

Soft and Hard Commitment Devices to Increase HIV Testing: Descriptive Statistics

September 2019

1 Distribution of control variables

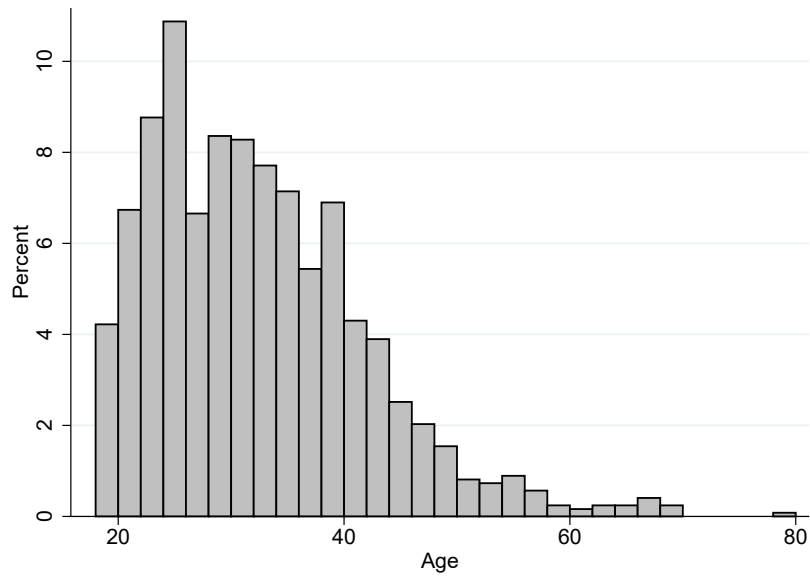


Figure 1 – Histogram age

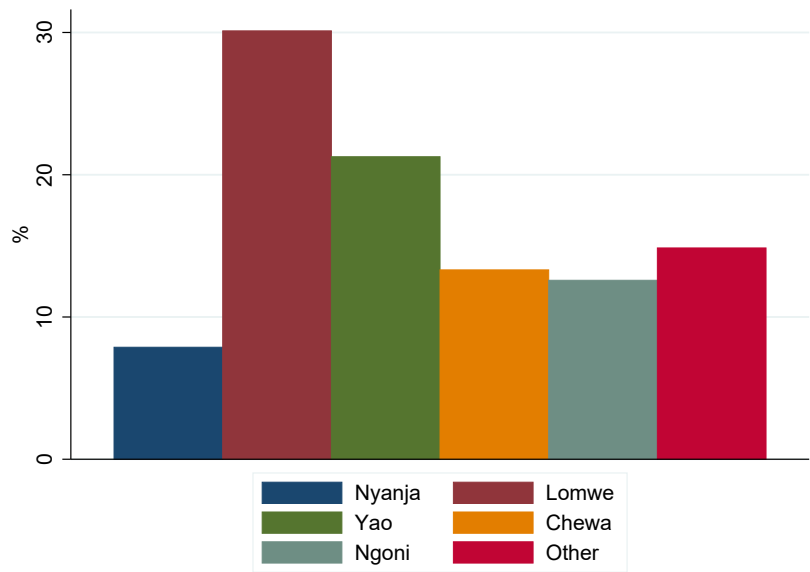


Figure 2 – Ethnicity of respondents

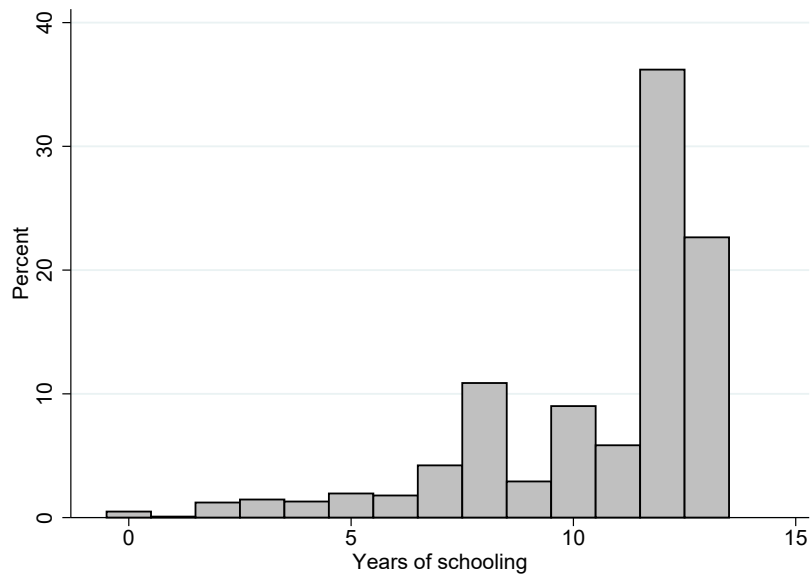


Figure 3 – Education of respondents (note: 13 is “College or more”)

