How ❤s Change Minds:

Social Media Endorsements and Policy Preferences*

Supplementary Materials – EU Experiment

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November 16, 2020

*Authors' order has been randomized using the AEA Author Randomization Tool (reference: eTjbU-ATa_zKY), denoted by ⓡ.

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This document contains analyses pre-registered at https://aspredicted.org/blind.php?x=5t367e. It is structured into the following subsections:

- Section 1: Main effects
  - Section 1.1: for the whole sample
  - Section 1.2: for 2 subgroups {active social media users, non-active social media users}
- Section 2: Heterogeneous treatment effects
  - Section 2.1: for the whole sample
  - Section 1.2: for 2 subgroups {active social media users, non-active social media users}
- Section 3: Mediation analysis
  - Section 3.1: for the whole sample
  - Section 1.2: for 2 subgroups {active social media users, non-active social media users}
- Section 4: Additional analyses pre-registered for EU sample

1 Main effects

1.1 Pooled sample

We regress the outcome variable $PostAttitudes_i$, the first principal component of the post-treatment attitude questions, on a treatment indicator that takes value 1 if subject i receives the treatment.

$$PostAttitudes_i = \alpha + \beta_1 ProEconTreatment_i + \delta PreAttitudes_i + \varepsilon_i$$

where ε_i is an individual-specific error term and $PreAttitudes_i$ is the variable measuring attitudes before the treatment. We present results using the first principal component of the responses to the pre-treatment attitude questions (denoted "PC1" in Table 1). For consistency with the US sample, we also present results controlling for all the pre-attitude questions separately ("Qs"). In some specification(s) we use a vector of controls $\mathbf{X_i}$ including age, gender, region, education, income and political leaning, which may increase the precision of our estimates (but should be orthogonal to our treatment since it is randomized). In all specifications we use robust standard errors.

Our hypotheses indicate that $\beta_1 > 0$. Treatment effect is then defined as $\beta = \beta_1/2$ and we test the null hypothesis that $\beta = 0$.

Table 1: Main treatment effects

	(1)	(2)	(3)	(4)
Treatment Econ	-0.026	-0.017	-0.023	-0.016
	(0.078)	(0.078)	(0.077)	(0.077)
TE: $\beta_1/2$	-0.013	-0.009	-0.011	-0.008
N	605	605	605	605
R-sq	0.080	0.112	0.109	0.135
Pre-attitudes	PC1	PC1	Qs	Qs
Other controls	No	Yes	No	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. TE equals the average treatment effect, calculated as $\beta_1/2$. Pre-attitude is defined as either PC1, the first principal component of the pre-treatment policy questions, or Qs, the pre-treatment policy questions entered separately. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

1.2 Subgroup analyses

We next repeat the above regression for the group of active and non-active social media users separately. Active social media users are defined to be those who spend more than one hour daily on Facebook or Twitter (combined). As seen in Table 2, the treatment has no significant effect on active social media users, possibly due to lack of power.

Table 2: Main treatment effects for individuals in non-primed group

	Active SM users				Non-active SM users			
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Treatment Econ	0.229	0.198	0.258	0.230	-0.105	-0.086	-0.127	-0.107
	(0.156)	(0.168)	(0.157)	(0.170)	(0.089)	(0.087)	(0.086)	(0.086)
TE: $\beta_1/2$	0.115	0.099	0.129	0.115	-0.052	-0.043	-0.063	-0.054
N	182	182	182	182	423	423	423	423
R-sq	0.041	0.072	0.049	0.080	0.129	0.193	0.181	0.225
Pre-attitudes	PC1	PC1	Qs	Qs	PC1	PC1	Qs	Qs
Other controls	No	Yes	No	Yes	No	Yes	No	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. TE equals the average treatment effect, calculated as $\beta_1/2$. Pre-attitude is defined as either PC1, the first principal component of the pre-treatment policy questions, or Qs, the pre-treatment policy questions entered separately. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

