

The effect of signaling on take-up (#124501)

Created: 03/08/2023 09:48 PM (PT)

Public: 03/08/2023 09:49 PM (PT)

Author(s)

Manu Munoz (NYUAD) - manumunoz@nyu.edu

1) Have any data been collected for this study already?

It's complicated. We have already collected some data but explain in Question 8 why readers may consider this a valid pre-registration nevertheless.

2) What's the main question being asked or hypothesis being tested in this study?

How take-up rates for a beneficial opportunity change when individuals from different groups are informed they are offered a slot because of their group identity. For this, I conduct a field experiment with university students to participate in a program developing personal and professional skills to better attain their goals. Selection is based on two criteria: merit/need (high vs. low GPA) and belonging to at least one potentially marginalized group. All targeted individuals know they are selected because of their merit/need, but only a random sample knows they are also chosen because of their identity. In all conditions, take-up consists of (i) responding to the email indicating interest in participating in the course, and (ii) asking a faculty member from the university for a recommendation for the course. The treatment variations change whether the student is informed that selection included their group identity (private signal) and also whether the faculty member making the recommendation is informed as well (public signal).

The goal is to identify the extent to which signaling group identity will impact take-up.

3) Describe the key dependent variable(s) specifying how they will be measured.

The main dependent variables is take-up, measured as the complete registration to the workshop.

4) How many and which conditions will participants be assigned to?

This is a 3x2 treatment design. I vary the signal (No, Private or Public) and also vary the GPA condition (Merit or Need). Therefore, there are 6 conditions:

1. No signal & Merit (High GPA)
2. Private signal (student is informed of identity as selection criteria but faculty is not) & Merit (High GPA)
3. Public signal (student and faculty are both informed of identity as selection criteria) & Merit (High GPA)
4. No signal & Need (Low GPA)
5. Private signal (student is informed of identity as selection criteria but faculty is not) & Need (Low GPA)
6. Public signal (student and faculty are both informed of identity as selection criteria) & Need (Low GPA)

- Students are pre-selected based on their social group categories: being female, low-middle class, first generation, ethnic minority or coming from a rural area
- Only students with high GPA (4.0 or above) will be invited to the merit condition
- Only students with low GPA (below 4.0) will be invited to the merit condition

5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.

I estimate a linear probability regression for the take-up decision decision as a function of the condition. In all regressions I include controls for the students' characteristics.

I also estimate a linear probability model for the choice of which faculty to ask a recommendation from, as a function of the condition. In all regressions I include controls for the students' and professors' characteristics.

6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.

I do not intend to exclude anyone from the analysis of the take-up decision. For the selection of faculty for the recommendation, we will exclude anyone that did ask for a recommendation.

7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.

There are about 2600 students with GPA above 4.0 and 2600 with GPA below 4.0; who also have at least one of the social categories used in the pre-selection. From each Merit or Need group, students will be randomly assigned to each condition (No signal, Private or Public) balancing their demographics.

8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)

This study will be complemented with the data from other pre-registered studies conducted previously:

- Biases in recommendations to help students (#99285)
- Generosity traits of professors (#124500)

Data for the Merit conditions has been collected already. The hypotheses are the same for both Merit and Need. Also, in both cases the analysis is linked to data collected previously for the studies on faculty recommendations, as mentioned above.

BUNDLE

This pre-registration is part of a set of similar and/or related pre-registrations sharing at least one author. When one of these pre-registrations was shared by an author, the rest were shared automatically. Links to other pre-registration(s), appear below:

#124500 - - Title: 'Generosity traits of professors'