}{3}$ sample: 720 pairs | $-3.70 \%$ | $34 \%$ | $49 \%$ | $63 \%$ | $75 \%$ | $86 \%$ | $94 \%$ | $98 \%$ |

Assuming $p_{C}=15 \%$, the power of this test at different $p_{T}-p_{C}$ is:

| Sample Size | MDE | Test Power given $p_{T}-p_{C}$ |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (80\% Power) | $-2.0 \%$ | $-2.5 \%$ | $-3.0 \%$ | $-3.5 \%$ | $-4.0 \%$ | $-4.5 \%$ | $-5.0 \%$ |
| Full sample: 2,160 pairs | $-3.08 \%$ | $47 \%$ | $64 \%$ | $78 \%$ | $88 \%$ | $95 \%$ | $99 \%$ | $100 \%$ |
| $\frac{1}{2}$ sample: 1,080 pairs | $-3.67 \%$ | $37 \%$ | $50 \%$ | $63 \%$ | $76 \%$ | $86 \%$ | $92 \%$ | $96 \%$ |
| $\frac{1}{3}$ sample: 720 pairs | $-4.57 \%$ | $25 \%$ | $36 \%$ | $48 \%$ | $59 \%$ | $71 \%$ | $79 \%$ | $87 \%$ |

Comparing T1 to T2, T1 occurs twice as often as T2 (i.e., in a sample of 3,240 there will be $2,160 \mathrm{~T} 1$ and $1,080 \mathrm{~T} 2$ ). Assuming $p_{T 2}=10 \%$, the power of this test at different $p_{T 1}-p_{T 2}$ is:

| Sample Size | MDE | Test Power given $p_{T 1}-p_{T 2}$ |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(80 \%$ Power | $-2.0 \%$ | $-2.5 \%$ | $-3.0 \%$ | $-3.5 \%$ | $-4.0 \%$ | $-4.5 \%$ | $-5.0 \%$ |
| Full sample: 3,240 total | $-2.65 \%$ | $58 \%$ | $76 \%$ | $89 \%$ | $96 \%$ | $99 \%$ | $100 \%$ | $100 \%$ |
| $\frac{1}{2}$ sample: 1,620 total | $-3.71 \%$ | $34 \%$ | $47 \%$ | $60 \%$ | $75 \%$ | $86 \%$ | $93 \%$ | $97 \%$ |
| $\frac{1}{3}$ sample: 1,080 total | $-4.47 \%$ | $25 \%$ | $35 \%$ | $46 \%$ | $58 \%$ | $70 \%$ | $81 \%$ | $89 \%$ |

Assuming $p_{T 2}=15 \%$, the power of this test at different $p_{T 1}-p_{T 2}$ is:

| Sample Size | MDE | Test Power given $p_{T 1}-p_{T 2}$ |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(80 \%$ Power $)$ | $-2.0 \%$ | $-2.5 \%$ | $-3.0 \%$ | $-3.5 \%$ | $-4.0 \%$ | $-4.5 \%$ | $-5.0 \%$ |
| Full sample: 3,240 total | $-3.21 \%$ | $44 \%$ | $60 \%$ | $74 \%$ | $87 \%$ | $93 \%$ | $98 \%$ | $99 \%$ |
| $\frac{1}{2}$ sample: 1,620 total | $-4.47 \%$ | $26 \%$ | $37 \%$ | $49 \%$ | $60 \%$ | $71 \%$ | $80 \%$ | $87 \%$ |
| $\frac{1}{3}$ sample: 1,080 total | $-5.38 \%$ | $20 \%$ | $26 \%$ | $35 \%$ | $44 \%$ | $54 \%$ | $64 \%$ | $74 \%$ |

When comparing T1 to T1 in group A and B, T1(A) occurs just as often as T1(B). Assuming $p_{T 1_{A}}=10 \%$, the power of this test at different $p_{T 1_{B}}-p_{T 2_{A}}$ is:

| Sample Size | MDE | Test Power given $p_{T 1_{B}}-p_{T 1_{A}}$ |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(80 \%$ Power | $-2.0 \%$ | $-2.5 \%$ | $-3.0 \%$ | $-3.5 \%$ | $-4.0 \%$ | $-4.5 \%$ | $-5.0 \%$ |
| $\frac{1}{2}$ sample: 2,160 total | $-3.05 \%$ | $47 \%$ | $64 \%$ | $79 \%$ | $89 \%$ | $96 \%$ | $99 \%$ | $100 \%$ |
| $\frac{1}{3}$ sample: 1,440 total | $-3.70 \%$ | $34 \%$ | $49 \%$ | $63 \%$ | $75 \%$ | $86 \%$ | $94 \%$ | $98 \%$ |

Assuming $p_{T 1_{A}}=15 \%$, the power of this test at different $p_{T 1_{B}}-p_{T 1_{A}}$ is:

| Sample Size | MDE( $80 \%$ Power $)$ | Test Power given $p_{T 1_{B}}-p_{T 1_{A}}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | -2.0\% | -2.5\% | -3.0\% | -3.5\% | -4.0\% | -4.5\% | -5.0\% |
| $\frac{1}{2}$ sample: 2,160 total | 3.67\% | 37\% | 50\% | 63\% | 76\% | 86\% | 92\% | 96\% |
| $\frac{1}{3}$ sample: 1,440 total | 4.57\% | 25\% | 36\% | 48\% | 59\% | 71\% | 79\% | 87\% |

Target sample, and the fact that probability of an applicant receiving "they/them" pronouns (conditional on pronoun disclosure) is larger than binary pronouns may be modified in July, after seeing preliminary results. Little is known about hiring discrimination based on pronoun disclosure, so expected effect size is unclear at this time.

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