2 Heterogeneous treatment effects

2.1 Pooled sample

In addition, we test for heterogeneous effects along various dimensions by interacting the treatment dummy as described above with different variables:

$$\begin{aligned} PostAttitudes_i = \alpha &+ \beta_1 ProEconTreatment_i + \beta_2 ProHealthTreatment_i \\ &+ \theta_1 ProEconTreatment_i \times HetVar_i \\ &+ \theta_2 ProHealthTreatment_i \times HetVar_i \\ &+ \delta_1 PreAttitudes_i + \delta_2 HetVar_i + \varepsilon_i \end{aligned}$$

where $HetVar_i$ is the heterogeneity dimension explored.

In each of the following tables, we analyse heterogeneity for the pre-registered variables in the full sample. The *HetVar* variables are defined below.

- Table 3: social media use, media consumption and trust in institutions
  - *ActiveSMuser:* an indicator equal to 1 if the individual spends more than one hour daily on Facebook or Twitter (combined)
  - *FbUse:* How much time per day do you spend on Facebook? 0 "never/no account", 1 "less than 30 minutes", 2 "from 30 minutes to 1 hour", 3 "more than 1 hour"
  - *TwUse:* How much time per day do you spend on Twitter? 0 "never/no account", 1 "less than 30 minutes", 2 "from 30 minutes to 1 hour", 3 "more than 1 hour"
  - *MediaUse:* How much time per day do you spend watching, reading or listening to news about politics and current affairs? 0 "never/no account", 1 "less than 30 minutes", 2 "from 30 minutes to 1 hour", 3 "more than 1 hour"
  - *SMnews:* an indicator equal to 1 if the individual lists social media as a source for news about politics and current affairs
  - *TrustMedia:* trust in the media, 0 "no trust at all", 1 "do not trust very much", 2 "trust somewhat", 3 "trust completely"
  - *TrustGovt:* trust in the national government, 0 "no trust at all", 1 "do not trust very much", 2 "trust somewhat", 3 "trust completely"

- Table 4: attention and malleability
  - *ManipCheck:* an indicator equal to 1 if the more popular policy perceived from tweets coincides with treatment
  - *FirstSignalEcon:* an indicator equal to 1 if the first tweet shown is pro-economy[1]
  - *LastSignalEcon:* an indicator equal to 1 if the last tweet shown is pro-economy[2]
  - *InfluenceOnSM:* How much does public support of a given policy on social media influence your own support of that policy? 1 "not at all" – 7 "completely" (standardised)
  - *RTC:* Resistance to change scale (Oreg, 2003) (standardised)
- Table 5: pre-treatment attitude and network
  - *PreAttitudes:* first principal component of the responses to the pre-treatment attitude questions (standardised)
  - *SingleQ:* response to pre-Attitude question best correlated with PostAttitude (standardised)[3]
  - *Confidence:* confidence in responses to the pre-treatment attitude questions (standardied)
  - *PolPosition:* self-reported position on left (0) – right (10) scale (standardised)
  - *Rightwing:* an indicator equal to 1 if the individual voted for the Lega (IT) party in the last election[4]
  - *EconNetwork:* an indicator equal to 1 if the pro-economy view has more support in subject's social network
- Table 6: Covid experience and social preferences (Falk et al., 2018)
  - *CovEssential:* an indicator equal to 1 if the subject is employed as an essential worker
  - *CovJob:* Overall, how has your employment been affected since the outbreak of the pandemic? 0 "no negative effect" 1 "affected a little eg having to work

[1]Due to a coding error, the randomisation of the order of tweets did not work in the Italian sample. We therefore exclude these subjects for this analysis.

[2]Due to a coding error, the randomisation of the order of tweets did not work in the Italian sample. We therefore exclude these subjects for this analysis.

[3]This is an alternative measure of PreAttitudes, as described in the main text.

