# Second Experiment Pre-Registration – Discrimination against the mentally ill (AEARCTR-0007100)

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## 1   Overview

I am conducting a second experiment to investigate additional potential mechanisms driving the willingness to pay to avoid depressed or anxious coworkers and the willingness to pay to hide depression or anxiety to others.

In particular, my aim is to test the following hypotheses:

1. Does an expectation of earnings losses or discrimination by the guide explain why people pay not to reveal mental illness? I will test this by firstly randomizing the possible consequences of revealing (the ability of the guide to discriminate and the earnings incentives for success) and secondly by eliciting participants' beliefs about whether other guides would choose to work with depressed/anxious tourists, their second-order beliefs about how others would expect to behave with such tourists, and the earnings effect of others tourists revealing mental health information.

2. Can a general norm of privacy about one's health explain why people pay not to reveal mental illness? To test this, I will ask whether people pay a similar amount to hide different aspects of their physical health.

3. Can beliefs about earnings, time to completion or enjoyment from working with depressed/anxious workers explain the willingness to pay to avoid working with depressed/anxious tourists? While I previously elicited beliefs about earnings after two rounds of the task, I will now elicit all of these beliefs both before and after participants do the task to test whether prior beliefs can explain the *initial* preference to avoid depressed or anxious workers and directly test for learning.

## 2   Design

The design is a shortened version of the first experiment design described in my previous preregistration. As before, participants do a baseline survey which now also includes questions on physical health. They subsequently do one round of the same online navigation task as before. Before this round, I measure the beliefs and 'willingness to pay to reveal' outcomes described below. After this round, I measure again some of the belief outcomes (chance of success, time spent and expected enjoyment/behavior). I also measure the guides' willingness to pay to work with specific tourists when starting the task, as before.

## 3   Interventions

- Whether participants' choice to reveal information to potential guides could have consequences for earnings: specifically, whether there is a bonus for success and the guide can reject a tourist based on

their information (the WTP elicitation mechanism is implemented), or there is no bonus for success and the guide cannot reject their assigned tourist.

- Whether I reveal a tourist's depression or anxiety symptoms to the guide, when the tourist in fact has these symptoms; or lack of symptoms when the tourist does not.

- Whether the profile of a past tourist that I elicit participant's beliefs about contains information about their depression or anxiety.

  - I also clarify to participants which information this past tourist's guide knew at the time, and which they didn't know. This is so that I can estimate participants' belief about the earnings (performance) effect of *revealing* mental health information to a guide, conditional on the information itself. The information known by the past guide was determined randomly at that time, and the unknown information shown to the current participant will be determined randomly in this experiment.

## 4 Outcomes

- Willingness to pay to work with a given coworker, rather than receive a random new one, before working with this person

- Willingness to pay to reveal:

  - Signals of mental health: the same signals as in the first experiment

  - Information about one's physical health, specifically: asthma, joint/back pain, diabetes, skin condition, digestive condition or high blood pressure

  This is elicited using the same incentive-compatibility mechanism as in my main experiment.

- Beliefs about other past tourists:

  - Their chance of success in the task (finding the location in one, two or three tries), incentivized with a log-scoring rule

  - Their expected time spent doing the task

  - The percentage of guide who would choose (pay $\geq$ \$0) to work with them

  - If the respondent worked (as a guide) with this tourist, how much the respondent would enjoy working with them (scale of 1-5), whether the respondent would avoid speaking their mind to protect their feelings (yes/no), and whether the respondent would be more or less patient with them if they were having difficulty (more patient than normal/as patient as normal/less patient than normal)

  - Second order beliefs about the above three items, i.e. how respondents believe the average (median) respondent would answer about the same tourist

- The guide's ex-post rated enjoyment from working with the tourist (scale of 1-5)

## 5 Planned Sample size

750 individual participants, who will make up about 400 pairings of participants.