<div align="center">**Hybrid Pre-Analysis Plan 2**</div>

Registered approach for the second part of a split-sample analysis of impact on lab-in-the-field psychosocial measures

This pre-analysis plan builds on the Hybrid Pre-Analysis Plan 1 registered on November 15, 2018 which detailed the experimental design and registered the split sample analysis approach. In this second part of the pre-analysis plan, we focus on hypotheses, composite measures construction, and analysis strategy for the hold out dataset.

<u>Analysis Plan for Hold Out Dataset</u>

Analysis strategy 1

Hypotheses

Primary confirmatory hypotheses:
- In line with our second hypothesis in the Hybrid Pre-Analysis Plan 1, we hypothesize that participants will report higher **trust** (as an other-focused measure) in the Interdependent Initiative condition than in Independent Initiative condition.

Secondary confirmatory hypotheses:
- In line with our second hypothesis in the Hybrid Pre-Analysis Plan 1, we hypothesize that participants will report higher **social standing** (as an other-focused measure) in the Interdependent Initiative condition than in Independent Initiative condition (e.g., how much they feel other people will follow their opinion).
- In line with our second hypothesis in the Hybrid Pre-Analysis Plan 1, we hypothesize that, when asked to describe open-endedly how they anticipate they will be seen by their family and community when pursuing their economic activities, participants will be less likely to anticipate negative **reputational consequences** (as an other-focused measure) in the Interdependent Initiative condition than in Independent Initiative condition.

For these confirmatory hypotheses, we will run one-sided tests in the directions specified, given power calculations described in the Hybrid Pre-Analysis Plan 1. We will also run two-sided tests as a more conservative measure.

All other measures will be analyzed as exploratory.

Construction of measures
- Economic—Business intentions and feelings and investment intentions (Index variable: 'omnibus_econ_bus')
  - Hypothetical economic behaviors: Sum of choices (0/1) to engage economically across four vignettes (vig.advocate + vig.pursue + vig.seek + vig.ask2 = vig.act (0-4 choices))
  Instructions: "You saw Amina's story. Now, I'd like you to imagine a few stories about yourself developing your activities through the business and life skills training over the coming months. In this section, I will pose a series of hypothetical situations, and I would like to ask you how you would respond if these situations happen in the course of developing your activities."

- Vignette 1 (vig2.gen.do1): Imagine that, in one year from now, you have developed a new activity, perhaps in commerce or in agriculture. One week, you earn 5500 CFA in profits. Imagine that you wanted to use this profit to reinvest in your new activity further because it seems to be profitable. However, your husband demands that he use the 5500 CFA for investment in his own idea for his own activity. You think that your idea for your investment will be more profitable for your household than his idea. Would you demand that your husband listens to you and understand why your choice of activity is better or would you give him the money without this demand? (1 = I would give him the money immediately 2 = I will hesitate to give him the money 3 = I will talk to him before giving him the money 4 = I will talk to him and not give him the money) (vig.advocate = 3 or 4)
- Vignette 2 (vig1.fit.do): Now we have another hypothetical situation. In this story, imagine that you learned that you could become a traveling saleswoman of manufactured products and earn (randomize: 1000, 2000, 3000, 4000, 5000, 6000) FCFA on average per week in revenues. Imagine that some people in your village, including your parents, in the past have looked down upon/see poorly women who are traveling saleswomen. Which of these will you do in this situation? (1 = I will not propose this idea to them and will not pursue this work, 2 = I will propose this idea and may pursue this work, 3 = I will not propose this idea to them and will pursue this work) (vig.pursue = 2 or 3)
- Vignette 3 (vig3.ieff.seek): Now, as a beneficiary, you will be getting 10,000 CFA each month for the next few months. Imagine you were to save some of this each month so that, in six months from now, you could make an investment to grow your activities like Amina did. Would you talk to anyone else to seek out information on which activities you should develop and how? For example, this might be to learn skills for a new activity, to introduce you to a new vendor, or to find credit. (1 = No definitely, not talk to anyone 2 = No not talk to anyone 3 = Yes talk to other people 4 = Yes definitely talk to other people) (vig.seek = 4)
- Vignette 4 (vig4.ieff.do1): You will start your business and life skills training in the coming weeks. You will have the opportunity to ask the teacher questions about your plans for managing your finances and developing your activities. Will you ask your teacher questions about your personal activities during the trainings? (1 = No, definitely not 2 = No, probably not 3 = Yes, probably yes 4 = Yes, definitely yes) (vig.ask2 = 3 or 4)