[4]We exclude the Irish sample for this analysis since there is no far-right political party in Ireland.

from home, but no financial impact" 2 "affected a lot eg number of hours have gone down or taken a pay cut" 3 "I have been furloughed or lost my job"

  - *CovWorry:* How worried are you about yourself or a family member contracting COVID-19? 0 "not worried at all" – 10 "extremely worried" (standardised)
  - *CovComplState:* To what extent have you complied with the social-distancing requirements in your country? 0 "never" 1 "rarely" 2 "sometimes" 3 "often" 4 "always"
  - *Altruism:* How willing are you to give to good causes without expecting anything in return? 0 "completely unwilling to do so" – 10 "very willing to do so" (standardised)
  - *Risk:* Please tell us, in general, how willing or unwilling you are to take risks. 0 "completely unwilling to take risks" – 10 "very willing to take risks" (standardised)
  - *Trust:* Generally speaking, would you say that most people can be trusted or that you can't be too careful in dealing with people? 0 "you can't be too careful" – 10 "most people can be trusted" (standardised)

- Table 7: Demographics
  - *Age:* subject's age in years
  - *Male:* an indicator equal to 1 if the subject is male
  - *Education:* an indicator equal to 1 if the subject has completed at least a 2 year college degree
  - *Income:* the log of the midpoint of the interval specified by the subject
  - *Italy:* an indicator equal to 1 if the subject's country is Italy

Confirming our findings in the main text, we find that there is heterogeneous treatment effect depending on how active the subjects are on social media. The interaction of treatment with ActiveSMuser is significant (see Table 3, column 1). The treatment effect is also larger for those correctly answering the manipulation check (see Table 4, column 1).

Table 3: Social media use, media consumption and trust in institutions

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Treatment Econ	-0.090	-0.165	-0.130	-0.281	-0.136	-0.309*	-0.170
	(0.088)	(0.130)	(0.099)	(0.191)	(0.098)	(0.173)	(0.172)
HetVar	-0.435***	-0.096	-0.192**	-0.217***	-0.130	-0.289***	-0.231***
	(0.143)	(0.062)	(0.077)	(0.076)	(0.125)	(0.089)	(0.074)
Treatment Econ x HetVar	0.325*	0.104	0.172*	0.149	0.291*	0.241**	0.104
	(0.186)	(0.081)	(0.093)	(0.097)	(0.163)	(0.120)	(0.099)
N	605	605	605	605	605	605	605
R-sq	0.130	0.117	0.125	0.128	0.117	0.136	0.137
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: ActiveSMuser, FbUse, TwUse, MediaUse, SMnews, TrustMedia, TrustGovt. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 4: Attention and malleability

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	-0.165	-0.153	-0.201	0.012	-0.016
	(0.104)	(0.140)	(0.139)	(0.077)	(0.078)
HetVar	-0.194	0.121	-0.017	-0.220***	-0.134**
	(0.122)	(0.169)	(0.160)	(0.064)	(0.060)
Treatment Econ x HetVar	0.333**	-0.000	0.137	0.125	0.073
	(0.163)	(0.223)	(0.212)	(0.086)	(0.082)
N	605	305	305	602	605
R-sq	0.119	0.146	0.145	0.139	0.122
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: ManipCheck, FirstSignalEcon, LastSignalEcon, InfluenceOnSM, RTC. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 5: Pre-treatment attitudes and network

	(1)	(2)	(3)	(4)	(5)	(6)
Treatment Econ	-0.017	-0.017	-0.018	-0.017	-0.040	-0.035
	(0.078)	(0.077)	(0.078)	(0.078)	(0.082)	(0.088)
HetVar	0.282***	0.237**	-0.049	-0.033	-0.169	0.420***
	(0.076)	(0.095)	(0.058)	(0.065)	(0.199)	(0.129)
Treatment Econ x HetVar	0.014	0.044	0.015	0.165*	0.226	0.117
	(0.099)	(0.093)	(0.074)	(0.089)	(0.271)	(0.171)
N	605	605	605	605	605	605
R-sq	0.112	0.135	0.114	0.119	0.114	0.159
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: PreAttitudes, SingleQ, Confidence, PolPosition, Rightwing, EconNetwork. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 6: Covid experience and social preferences