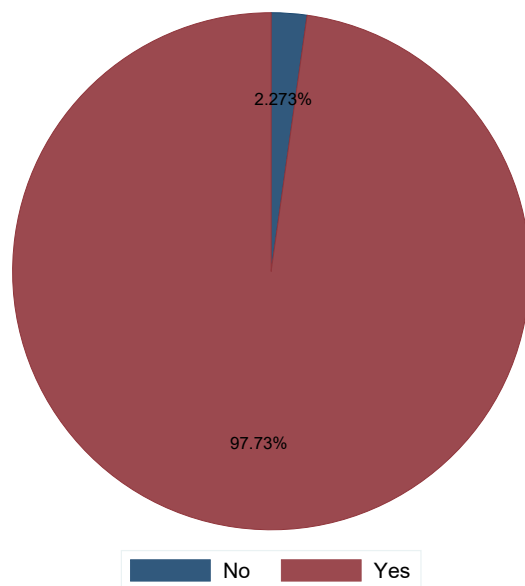


Figure 4 – Literacy

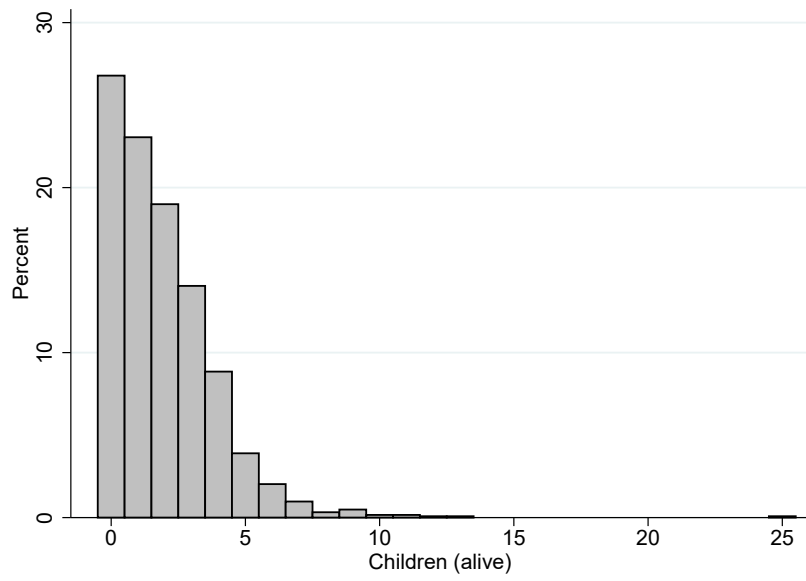


Figure 5 – Histogram number of children

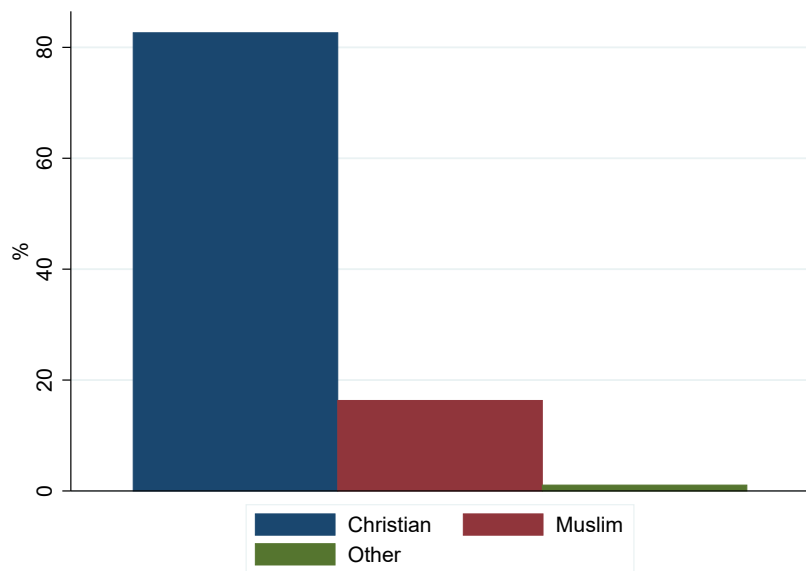


Figure 6 – Religion

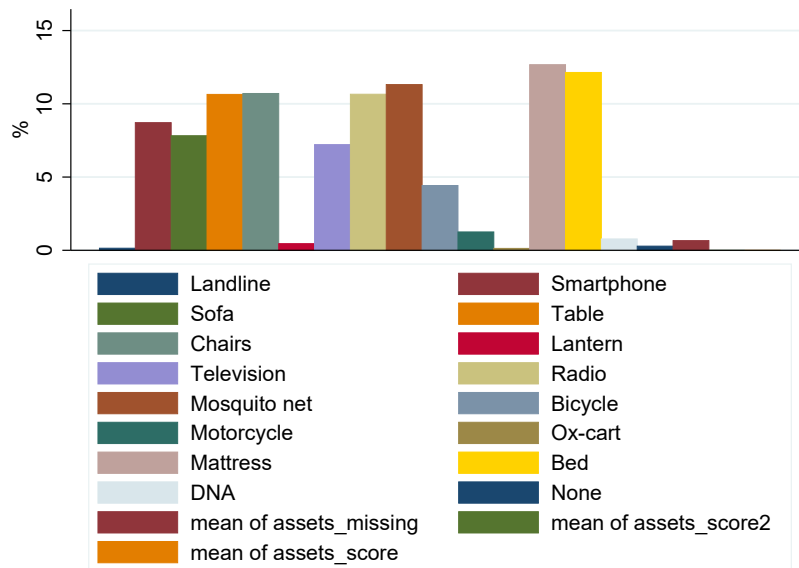


Figure 7 – Assets

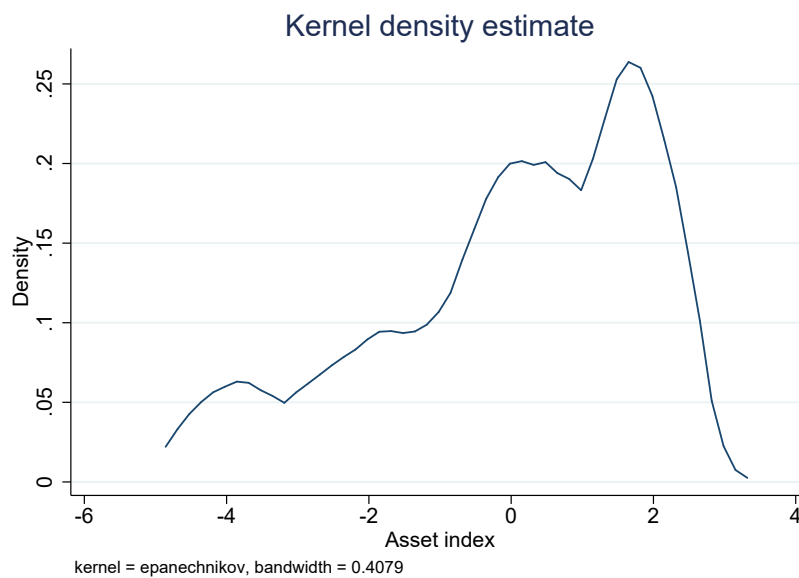


Figure 8 – Kernel density plot of asset index

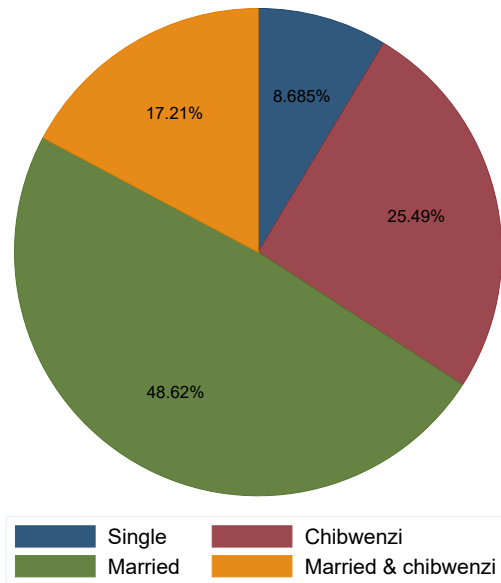


Figure 9 – Marital status

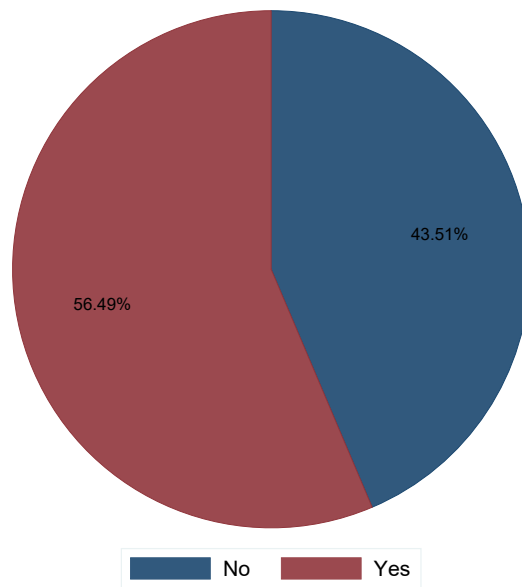


Figure 10 – Had sex during the past 7 days

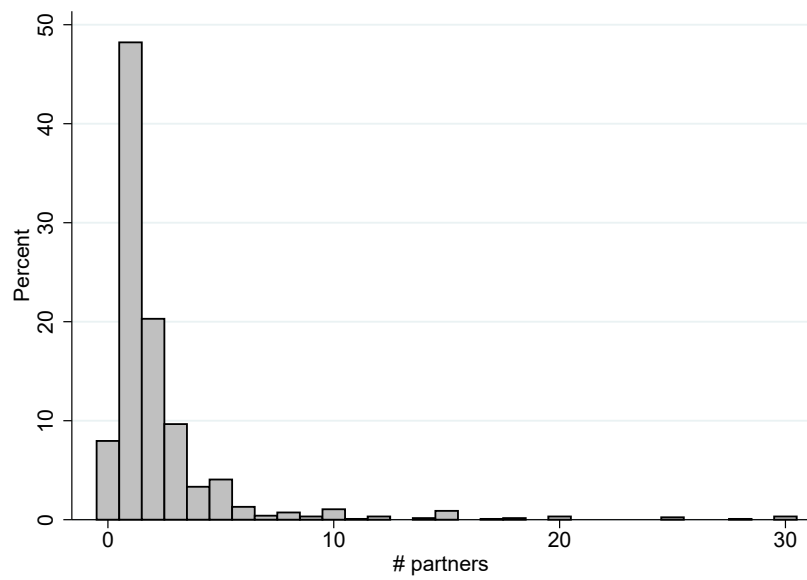


Figure 11 – Number of partners during the last 12 months

Table 1 – Willing to test here now versus plan to test in the future

testherenow	planfuturetest		Total
	No	Yes	
No	31	125	156
Yes	42	1,052	1,094
Total	73	1,177	1,250

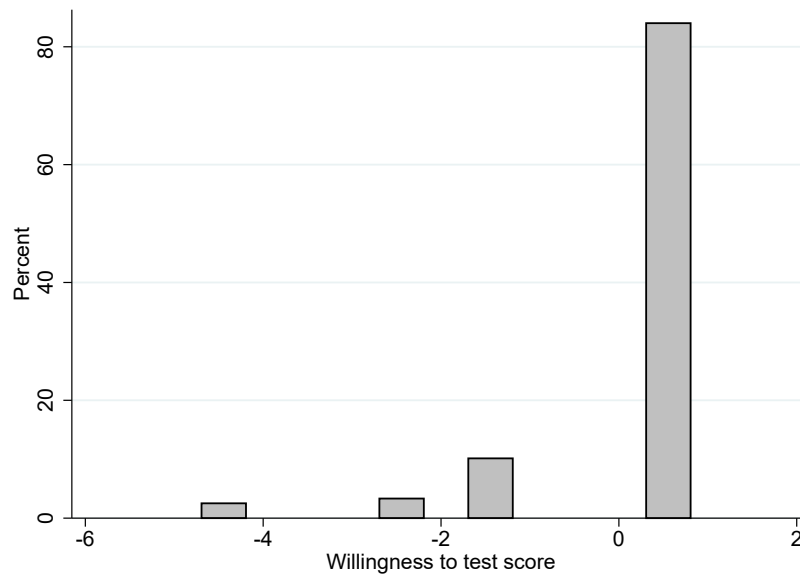


Figure 12 – Willingness to test in the future (1st component of PCA)