o Feelings related to the economic behavior vignettes. We will create one index called 'feelings' that is an average of the four sub-indices and analyze both the overall index as well as the sub-indices:
  - Confident: For 3 economic scenarios where the question was applicable, participants were asked "When you think about having this conversation … which word describes how you feel?" Confident or unsure in my capabilities to succeed in my business (1=Very sure to 4 = Very unsure) (reverse-coded)
  - Proud: For 4 economic scenarios where the question was applicable, participants were asked "When you think about having this conversation … which word describes how you feel?" Ashamed or self-satisfied/proud (1=Very ashamed to 4=Very self-satisfied) (reverse-coded)
  - Generous: For 3 economic scenarios where the question was applicable, participants were asked "When you think about having this conversation …

which word describes how you feel?" Selfish or generous (1=Very selfish to 4=Very generous)

- Harmonious: For 2 economic scenarios where the question was applicable, participants were asked "When you think about having this conversation … which word describes how you feel?" The conversation will be conflictual or peaceful (1=Very much will bring conflict to 4=Very much will bring peace)
- Note: Given that a majority (70-90%) of respondents were at ceiling (value of 4), we will test robustness through constructing these variables as binary (1=value of 4, 0=value <4)

- Investment intentions: Future-oriented investments in hypothetical budget allocation (budget.econ): Amount out of 6500 CFA generated in surplus profits that participant would invest in savings plus would invest in her business (as compared to food, school fees, community projects or other self-described purchases)
  - *Now imagine that your activities were going well and you were able to earn 6500 CFA at the market one week. I'd like to ask you about different ways you might use this money. How much of the 6500 CFA would you save to invest in your activities? (0-13 billets of 500 CFA)*
  - *How much of the 6500 CFA would you save to save in a tontine, savings group, or savings box in case of emergencies? (0-13 billets of 500 CFA)*

- Economic—Normative program expectations
  - Positive ASP program expectations: average of 4 items ('prog_expectations')
    - Number out of 10 ASP participants who will increase their profits and achieve 6000 CFA or more per week
    - Number out of 10 ASP participants who will increase their profits and achieve 6000 CFA or more per week if they plan
    - Number out of 10 ASP participants who will increase their profits and achieve 6000 CFA or more per week if they have good relationships with their family
    - Number out of 10 ASP participants who will attend all attend all sessions of the ACV/GERME life skills and business trainings

- Anticipated mobility / future expectations ('mobility')
  - Expected future socioeconomic status: average of 2 items (exp.you2, exp.you3)
    - *Now, this is a ladder of socioeconomic status. At the top of the stairs are people who have the most means, the most education, and the most respected activities (point). At the bottom are the lowest status people who have the least money, the least education, and the least respected jobs or who do not have a job. In two years, do you think your position will increase, decrease, or stay the same on the stairs? Which step will you be on?*
    - *When your youngest daughter or grand-daughter is 30 years old, on which step do you think she will be in terms of her means, her level of education, and respectable activities?*

- Other-focused items: Social trust, norms, support, standing, and reputational consequences (Index variable: 'social omnibus'):
  - Trust: single item (for.trust)
    - *Out of 10 people in your region, how many people are good and trustworthy vs. bad and untrustworthy?*
  - Social standing: average of 5 items (exp.you, fit.popu.you, fit.suivi.you, fit.suivi.you2, fit.femm.you)
    - *Now, this is a ladder of socioeconomic status. At the top of the stairs are people who have the most means, the most education, and the most respected*

activities (point). At the bottom are the lowest status people who have the least money, the least education, and the least respected jobs or who do not have a job. At this moment, on which level do you feel that you are?