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Treatment Econ	-0.034	-0.068	-0.069	-0.006	-0.009	-0.015	-0.007
	(0.086)	(0.108)	(0.070)	(0.074)	(0.078)	(0.078)	(0.078)
HetVar	-0.247	0.069	-0.429***	-0.341***	-0.078	-0.045	-0.082
	(0.157)	(0.058)	(0.059)	(0.064)	(0.062)	(0.071)	(0.063)
Treatment Econ x HetVar	0.107	0.042	0.018	0.107	0.025	0.060	0.050
	(0.201)	(0.076)	(0.077)	(0.089)	(0.090)	(0.091)	(0.088)
N	605	605	605	605	605	605	605
R-sq	0.118	0.121	0.272	0.188	0.117	0.113	0.116
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: CovEssential, CovJob, CovWorry, CovComplState, Altruism, Risk, Trust. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 7: Demographics

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	0.070	0.028	-0.087	0.043	-0.131
	(0.224)	(0.105)	(0.112)	(0.181)	(0.107)
HetVar	-0.001	0.295**	-0.119	0.001	0.116
	(0.004)	(0.115)	(0.115)	(0.019)	(0.115)
Treatment Econ x HetVar	-0.002	-0.096	0.147	-0.010	0.229
	(0.005)	(0.155)	(0.156)	(0.026)	(0.155)
N	605	605	605	605	605
R-sq	0.113	0.113	0.114	0.112	0.116
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: Age, Male, Education, Income, Italy. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

2.2 Subgroup analyses

We next repeat the above heterogeneity analyses for the group of

- Section 2.2.1: Active social media users
- Section 2.2.2: Non-active social media users

2.2.1 Active social media users

Our findings from the main text are confirmed within the group of active social media users analysed in this section. Treatment effect is heterogeneous along pre-treatment attitude and further polarises subjects (Table 10, column 2). Treatment effect is also greater for those correctly answering the manipulation check (Table 9, column 1).

Table 8: Social media use, media consumption and trust in institutions

	(1)	(2)	(3)	(4)	(5)	(6)
Treatment Econ	0.744	0.158	0.560	-0.047	-0.074	0.352
	(0.589)	(0.287)	(0.420)	(0.246)	(0.399)	(0.364)
HetVar	0.174	-0.038	0.016	0.064	-0.317	-0.071
	(0.195)	(0.118)	(0.161)	(0.253)	(0.201)	(0.145)
Treatment Econ x HetVar	-0.199	0.030	-0.181	0.419	0.197	-0.104
	(0.228)	(0.153)	(0.198)	(0.317)	(0.256)	(0.200)
N	182	182	182	182	182	182
R-sq	0.075	0.073	0.083	0.102	0.097	0.085
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: FbUse, TwUse, MediaUse, SMnews, TrustMedia, TrustGovt. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 9: Attention and malleability

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	-0.315	-0.083	-0.365	0.150	0.194
	(0.226)	(0.280)	(0.289)	(0.172)	(0.167)
HetVar	-0.522**	0.126	-0.187	-0.388***	-0.121
	(0.238)	(0.366)	(0.353)	(0.139)	(0.103)
Treatment Econ x HetVar	1.071***	-0.033	0.567	0.344*	0.040
	(0.314)	(0.445)	(0.453)	(0.177)	(0.152)
N	182	92	92	182	182
R-sq	0.135	0.085	0.109	0.122	0.082
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: ManipCheck, FirstSignalEcon, LastSignalEcon, InfluenceOnSM, RTC. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 10: Pre-treatment attitudes and network