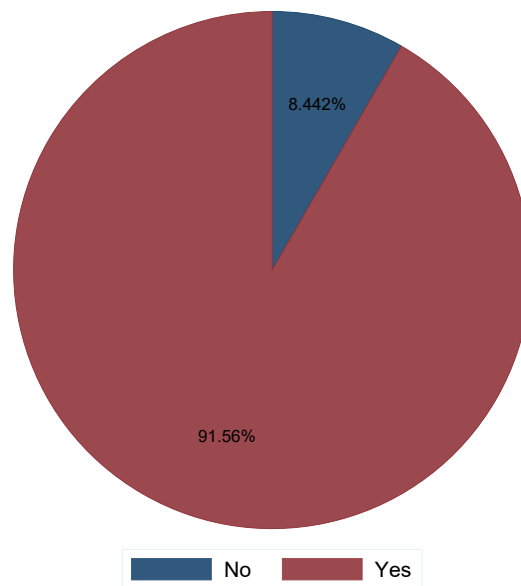


Figure 13 – Ever tested in the past

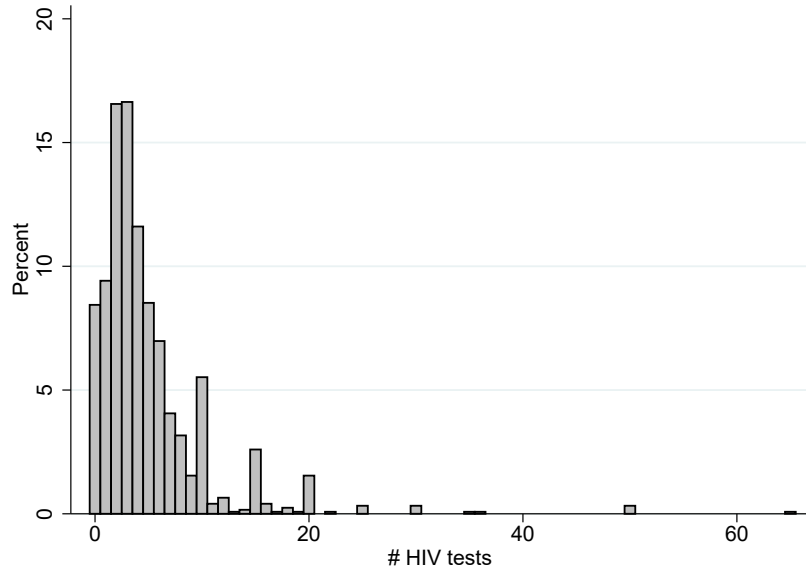


Figure 14 – Number of times tested since born

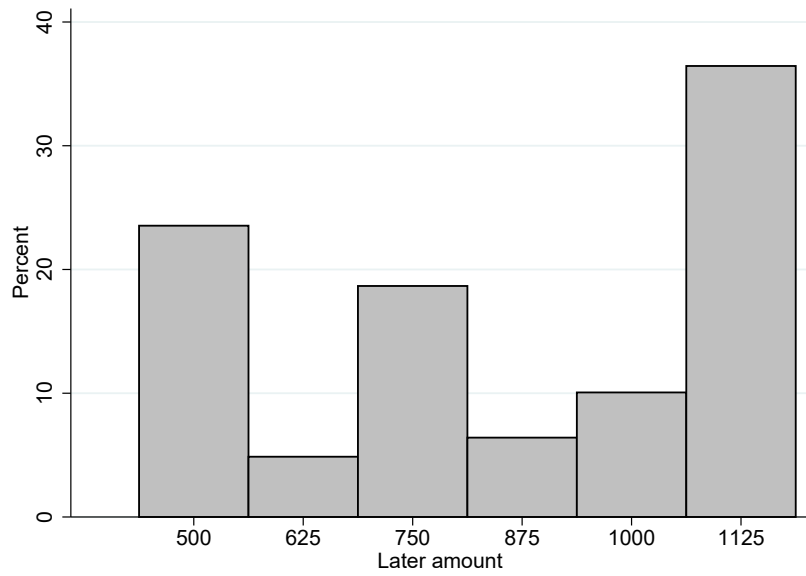


Figure 15 – Time preferences - “later” amount that causes the respondent to tip over from “now” to “later”, and equal to 1125 for those who always prefer money now

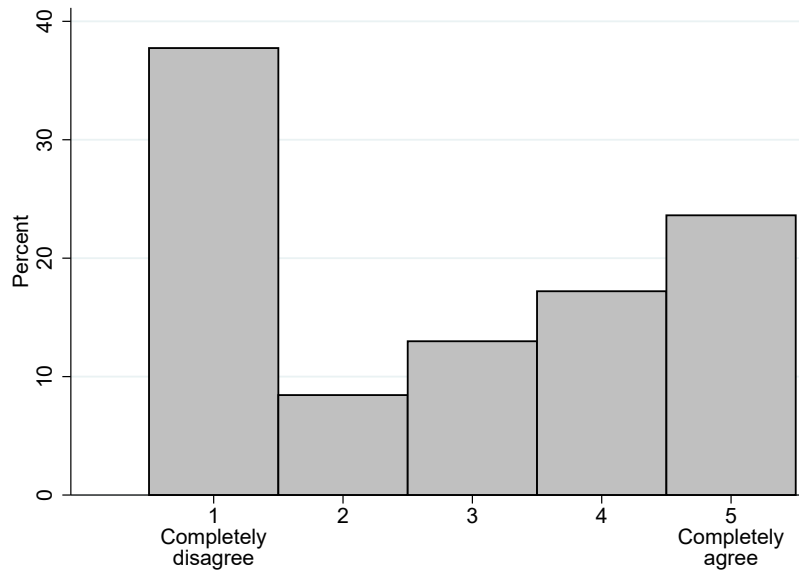


Figure 16 – Time preferences - On a scale from 1 to 5 where 1 means completely disagree and 5 means completely agree, how much do you agree with the following statement? “I live for today and do not think about tomorrow”

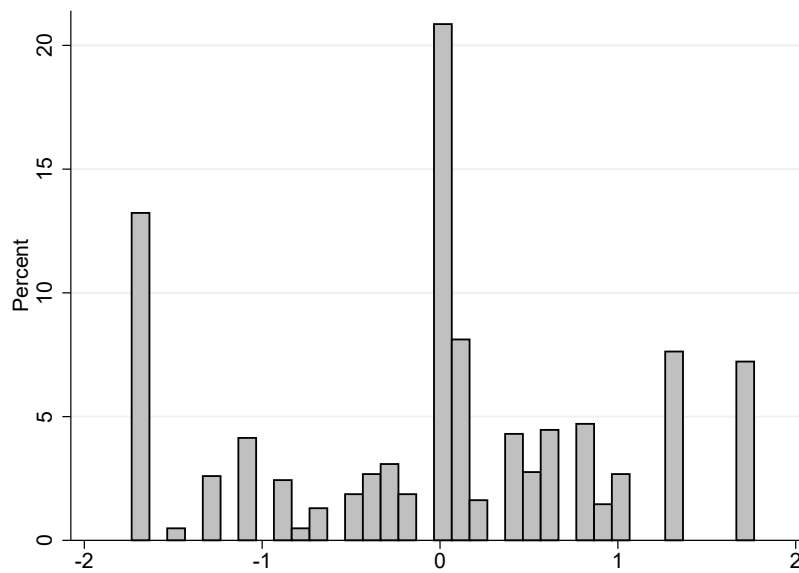


Figure 17 – Time preferences index (pca)

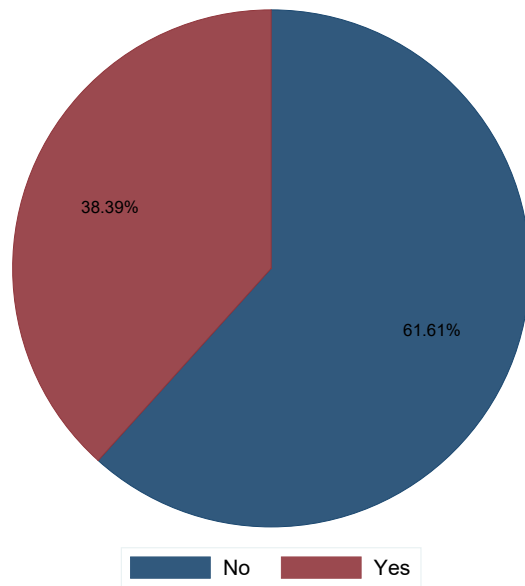


Figure 18 – Are you someone that has been postponing HIV testing? (string variable manually coded - 32 observations dropped)

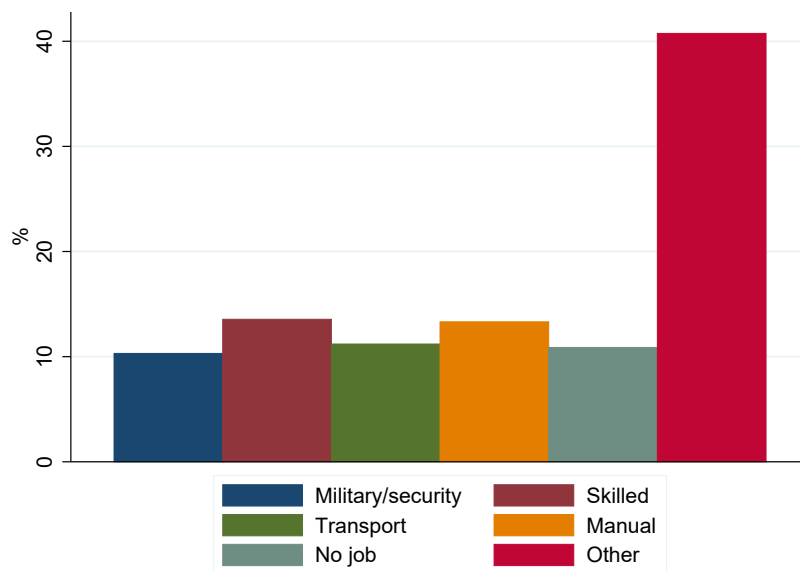
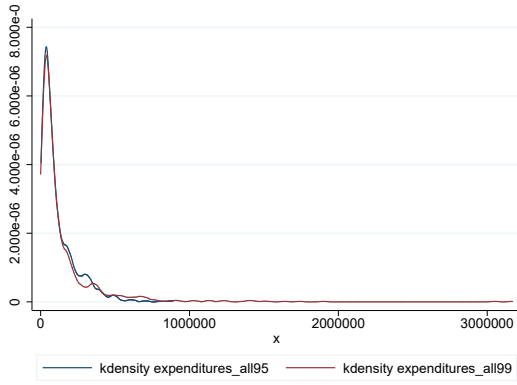
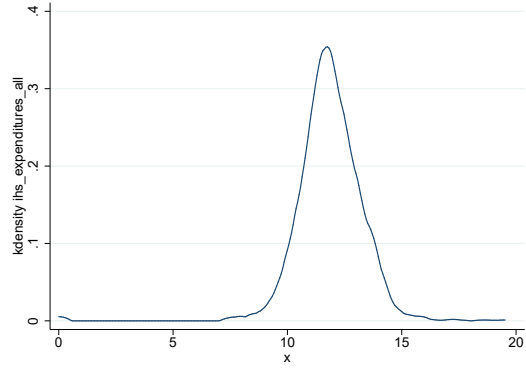