- *Now, the stairs represent how popular or regarded people are in their community. In the top (pointer) there are people who are the most popular and well regarded. At the bottom are people who are the most unpopular and poorly regarded. On which level do you feel that you are?*
- *Now, the stairs represent how much your opinion is followed in the community. In the top (pointer) there are the people whose opinion is most followed in the community, and in the bottom (point) there are the people whose opinion is the least followed. On which level do you feel that you are?*
  - *In two years, do you think your position will increase, decrease, or stay the same on the stairs? Which step will you be on?*
- *For this question, the stairs represent how good people in your village are in terms of the qualities and behavior they model for their children. There are people who model perfect behavior and perfectly show important values. On the other hand, there are people who show poor behavior and who do not show important values (point to the bottom). On which level do you feel that you are?*

- o Gender norms: average of 3 items ('norms': for.int.1, for.ieff.loan.oth, for.gen_r)
  - *Out of 10 women who want to become street vendors, how many of them will be supported by their parents versus not taken seriously?*
  - *To develop their activities, women often need to ask for loans from others. How many out of 10 beneficiaries do you think would be given money from the person they asked?*
  - *Many women in your region have husbands who demand that their wives give them all their earnings from their activities without question. How many out of 10 beneficiaries will give their husbands all of their earnings without question vs advocate for using their money in the way they think is best?*
- o Social/financial support from others: average of 2 items (standardized) ('support': for.ieff.loan.you, aff.ieff)
  - *If you were to ask 10 people for money within the next month so that you could make your investments, how many of them do you think would say yes?*
  - *You can count on financial help from the women in your savings group when you encounter difficulties.*
- o Reputational consequences: Respondents were asked to describe open-endedly how they anticipate they will be seen by their family and community when pursuing their economic activities and were asked to report two ways they might be seen by each group. Responses were then classified by enumerators as positive, negative, or unclear. We assess anticipated negative reputational consequences as a binary variable of whether respondents reported anticipating any negative consequences across these four questions (two possible responses for family, two possible responses for community) (oth.view.neg.bin)
  - *Now please think about the steps you will take to develop your own activities. How do you think you will be seen by others in your family [/community] as you take steps to develop your activities? (Enumerator classifies each response as 1 positive, 2 negative, 3 indifferent, or 4 no response)*

- Self-beliefs:
  - o Self-efficacy: sum of 3 items (aff.seff1, aff.seff2/ros4, aff.seff3)

- You can stay calm when you face difficulties because you have the ability to adapt.
- You trust that you are able to cope well with unexpected events.
- You are able to do things as well as most people.

- Investment in community / prosociality: average of 2 items (standardized) (pref.trust, pref.trust.2) (prosocial)
  - *If an NGO were considering giving 170,000 CFA to your village, how much would you advise it to give out to individual households vs to fund community projects (health expenses, school, wells)? (0-170,000 CFA)*
  - *Now imagine that your activities were going well and you were able to earn 6500 CFA at the market one week. I'd like to ask you about different ways you might use this money. How much of the 6500 CFA would you give to a fund for community projects, if your community had such a fund? (0-13 billets of 500 CFA)*
- Beliefs about the role models (eval.ami):
  - Assessment of role model Amina (average across ratings of her morality, respect, social standing, economic mobility using the stairs visual aid), which are the same wording as for 'social standing' and 'anticipated mobility' items above. Note that this measure had relatively poor properties, with over 50% of respondents being at ceiling (rating of 10) and the coefficient of variation being very low at 8.8%.

We will also analyze additional in-depth questions related to economic decision-making on an exploratory basis.

Analytic model

Our main specification is:

$$Y_i = \beta_0 + \beta_1 \text{T.Interpersonal}_i + \varepsilon_i$$

Y_i refers to the variables listed above for individual *i*. T.Interpersonal*i*, indicates assignment to the "interpersonal initiative" intervention (compared to T.Personal).

- Covariates: These will include only those used for stratification (timing of the ASP training activities (Early: February-March / Late: April), the ASP treatment arm (Complete: all components / Social: all except cash transfer), participation in a prior ASP baseline survey (Y/N), and saturation of treatment assignment within a group (25%, 50%, 75% of group treated)). We will not include commune, relationship to the head of household, or household size because (a) these covariates are not retained in a lasso model predicting primary variables (i.e., they do not provide meaningful predictive power for the primary variables) and (b) these covariates are not used in endline analyses.
- Standard errors will not be clustered.

Other notes: We may also analyze results on the full dataset, in addition to the 65% hold out sample. This may in particular be helpful for moderation analyses which require greater power.