	(1)	(2)	(3)	(4)	(5)	(6)
Treatment Econ	0.122	0.148	0.203	0.169	0.092	0.150
	(0.155)	(0.156)	(0.171)	(0.169)	(0.174)	(0.198)
HetVar	-0.097	-0.064	-0.054	-0.163	-0.214	0.270
	(0.130)	(0.168)	(0.136)	(0.123)	(0.358)	(0.259)
Treatment Econ x HetVar	0.401**	0.459***	0.047	0.239	0.866*	0.380
	(0.166)	(0.162)	(0.176)	(0.162)	(0.520)	(0.330)
N	182	182	182	182	182	182
R-sq	0.111	0.130	0.073	0.087	0.093	0.120
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: PreAttitudes, SingleQ, Confidence, PolPosition, Rightwing, EconNetwork. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 11: Covid experience and social preferences

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Treatment Econ	0.219	0.091	0.046	0.161	0.197	0.193	0.195
	(0.190)	(0.243)	(0.148)	(0.159)	(0.173)	(0.170)	(0.174)
HetVar	-0.029	0.060	-0.557***	-0.317***	-0.024	-0.023	0.034
	(0.288)	(0.124)	(0.122)	(0.097)	(0.119)	(0.124)	(0.122)
Treatment Econ x HetVar	-0.095	0.072	-0.011	0.050	0.045	0.044	-0.023
	(0.347)	(0.162)	(0.156)	(0.148)	(0.183)	(0.165)	(0.181)
N	182	182	182	182	182	182	182
R-sq	0.074	0.084	0.306	0.157	0.073	0.073	0.073
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: CovEssential, CovJob, CovWorry, CovComplState, Altruism, Risk, Trust. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 12: Demographics

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	0.103	0.511**	0.123	0.304	-0.011
	(0.414)	(0.226)	(0.252)	(0.536)	(0.214)
HetVar	0.005	0.496**	-0.214	-0.000	-0.091
	(0.009)	(0.239)	(0.245)	(0.060)	(0.234)
Treatment Econ x HetVar	0.002	-0.682**	0.149	-0.017	0.417
	(0.011)	(0.317)	(0.327)	(0.075)	(0.318)
N	182	182	182	182	182
R-sq	0.073	0.097	0.074	0.073	0.082
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: Age, Male, Education, Income, Italy. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

2.2.2 Non-active social media users

Table 13: Social media use, media consumption and trust in institutions

	(1)	(2)	(3)	(4)	(5)	(6)
Treatment Econ	-0.138	-0.156	-0.573***	-0.106	-0.366**	-0.281
	(0.146)	(0.107)	(0.207)	(0.107)	(0.185)	(0.193)
HetVar	0.081	-0.155	-0.279***	-0.080	-0.227**	-0.219***
	(0.095)	(0.120)	(0.078)	(0.145)	(0.096)	(0.078)
Treatment Econ x HetVar	0.052	0.172	0.279***	0.079	0.239*	0.138
	(0.129)	(0.147)	(0.105)	(0.194)	(0.127)	(0.109)
N	423	423	423	423	423	423
R-sq	0.199	0.197	0.217	0.194	0.209	0.214
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: FbUse, TwUse, MediaUse, SMnews, TrustMedia, TrustGovt. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 14: Attention and malleability

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	-0.093	-0.181	-0.098	-0.063	-0.081
	(0.120)	(0.168)	(0.172)	(0.087)	(0.088)
HetVar	-0.068	0.116	0.082	-0.129*	-0.125*
	(0.130)	(0.186)	(0.185)	(0.068)	(0.072)
Treatment Econ x HetVar	0.030	0.021	-0.121	0.009	0.111
	(0.181)	(0.263)	(0.255)	(0.094)	(0.096)
N	423	213	213	420	423
R-sq	0.194	0.213	0.211	0.209	0.201
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: ManipCheck, FirstSignalEcon, LastSignalEcon, InfluenceOnSM, RTC. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 15: Pre-treatment attitudes and network