Figure 19 – Main occupation of the respondent

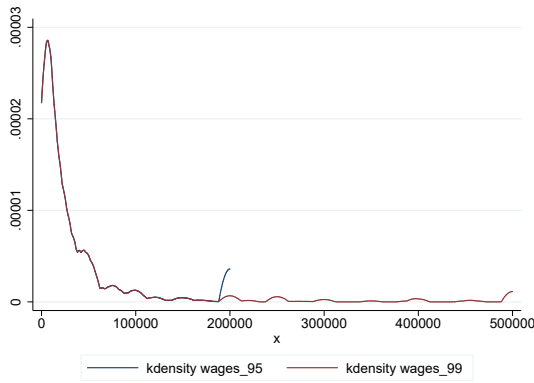


(a) Winsorizing 95% and 99%

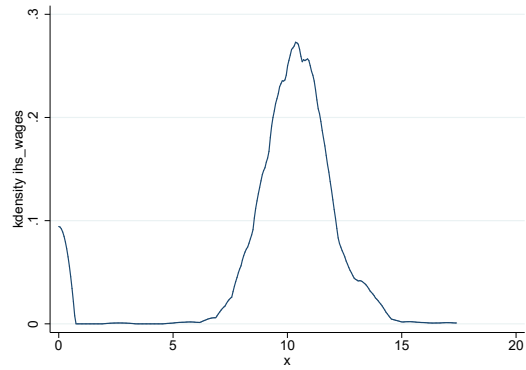


(b) Inverse hyperbolic sine

Figure 20 – Expenditures (winsorizing versus inverse hyperbolic sine)



(a) Winsorizing 95% and 99%



(b) Inverse hyperbolic sine

Figure 21 – Wages (winsorizing versus inverse hyperbolic sine)

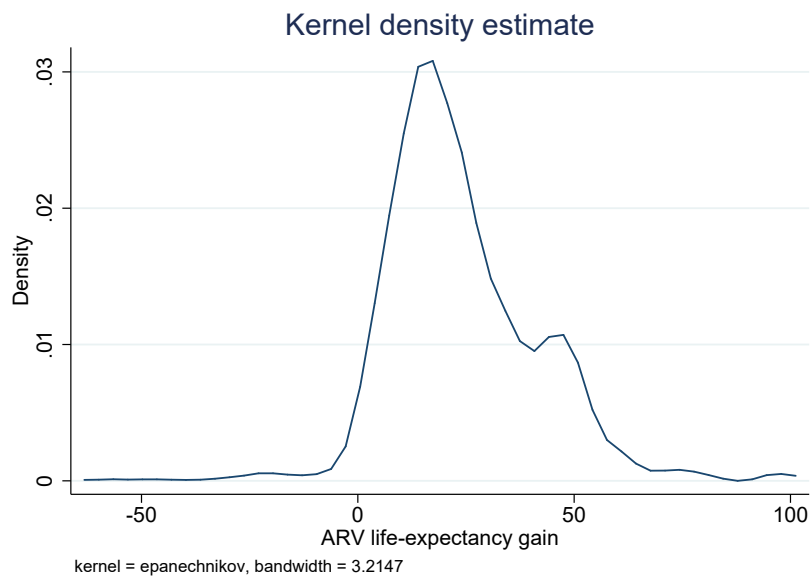


Figure 22 – Life-expectancy gains with ART

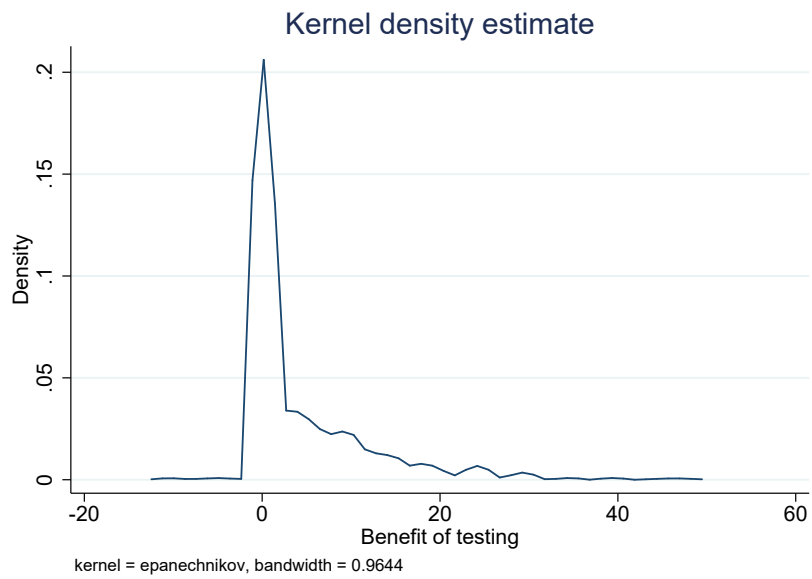


Figure 23 – Benefits of testing in terms of life-expectancy gains

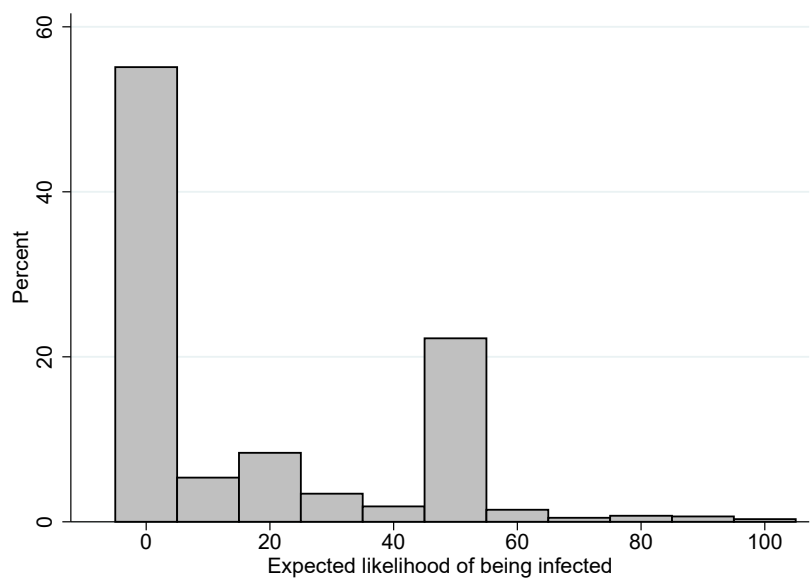


Figure 24 – Perceived probability of being HIV+

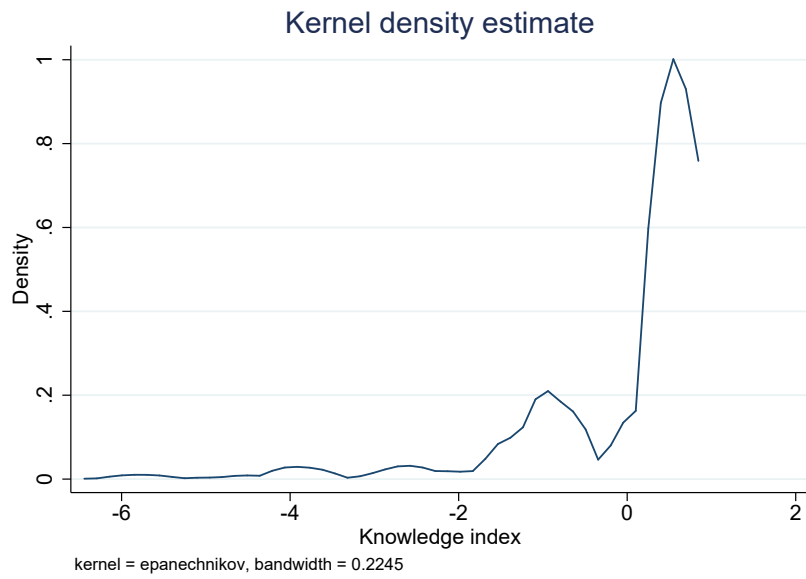


Figure 25 – Knowledge about HIV index

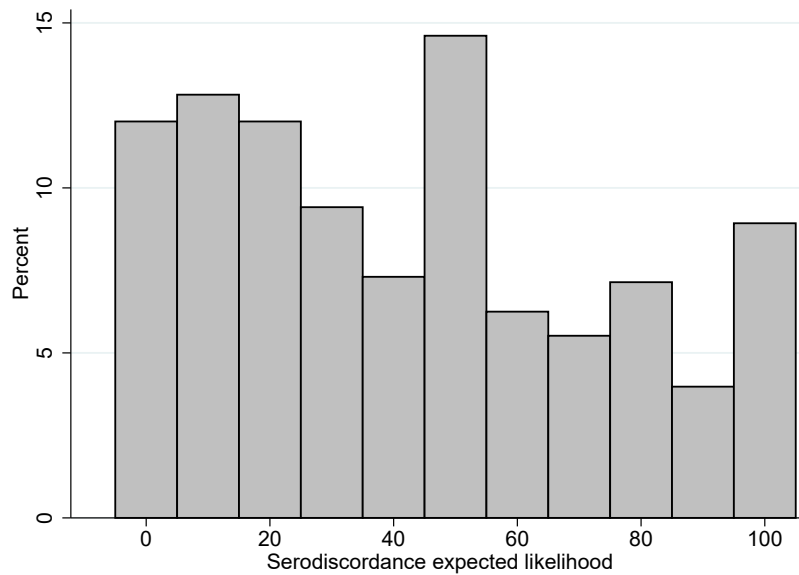


Figure 26 – Answer to the question: “Think of 100 women who are HIV positive. How many of their husbands do you think are HIV negative?”