	(1)	(2)	(3)	(4)	(5)	(6)
Treatment Econ	-0.096	-0.117	-0.089	-0.082	-0.085	-0.068
	(0.088)	(0.087)	(0.088)	(0.088)	(0.091)	(0.098)
HetVar	0.457***	0.388***	-0.027	0.054	-0.213	0.525***
	(0.073)	(0.099)	(0.061)	(0.068)	(0.238)	(0.137)
Treatment Econ x HetVar	-0.155	-0.165*	-0.006	0.097	-0.031	-0.080
	(0.107)	(0.099)	(0.080)	(0.098)	(0.307)	(0.190)
N	423	423	423	423	423	423
R-sq	0.199	0.232	0.194	0.196	0.197	0.243
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: PreAttitudes, SingleQ, Confidence, PolPosition, Rightwing, EconNetwork. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 16: Covid experience and social preferences

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Treatment Econ	-0.110	-0.091	-0.118	-0.066	-0.082	-0.082	-0.077
	(0.093)	(0.117)	(0.081)	(0.086)	(0.087)	(0.087)	(0.087)
HetVar	-0.297*	0.084	-0.341***	-0.328***	-0.089	-0.029	-0.067
	(0.177)	(0.062)	(0.066)	(0.073)	(0.066)	(0.077)	(0.067)
Treatment Econ x HetVar	0.152	0.004	0.021	0.112	-0.003	0.003	0.025
	(0.245)	(0.082)	(0.089)	(0.111)	(0.098)	(0.102)	(0.095)
N	423	423	423	423	423	423	423
R-sq	0.201	0.201	0.296	0.259	0.201	0.194	0.197
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: CovEssential, CovJob, CovWorry, CovComplState, Altruism, Risk, Trust. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 17: Demographics

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	0.042	-0.150	-0.109	0.067	-0.153
	(0.270)	(0.110)	(0.123)	(0.184)	(0.125)
HetVar	-0.006	0.218*	0.025	0.017	0.276**
	(0.004)	(0.124)	(0.128)	(0.019)	(0.124)
Treatment Econ x HetVar	-0.003	0.138	0.049	-0.025	0.137
	(0.006)	(0.174)	(0.176)	(0.027)	(0.172)
N	423	423	423	423	423
R-sq	0.194	0.195	0.193	0.195	0.195
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: Age, Male, Education, Income, Italy. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

3 Mediation analysis

3.1 Pooled sample

Our hypothesis is that higher popularity on a particular policy view will move subjects closer towards that view, this is mediated by a learning mechanism. Subjects are hypothesised to pay attention to the tweets by reading their contents and noticing the numbers of "likes" and "retweets", learn that a particular view is more popular, and update their attitude to conform to the more popular view.

We therefore conduct the following 2SLS analysis for each of the pro-economy and pro-health treatments. In the first stage, being exposed to pro-econ tweets should result a higher likelihood of subjects answering "pro-econ" to the question "Which of these two views had more likes in the 6 tweets shown earlier?", which is asked after the questions on post-treatment policy preferences. This is captured by a dummy $proEconTweetsAwareness_i$ which equals 1 if the subject answers correctly ("pro-econ") and 0 otherwise. We hypothesise that $\beta_1 > 0$ for a strong first stage.

$$proEconTweetsAwareness_i = \alpha + \beta_1 ProEconTreatment_i + \delta PreAttitudes_i + \varepsilon_i$$

In the second stage, we study whether subjects who learned from the popular social media view are more likely to shift their attitude towards that view. We therefore estimate the following regression:

$$PostAttitudes_i = \alpha + \beta_1 \hat{ProEconTweetAwareness_i} + \delta PreAttitudes_i + \varepsilon_i$$

where $\hat{ProEconTweetAwareness_i}$ is the predicted value from the first stage equation.

Even if the first stage is not strong, indicating that subjects do not consciously learn from the tweets they are shown, another channel through which the treatment works is subconscious learning. We therefore run the following reduced-form regression:

$$PostAttitudes_i = \alpha + \beta_1 ProEconTreatment_i + \delta PreAttitudes_i + \varepsilon_i$$

If learning happens subconsciously, we hypothesise that $\beta_1 > 0$. We also test whether replacing $ProEconTreatment$ with $firstsignalecon$ ($lastsignalecon$), a dummy variable which equals 1 if the first (last) signal shown is pro-econ, to study whether subjects pay more attention to the first (last) signal they are exposed to. We then repeat the analysis with the pro-health treatment.