2 Assignment to study arms

Table 2 – Sample size for each study arm

Hard commitment device	Soft commitment device (appointments)		Total
	No	Yes	
Reject chikole, randomized out	138	160	298
Accept chikole, randomized out	163	169	332
Reject chikole, randomized in	141	168	309
Accept chikole, randomized in	154	139	293
Total	596	636	1,232

3 Predictive power of control variables

- In Columns (1) and (2), the dependent variable is the past testing dummy.
- In Columns (3) and (4), the dependent variable captures the number of times respondents tested in the past.
- We compare a long and a short list of control variables and fixed effects. The short list corresponds to variables that are statistically significant in column (1). Control variables related to testing are dropped from the list of control for this regression.
- When comparing columns (1) and (2), the adjusted- R^2 does not change much, which suggests that the short list of control might be sufficient.

Table 3 – Predictive power of control variables

	(1)	(2)	(3)	(4)
	Past testing dummy	Past testing dummy	Past testing (#)	Past testing (#)
Hard-commitment device	0.00800 (0.0156)	0.0112 (0.0153)	-0.0765 (0.293)	-0.0788 (0.293)
Soft-commitment device	-0.00486 (0.0150)	-0.00247 (0.0150)	0.290 (0.326)	0.342 (0.329)
Age	-0.00273* (0.00152)	-0.00240** (0.00113)	-0.0331 (0.0318)	0.0310 (0.0318)
Literacy dummy	0.144** (0.0672)	0.175** (0.0703)	0.676 (0.878)	1.196* (0.724)
Married	0.0935*** (0.0270)	0.0975*** (0.0200)	-0.689 (0.790)	0.0229 (0.516)
Willingness to test index	0.0391*** (0.0100)	0.0401*** (0.0101)	0.506*** (0.107)	0.530*** (0.108)
Tendency to postpone testing	-0.0905*** (0.0207)	-0.0901*** (0.0208)	-1.882*** (0.351)	-1.983*** (0.344)
ARV life-expectancy gain	-0.00210*** (0.000548)	-0.00196*** (0.000544)	-0.0255*** (0.00948)	-0.0234** (0.00961)
Proba. of being HIV+	-0.00138*** (0.000394)	-0.00146*** (0.000393)	-0.0224*** (0.00581)	-0.0224*** (0.00569)
Opt-in hard commitment device	0.00909 (0.0174)	0.00815 (0.0172)	0.838** (0.347)	0.768** (0.335)
Ethnicity = nyanja	-0.0916** (0.0394)		-0.768 (0.703)	
Ethnicity = lomwe	-0.0182 (0.0237)		0.0498 (0.477)	
Ethnicity = yao	0.0221 (0.0309)		-0.0985 (0.580)	
Ethnicity = chewa	-0.0281 (0.0295)		-0.460 (0.577)	
Ethnicity = ngoni	-0.00481 (0.0291)		-0.574 (0.606)	
Years of education	0.00449 (0.00366)		0.0992 (0.0932)	
# children	-0.000856 (0.00660)		0.369 (0.344)	
Religion = muslim	-0.0408 (0.0252)		-0.157 (0.482)	
Religion = other	0.0318 (0.0763)		0.919 (1.412)	
Asset index	0.00828 (0.00533)		0.0121 (0.118)	
Girlfriend	-0.00407 (0.0188)		-0.207 (0.331)	
# had sex last week	0.00856 (0.0188)		0.116 (0.342)	
# partners last 12 months	-0.00260 (0.00306)		0.0193 (0.0468)	
Live for today	0.00871 (0.00617)		0.0993 (0.113)	
Occupation in military/police/security	0.0522** (0.0240)		1.700*** (0.540)	
Occupation in skilled activity	0.00477 (0.0261)		-0.0361 (0.517)	
Occupation in transport sector	0.00502 (0.0270)		-0.151 (0.534)	
Occupation in manual activity	-0.0135 (0.0260)		0.288 (0.561)	
No occupation/student	-0.00474 (0.0338)		-0.465 (0.516)	
Expenditures (ihs)	-0.00449 (0.00547)		0.125 (0.111)	
Wages (ihs)	-0.00226 (0.00725)		0.325** (0.138)	
Dummy = 1 if Wage = 0	-0.0247 (0.0797)		3.106** (1.388)	
Knowledge index	0.000959 (0.00758)		-0.0622 (0.125)	
Proba. of serodiscordance	0.0000676 (0.000282)		0.00948* (0.00504)	
N	1232	1232	1232	1232
r2	0.179	0.158	0.195	0.166
r2.a	0.121	0.117	0.139	0.125
pvalue_f_all	0	0	0	0
pvalue_f_controls	0	0	0	0
pvalue_f_usernamefe	.06	.07	0	0
pvalue_f_enddayfe	.28	.44	.06	.02
pvalue_f_clinicfe	.67	.6	0	0
pvalue_f_ethnic	.1		.6	
pvalue_f_religion	.25		.75	

4 Balance table

Results of omnibus tests:

- OLS for the hard commitment device intervention:
 - Extensive list of control variables and enumerator FE, clinic FE, and day FE: p-value of chi-square test = 0.31.
 - Short list of control variables and only enumerator FE and clinic FE: p-value of chi-square test = 0.78.
- OLS for the soft commitment device intervention (appointments):
 - Extensive list of control variables and enumerator FE, clinic FE, and day FE: p-value of chi-square test = 0.16.
 - Short list of control variables and only enumerator FE and clinic FE: p-value of chi-square test = 0.12.

Table 4 – OLS regressions to assess the balance between the treatment and control arms - long list of control variables and FE

	(1) c vs. hard	(2) c vs. soft	(3) c vs t1	(4) c vs t2	(5) c vs t3
Age	-0.00421 (0.00260)	-0.00427* (0.00258)	-0.00239 (0.00399)	-0.00916** (0.00379)	-0.00470 (0.00396)
Ethnicity = nyanja	0.0299 (0.0660)	-0.0171 (0.0662)	0.0471 (0.0991)	0.0379 (0.0991)	0.0570 (0.0968)
Ethnicity = lomwe	-0.0225 (0.0477)	-0.0110 (0.0472)	-0.0205 (0.0716)	0.00203 (0.0693)	-0.0305 (0.0707)
Ethnicity = yao	-0.0374 (0.0557)	-0.0241 (0.0555)	-0.0886 (0.0864)	-0.0729 (0.0845)	-0.0676 (0.0811)
Ethnicity = chewa	-0.105* (0.0577)	-0.0486 (0.0569)	-0.161* (0.0854)	-0.118 (0.0835)	-0.142* (0.0841)
Ethnicity = ngoni	-0.0389 (0.0571)	-0.0459 (0.0572)	-0.0565 (0.0841)	-0.108 (0.0817)	-0.0872 (0.0833)
Years of education	-0.00592 (0.00700)	0.00556 (0.00706)	-0.00907 (0.0106)	0.0101 (0.0102)	-0.00116 (0.0105)
Literacy dummy	-0.124 (0.105)	-0.0448 (0.108)	-0.111 (0.158)	0.0380 (0.181)	-0.180 (0.148)
# children	-0.00429 (0.0113)	0.00995 (0.0117)	-0.0125 (0.0194)	0.0174 (0.0167)	0.00465 (0.0184)
Religion = muslim	-0.0565 (0.0483)	0.0103 (0.0491)	0.00281 (0.0726)	0.0843 (0.0724)	-0.0616 (0.0730)
Religion = other	-0.0619 (0.160)	-0.146 (0.142)	0.00123 (0.186)	-0.00128 (0.178)	-0.231 (0.234)
Asset index	0.00179 (0.0101)	-0.00477 (0.0100)	-0.0155 (0.0154)	-0.0274** (0.0138)	-0.0170 (0.0155)
Married	0.114** (0.0460)	0.0634 (0.0452)	0.0971 (0.0691)	0.0614 (0.0603)	0.173** (0.0676)
Girlfriend	0.0720** (0.0352)	0.00230 (0.0353)	-0.0271 (0.0513)	-0.0857* (0.0499)	0.0641 (0.0515)
# had sex last week	-0.0444 (0.0354)	0.0295 (0.0351)	-0.0257 (0.0528)	0.0648 (0.0487)	-0.0145 (0.0526)
# partners last 12 months	-0.000319 (0.00474)	0.00264 (0.00453)	0.0113 (0.00731)	0.0109** (0.00539)	0.00252 (0.00830)
Willingness to test index	0.0181 (0.0141)	-0.0127 (0.0143)	-0.00342 (0.0219)	-0.0212 (0.0204)	0.00757 (0.0232)
Live for today	0.0269** (0.0115)	0.0261** (0.0116)	0.0419** (0.0171)	0.0396** (0.0163)	0.0502*** (0.0168)
Tendency to postpone testing	-0.0279 (0.0347)	0.0625* (0.0345)	-0.0122 (0.0527)	0.0642 (0.0494)	0.0290 (0.0510)
Occupation in military/police/security	0.0771 (0.0594)	0.0602 (0.0590)	0.194** (0.0878)	0.198** (0.0947)	0.150* (0.0828)
Occupation in skilled activity	-0.0359 (0.0514)	0.0771 (0.0497)	0.0404 (0.0800)	0.148** (0.0699)	0.0167 (0.0746)
Occupation in transport sector	-0.0418 (0.0519)	0.0269 (0.0534)	0.00146 (0.0768)	0.0429 (0.0734)	-0.0260 (0.0818)
Occupation in manual activity	-0.0743 (0.0473)	0.0474 (0.0487)	0.00447 (0.0731)	0.119* (0.0670)	-0.0324 (0.0727)
No occupation/student	0.0463 (0.0575)	0.0448 (0.0568)	0.142* (0.0844)	0.0956 (0.0783)	0.0844 (0.0869)
Expenditures (lhs)	-0.0179 (0.0129)	-0.00200 (0.0133)	0.0144 (0.0175)	0.0309* (0.0170)	-0.0140 (0.0193)
Wages (lhs)	-0.00482 (0.0132)	-0.0154 (0.0133)	-0.0266 (0.0198)	-0.0317* (0.0179)	-0.0209 (0.0216)
Dummy = 1 if Wage = 0	-0.0472 (0.146)	-0.235 (0.148)	-0.263 (0.224)	-0.426** (0.205)	-0.294 (0.237)
ARV life-expectancy gain	-0.000389 (0.000930)	0.000969 (0.000967)	-0.000599 (0.00146)	0.00155 (0.00130)	0.000666 (0.00137)
Proba. of being HIV+	0.000437 (0.000665)	0.000138 (0.000677)	0.00132 (0.00104)	0.00119 (0.000998)	0.000311 (0.000985)
Knowledge index	-0.000683 (0.0134)	0.00990 (0.0128)	0.0129 (0.0205)	0.0184 (0.0190)	0.00688 (0.0183)
Proba. of serodiscordance	0.000295 (0.000518)	0.000217 (0.000523)	0.00131* (0.000771)	0.00101 (0.000733)	0.000751 (0.000766)
Opt-in hard commitment device	-0.0599* (0.0327)	-0.0673** (0.0321)	-0.0300 (0.0483)	-0.0464 (0.0467)	-0.126*** (0.0476)
Past testing dummy	0.0345 (0.0588)	-0.0310 (0.0565)	0.0659 (0.0890)	-0.00953 (0.0752)	0.0140 (0.0902)
Past testing (#)	-0.00114 (0.00292)	0.00310 (0.00316)	-0.0000946 (0.00427)	0.00406 (0.00479)	0.00169 (0.00500)
N	1232	1232	596	630	608
r2	0.0605	0.0628	0.121	0.160	0.131
r2_a	-0.00572	-0.00325	-0.0179	0.0356	-0.00326
pvalue_f_all	.31	.16	.02	0	0
pvalue_f_controls	.09	.36	.12	0	.01
pvalue_f_usernamefe	.48	.77	.8200000000000001	.6900000000000001	.37
pvalue_f_enddayfe	.84	.14	.8100000000000001	.24	.62
pvalue_f_clinicfe	.17	.78	.55	.08	.52

Standard errors in parentheses
* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Table 5 – OLS regressions to assess the balance between the treatment and control arms
- short list of control variables and only enumerator FE

	(1) c vs. hard	(2) c vs. soft	(3) c vs t1	(4) c vs t2	(5) c vs t3
Age	-0.00166 (0.00185)	-0.00393** (0.00183)	-0.00483* (0.00269)	-0.00779*** (0.00255)	-0.00581** (0.00272)
Literacy dummy	-0.168* (0.0954)	-0.00960 (0.102)	-0.128 (0.146)	0.120 (0.166)	-0.207 (0.138)
Married	0.0474 (0.0370)	0.0718** (0.0360)	0.0738 (0.0554)	0.122** (0.0503)	0.126** (0.0535)
Willingness to test index	0.0188 (0.0140)	-0.0132 (0.0140)	-0.000173 (0.0212)	-0.0272 (0.0197)	0.00723 (0.0223)
Tendency to postpone testing	-0.0290 (0.0341)	0.0614* (0.0338)	-0.0139 (0.0507)	0.0778 (0.0486)	0.0272 (0.0486)
ARV life-expectancy gain	-0.000160 (0.000929)	0.00129 (0.000940)	-0.000464 (0.00144)	0.00162 (0.00125)	0.00122 (0.00132)
Proba. of being HIV+	0.000587 (0.000656)	-0.00000211 (0.000658)	0.00167 (0.00103)	0.000905 (0.000956)	0.000355 (0.000963)
Opt-in hard commitment device	-0.0526 (0.0324)	-0.0689** (0.0315)	-0.0351 (0.0473)	-0.0570 (0.0451)	-0.121*** (0.0464)
Past testing dummy	0.0469 (0.0578)	-0.0239 (0.0562)	0.0773 (0.0844)	-0.0293 (0.0764)	0.0242 (0.0857)
Past testing (#)	-0.00128 (0.00289)	0.00346 (0.00310)	0.000629 (0.00459)	0.00554 (0.00496)	0.00189 (0.00492)
N	1232	1232	596	630	608
r2	0.0355	0.0488	0.0707	0.101	0.0802
r2_a	-0.0114	0.00257	-0.0278	0.0119	-0.0151
pvalue_f_all	.78	.12	.44	0	.39
pvalue_f_controls	.26	.06	.54	.03	.06
pvalue_f_usernamefe	.92	.72	.9400000000000001	.48	.79
pvalue_f_enddayfe	.9400000000000001	.14	.66	.14	.8
pvalue_f_clinicfe	.31	.75	.73	.08	.7000000000000001

Standard errors in parentheses

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Table 6 – Short list of covariates - Differences expressed in standard deviation of the control group - randomization for the soft-commitment device (appointments)

Variable	(1)		(2)		T-test Difference (1)-(2)
	N	Mean/SE	N	Mean/SE	
Age	596	3.588 (0.044)	636	3.519 (0.041)	0.068
Literacy dummy	596	6.012 (0.037)	636	6.001 (0.037)	0.011
Married	596	1.359 (0.041)	636	1.416 (0.039)	-0.057
Willingness to test index	596	0.045 (0.039)	636	-0.042 (0.042)	0.087
Tendency to postpone testing	596	0.759 (0.041)	636	0.846 (0.041)	-0.087
ARV life-expectancy gain	596	1.386 (0.042)	636	1.483 (0.041)	-0.097*
Proba. of being HIV+	596	0.754 (0.040)	636	0.753 (0.040)	0.001
Opt-in hard commitment device	596	1.063 (0.041)	636	0.968 (0.040)	0.095*
Past testing dummy	596	3.488 (0.043)	636	3.471 (0.042)	0.016
Past testing (#)	596	0.854 (0.039)	636	0.879 (0.039)	-0.025

Notes: The value displayed for t-tests are the differences in the means across the groups. ***, **, and * indicate significance at the 1, 5, and 10 percent critical level.

Table 7 – Short list of covariates - Differences expressed in standard deviation of the control group - randomization for the hard-commitment device

Variable	(1)		(2)		T-test Difference (1)-(2)
	N	Mean/SE	N	Mean/SE	
Age	630	3.571 (0.043)	602	3.533 (0.042)	0.038
Literacy dummy	630	6.049 (0.031)	602	5.962 (0.043)	0.086*
Married	630	1.362 (0.040)	602	1.415 (0.040)	-0.053
Willingness to test index	630	-0.040 (0.042)	602	0.042 (0.040)	-0.083
Tendency to postpone testing	630	0.824 (0.041)	602	0.783 (0.041)	0.042
ARV life-expectancy gain	630	1.442 (0.041)	602	1.430 (0.042)	0.013
Proba. of being HIV+	630	0.727 (0.039)	602	0.781 (0.041)	-0.054
Opt-in hard commitment device	630	1.053 (0.040)	602	0.973 (0.041)	0.080
Past testing dummy	630	3.450 (0.044)	602	3.510 (0.041)	-0.059
Past testing (#)	630	0.876 (0.038)	602	0.857 (0.040)	0.019

Notes: The value displayed for t-tests are the differences in the means across the groups. ***, **, and * indicate significance at the 1, 5, and 10 percent critical level.

Table 8 – Short list of covariates - Differences expressed in standard deviation of the control group - four study arms

Variable	(1)		(2)		(3)		(4)		(5)		T-test Difference					
	N	Mean/SE	N	Mean/SE	N	Mean/SE	N	Mean/SE	N	Mean/SE	(1)-(2)	(1)-(3)	(1)-(4)	(2)-(3)	(2)-(4)	(3)-(4)
Age	301	3.639 (0.065)	295	3.535 (0.058)	329	3.509 (0.057)	307	3.531 (0.059)	1232	3.552 (0.030)	0.104	0.130	0.108	0.027	0.004	-0.022
Literacy dummy	301	6.044 (0.045)	295	5.979 (0.058)	329	6.053 (0.042)	307	5.946 (0.062)	1232	6.006 (0.026)	0.065	-0.009	0.098	-0.073	0.034	0.107
Married	301	1.324 (0.059)	295	1.394 (0.058)	329	1.397 (0.055)	307	1.436 (0.056)	1232	1.388 (0.029)	-0.070	-0.073	-0.112	-0.003	-0.042	-0.038
Willingness to test index	301	0.039 (0.054)	295	0.052 (0.058)	329	-0.113 (0.063)	307	0.033 (0.056)	1232	0.000 (0.029)	-0.013	0.151*	0.005	0.164*	0.018	-0.146*
Tendency to postpone testing	301	0.786 (0.059)	295	0.731 (0.058)	329	0.859 (0.057)	307	0.832 (0.059)	1232	0.804 (0.029)	0.055	-0.073	-0.046	-0.128	-0.101	0.027
ARV life-expectancy gain	301	1.398 (0.060)	295	1.374 (0.058)	329	1.483 (0.056)	307	1.483 (0.060)	1232	1.436 (0.029)	0.024	-0.086	-0.086	-0.109	-0.109	-0.000
Proba. of being HIV+	301	0.679 (0.054)	295	0.830 (0.058)	329	0.772 (0.055)	307	0.733 (0.058)	1232	0.753 (0.028)	-0.151*	-0.093	-0.054	0.059	0.097	0.038
Opt-in hard commitment device	301	1.082 (0.057)	295	1.043 (0.058)	329	1.027 (0.055)	307	0.905 (0.057)	1232	1.014 (0.028)	0.039	0.056	0.177**	0.017	0.138*	0.122
Past testing dummy	301	3.459 (0.063)	295	3.517 (0.058)	329	3.442 (0.061)	307	3.503 (0.058)	1232	3.479 (0.030)	-0.057	0.017	-0.044	0.075	0.014	-0.061
Past testing (#)	301	0.844 (0.053)	295	0.865 (0.058)	329	0.906 (0.055)	307	0.850 (0.055)	1232	0.867 (0.028)	-0.021	-0.062	-0.006	-0.041	0.015	0.056

Notes: The value displayed for t-tests are the differences in the means across the groups.
 ***, **, and * indicate significance at the 1, 5, and 10 percent critical level.

Table 9 – Differences expressed in standard deviation of the control group - randomization for the soft-commitment device (appointments)

Variable	(1)		(2)		T-test Difference (1)-(2)
	N	Mean/SE	N	Mean/SE	
Age	596	3.588 (0.044)	636	3.519 (0.041)	0.068
Ethnicity = nyanja	596	0.263 (0.037)	636	0.273 (0.037)	-0.010
Ethnicity = lomwe	596	0.649 (0.041)	636	0.653 (0.039)	-0.003
Ethnicity = yao	596	0.531 (0.042)	636	0.537 (0.041)	-0.006
Ethnicity = chewa	596	0.430 (0.044)	636	0.403 (0.042)	0.027
Ethnicity = ngoni	596	0.401 (0.041)	636	0.335 (0.037)	0.066
Years of education	596	3.748 (0.041)	636	3.770 (0.037)	-0.022
Literacy dummy	596	6.012 (0.037)	636	6.001 (0.037)	0.011
# children	596	1.035 (0.043)	636	1.039 (0.043)	-0.004
Religion = muslim	596	0.439 (0.041)	636	0.450 (0.040)	-0.011
Religion = other	596	0.116 (0.041)	636	0.068 (0.030)	0.048
Asset index	596	0.004 (0.040)	636	-0.004 (0.040)	0.008
Married	596	1.359 (0.041)	636	1.416 (0.039)	-0.057
Girlfriend	596	0.869 (0.041)	636	0.859 (0.040)	0.010
# had sex last week	596	1.097 (0.041)	636	1.166 (0.039)	-0.070
# partners last 12 months	596	0.674 (0.037)	636	0.699 (0.041)	-0.025
Willingness to test index	596	0.045 (0.039)	636	-0.042 (0.042)	0.087
Live for today	596	1.666 (0.041)	636	1.780 (0.040)	-0.114**
Tendency to postpone testing	596	0.759 (0.041)	636	0.846 (0.041)	-0.087
Occupation in military/police/security	596	0.322 (0.038)	636	0.307 (0.036)	0.015
Occupation in skilled activity	596	0.384 (0.041)	636	0.431 (0.042)	-0.047
Occupation in transport sector	596	0.340 (0.040)	636	0.369 (0.040)	-0.028
Occupation in manual activity	596	0.389 (0.042)	636	0.422 (0.042)	-0.033
No occupation/student	596	0.321 (0.039)	636	0.349 (0.039)	-0.028
Expenditures (ihs)	596	7.981 (0.042)	636	7.959 (0.038)	0.021
Wages (ihs)	596	2.685 (0.041)	636	2.730 (0.036)	-0.045
Dummy = 1 if Wage = 0	596	0.334 (0.040)	636	0.257 (0.035)	0.077
ARV life-expectancy gain	596	1.386 (0.042)	636	1.483 (0.041)	-0.097*
Proba. of being HIV+	596	0.754 (0.040)	636	0.753 (0.040)	0.001
Knowledge index	596	-0.027 (0.041)	636	0.025 (0.037)	-0.052
Proba. of serodiscordance	596	1.331 (0.041)	636	1.375 (0.040)	-0.044
Opt-in hard commitment device	596	1.063 (0.041)	636	0.968 (0.040)	0.095*
Past testing dummy	596	3.488 (0.043)	636	3.471 (0.042)	0.016
Past testing (#)	596	0.854 (0.039)	636	0.879 (0.039)	-0.025

Notes: The value displayed for t-tests are the differences in the means across the groups. ***, **, and * indicate significance at the 1, 5, and 10 percent critical level.

Table 10 – Differences expressed in standard deviation of the control group - randomization for the hard-commitment device

Variable	(1)		(2)		T-test Difference (1)-(2)
	N	Mean/SE	N	Mean/SE	
Age	630	3.571 (0.043)	602	3.533 (0.042)	0.038
Ethnicity = nyanja	630	0.238 (0.035)	602	0.300 (0.039)	-0.062
Ethnicity = lomwe	630	0.652 (0.040)	602	0.650 (0.040)	0.002
Ethnicity = yao	630	0.554 (0.042)	602	0.513 (0.041)	0.041
Ethnicity = chewa	630	0.452 (0.044)	602	0.379 (0.042)	0.072
Ethnicity = ngoni	630	0.366 (0.039)	602	0.368 (0.040)	-0.002
Years of education	630	3.776 (0.038)	602	3.741 (0.040)	0.036
Literacy dummy	630	6.049 (0.031)	602	5.962 (0.043)	0.086*
# children	630	1.047 (0.045)	602	1.026 (0.041)	0.021
Religion = muslim	630	0.476 (0.041)	602	0.412 (0.040)	0.064
Religion = other	630	0.096 (0.036)	602	0.086 (0.035)	0.010
Asset index	630	-0.004 (0.040)	602	0.005 (0.041)	-0.009
Married	630	1.362 (0.040)	602	1.415 (0.040)	-0.053
Girlfriend	630	0.831 (0.040)	602	0.897 (0.041)	-0.066
# had sex last week	630	1.139 (0.040)	602	1.126 (0.041)	0.014
# partners last 12 months	630	0.678 (0.041)	602	0.696 (0.038)	-0.017
Willingness to test index	630	-0.040 (0.042)	602	0.042 (0.040)	-0.083
Live for today	630	1.674 (0.040)	602	1.779 (0.041)	-0.104*
Tendency to postpone testing	630	0.824 (0.041)	602	0.783 (0.041)	0.042
Occupation in military/police/security	630	0.276 (0.035)	602	0.355 (0.040)	-0.079
Occupation in skilled activity	630	0.426 (0.042)	602	0.391 (0.041)	0.035
Occupation in transport sector	630	0.362 (0.040)	602	0.347 (0.040)	0.015
Occupation in manual activity	630	0.455 (0.043)	602	0.355 (0.040)	0.100*
No occupation/student	630	0.304 (0.037)	602	0.369 (0.041)	-0.065
Expenditures (ihs)	630	7.999 (0.038)	602	7.939 (0.042)	0.059
Wages (ihs)	630	2.714 (0.038)	602	2.702 (0.038)	0.012
Dummy = 1 if Wage = 0	630	0.296 (0.037)	602	0.293 (0.038)	0.002
ARV life-expectancy gain	630	1.442 (0.041)	602	1.430 (0.042)	0.013
Proba. of being HIV+	630	0.727 (0.039)	602	0.781 (0.041)	-0.054
Knowledge index	630	-0.001 (0.038)	602	0.001 (0.041)	-0.003
Proba. of serodiscordance	630	1.337 (0.041)	602	1.372 (0.041)	-0.035
Opt-in hard commitment device	630	1.053 (0.040)	602	0.973 (0.041)	0.080
Past testing dummy	630	3.450 (0.044)	602	3.510 (0.041)	-0.059
Past testing (#)	630	0.876 (0.038)	602	0.857 (0.040)	0.019

Notes: The value displayed for t-tests are the differences in the means across the groups. ***, **, and * indicate significance at the 1, 5, and 10 percent critical level.

Table 11 – Differences expressed in standard deviation of the control group - four study arms

Variable	(1)		(2)		(3)		(4)		(5)		T-test Difference					
	N	Mean/SE	N	Mean/SE	N	Mean/SE	N	Mean/SE	N	Mean/SE	(1)-(2)	(1)-(3)	(1)-(4)	(2)-(3)	(2)-(4)	(3)-(4)
Age	301	3.639 (0.065)	295	3.535 (0.058)	329	3.509 (0.057)	307	3.531 (0.059)	1232	3.552 (0.030)	0.104	0.130	0.108	0.027	0.004	-0.022
Ethnicity = nyanja	301	0.204 (0.047)	295	0.323 (0.058)	329	0.269 (0.051)	307	0.277 (0.053)	1232	0.268 (0.026)	-0.120	-0.065	-0.074	0.054	0.046	-0.008
Ethnicity = lomwe	301	0.632 (0.057)	295	0.667 (0.058)	329	0.670 (0.055)	307	0.634 (0.056)	1232	0.651 (0.028)	-0.035	-0.038	-0.002	-0.003	0.033	0.036
Ethnicity = yao	301	0.567 (0.061)	295	0.494 (0.058)	329	0.542 (0.057)	307	0.532 (0.059)	1232	0.534 (0.029)	0.074	0.025	0.036	-0.048	-0.038	0.010
Ethnicity = chewa	301	0.499 (0.066)	295	0.360 (0.058)	329	0.409 (0.058)	307	0.397 (0.060)	1232	0.416 (0.030)	0.138	0.090	0.101	-0.048	-0.037	0.011
Ethnicity = ngoni	301	0.407 (0.058)	295	0.395 (0.058)	329	0.328 (0.051)	307	0.342 (0.054)	1232	0.367 (0.028)	0.011	0.079	0.065	0.067	0.053	-0.014
Years of education	301	3.759 (0.056)	295	3.736 (0.058)	329	3.793 (0.051)	307	3.745 (0.054)	1232	3.759 (0.027)	0.022	-0.034	0.013	-0.056	-0.009	0.047
Literacy dummy	301	6.044 (0.045)	295	5.979 (0.058)	329	6.053 (0.042)	307	5.946 (0.062)	1232	6.006 (0.026)	0.065	-0.009	0.098	-0.073	0.034	0.107
# children	301	1.081 (0.063)	295	0.987 (0.058)	329	1.015 (0.063)	307	1.064 (0.059)	1232	1.037 (0.031)	0.094	0.066	0.018	-0.028	-0.076	-0.048
Religion = muslim	301	0.444 (0.058)	295	0.435 (0.058)	329	0.506 (0.059)	307	0.391 (0.055)	1232	0.445 (0.029)	0.009	-0.062	0.053	-0.071	0.044	0.115
Religion = other	301	0.115 (0.057)	295	0.117 (0.058)	329	0.079 (0.045)	307	0.056 (0.040)	1232	0.091 (0.025)	-0.002	0.036	0.058	0.038	0.061	0.022
Asset index	301	0.044 (0.056)	295	-0.037 (0.058)	329	-0.049 (0.057)	307	0.044 (0.057)	1232	0.000 (0.029)	0.081	0.093	-0.000	0.012	-0.081	-0.093
Married	301	1.324 (0.059)	295	1.394 (0.058)	329	1.397 (0.055)	307	1.436 (0.056)	1232	1.388 (0.029)	-0.070	-0.073	-0.112	-0.003	-0.042	-0.038
Girlfriend	301	0.887 (0.058)	295	0.850 (0.058)	329	0.781 (0.054)	307	0.942 (0.058)	1232	0.863 (0.029)	0.037	0.106	-0.055	0.069	-0.092	-0.161**
# had sex last week	301	1.099 (0.058)	295	1.094 (0.058)	329	1.176 (0.055)	307	1.156 (0.057)	1232	1.133 (0.028)	0.005	-0.077	-0.057	-0.082	-0.062	0.020
# partners last 12 months	301	0.618 (0.047)	295	0.730 (0.058)	329	0.733 (0.066)	307	0.662 (0.048)	1232	0.687 (0.028)	-0.112	-0.115	-0.044	-0.003	0.068	0.071
Willingness to test index	301	0.039 (0.054)	295	0.052 (0.058)	329	-0.113 (0.063)	307	0.033 (0.056)	1232	0.000 (0.029)	-0.013	0.151*	0.005	0.164*	0.018	-0.146*
Live for today	301	1.559 (0.058)	295	1.776 (0.058)	329	1.780 (0.055)	307	1.781 (0.058)	1232	1.725 (0.029)	-0.217***	-0.221***	-0.222***	-0.003	-0.005	-0.001
Tendency to postpone testing	301	0.786 (0.059)	295	0.731 (0.058)	329	0.859 (0.057)	307	0.832 (0.059)	1232	0.804 (0.029)	0.055	-0.073	-0.046	-0.128	-0.101	0.027
Occupation in military/police/security	301	0.274 (0.050)	295	0.372 (0.058)	329	0.278 (0.048)	307	0.338 (0.055)	1232	0.314 (0.026)	-0.099	-0.005	-0.064	0.094	0.034	-0.060
Occupation in skilled activity	301	0.391 (0.058)	295	0.378 (0.058)	329	0.458 (0.060)	307	0.403 (0.059)	1232	0.409 (0.029)	0.012	-0.068	-0.012	-0.080	-0.024	0.056
Occupation in transport sector	301	0.326 (0.056)	295	0.354 (0.058)	329	0.395 (0.058)	307	0.340 (0.056)	1232	0.355 (0.028)	-0.028	-0.069	-0.014	-0.040	0.014	0.054
Occupation in manual activity	301	0.405 (0.060)	295	0.372 (0.058)	329	0.501 (0.062)	307	0.338 (0.055)	1232	0.406 (0.030)	0.033	-0.095	0.068	-0.128	0.034	0.163*
No occupation/student	301	0.277 (0.051)	295	0.366 (0.058)	329	0.328 (0.053)	307	0.372 (0.057)	1232	0.336 (0.027)	-0.089	-0.052	-0.095	0.038	-0.006	-0.044
Expenditures (lhs)	301	7.968 (0.061)	295	7.993 (0.058)	329	8.026 (0.048)	307	7.888 (0.061)	1232	7.970 (0.028)	-0.025	-0.058	0.081	-0.033	0.105	0.139*
Wages (lhs)	301	2.715 (0.057)	295	2.654 (0.058)	329	2.714 (0.051)	307	2.748 (0.050)	1232	2.708 (0.027)	0.061	0.002	-0.033	-0.059	-0.094	-0.035
Dummy = 1 if Wage = 0	301	0.320 (0.056)	295	0.348 (0.058)	329	0.273 (0.049)	307	0.241 (0.048)	1232	0.294 (0.026)	-0.028	0.047	0.079	0.075	0.108	0.033
ARV life-expectancy gain	301	1.398 (0.060)	295	1.374 (0.058)	329	1.483 (0.056)	307	1.483 (0.060)	1232	1.436 (0.029)	0.024	-0.086	-0.086	-0.109	-0.109	-0.000
Proba. of being HIV+	301	0.679 (0.054)	295	0.830 (0.058)	329	0.772 (0.055)	307	0.733 (0.058)	1232	0.753 (0.028)	-0.151*	-0.093	-0.054	0.059	0.097	0.038
Knowledge index	301	-0.063 (0.058)	295	0.010 (0.058)	329	0.055 (0.049)	307	-0.007 (0.057)	1232	0.000 (0.028)	-0.074	-0.118	-0.056	-0.045	0.017	0.062
Proba. of serodiscordance	301	1.235 (0.058)	295	1.429 (0.058)	329	1.430 (0.058)	307	1.317 (0.056)	1232	1.354 (0.029)	-0.194**	-0.195**	-0.082	-0.001	0.112	0.113
Opt-in hard commitment device	301	1.082 (0.057)	295	1.043 (0.058)	329	1.027 (0.055)	307	0.905 (0.057)	1232	1.014 (0.028)	0.039	0.056	0.177**	0.017	0.138*	0.122
Past testing dummy	301	3.459 (0.063)	295	3.517 (0.058)	329	3.442 (0.061)	307	3.503 (0.058)	1232	3.479 (0.030)	-0.057	0.017	-0.044	0.075	0.014	-0.061
Past testing (#)	301	0.844 (0.053)	295	0.865 (0.058)	329	0.906 (0.055)	307	0.850 (0.055)	1232	0.867 (0.028)	-0.021	-0.062	-0.006	-0.041	0.015	0.056

Notes: The value displayed for t-tests are the differences in the means across the groups.
 ***, **, and * indicate significance at the 1, 5, and 10 percent critical level.