Table 18: Mediation analysis (pro-economy)

	Treatment			First signal			Last signal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Treatment Econ	0.014		-0.017						
	(0.041)		(0.078)						
Econ tweet awareness		-1.278			1.810			-0.675	
		(5.724)			(1.907)			(1.105)	
First signal Econ				0.056		0.101			
				(0.058)		(0.106)			
Last signal Econ							-0.097*		0.065
							(0.057)		(0.107)
N	605	605	605	305	305	305	305	305	305
R-sq	0.015	0.112	0.112	0.034	0.141	0.141	0.040	0.139	0.139
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
F	1.184			1.690			1.964		

Notes: OLS regressions with tweet awareness (columns 1, 4 and 7) and the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) (all other columns) as outcome. Treatment Econ (Health) equals 1 for the pro-economy treatment and 0 otherwise. Econ (Health) tweet awareness equals 1 if the subject perceives pro-economy (health) as the more popular view. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 19: Mediation analysis (pro-health)

	Treatment			First signal			Last signal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Treatment Health	-0.002		0.017						
	(0.040)		(0.078)						
Health tweet awareness		-11.124			-2.045			0.605	
		(49.820)			(2.155)			(0.991)	
First signal Health				0.049		-0.101			
				(0.057)		(0.106)			
Last signal Health							-0.108*		-0.065
							(0.057)		(0.107)
N	605	605	605	305	305	305	305	305	305
R-sq	0.018	0.112	0.112	0.033	0.141	0.141	0.043	0.139	0.139
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
F	1.384			1.699			2.133		

Notes: OLS regressions with tweet awareness (columns 1, 4 and 7) and the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) (all other columns) as outcome. Treatment Econ (Health) equals 1 for the pro-economy treatment and 0 otherwise. Econ (Health) tweet awareness equals 1 if the subject perceives pro-economy (health) as the more popular view. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

3.2 Subgroup analyses

We next repeat the above analyses for the group of

- Section 3.2.1: Active social media users
- Section 3.2.2: Non-active social media users

3.2.1 Active social media users

Table 20: Mediation analysis (pro-economy)

	Treatment			First signal			Last signal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Treatment Econ	0.015		0.198						
	(0.077)		(0.168)						
Econ tweet awareness		13.067			0.761			-1.384	
		(11.116)			(1.614)			(1.615)	
First signal Econ				0.120		0.091			
				(0.105)		(0.194)			
Last signal Econ							-0.116		0.161
							(0.105)		(0.188)
N	182	182	182	92	92	92	92	92	92
R-sq	0.063	0.072	0.072	0.144	0.083	0.083	0.144	0.088	0.088
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
F	2.084			2.895			3.027		

Notes: OLS regressions with tweet awareness (columns 1, 4 and 7) and the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) (all other columns) as outcome. First signal Econ (Health) equals 1 if the first tweet shown is pro-economy (pro-health) and 0 otherwise. Econ (Health) tweet awareness equals 1 if the subject perceives pro-economy (health) as the more popular view. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 21: Mediation analysis (pro-health)

	Treatment			First signal			Last signal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Treatment Health	0.079		-0.198						
	(0.076)		(0.168)						
Health tweet awareness		-2.518			-0.589			1.209	
		(2.142)			(1.249)			(1.411)	
First signal Health				0.155		-0.091			
				(0.106)		(0.194)			
Last signal Health							-0.133		-0.161
							(0.103)		(0.188)
N	182	182	182	92	92	92	92	92	92
R-sq	0.071	0.072	0.072	0.116	0.083	0.083	0.110	0.088	0.088
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
F	2.093			1.759			1.659		

Notes: OLS regressions with tweet awareness (columns 1, 4 and 7) and the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) (all other columns) as outcome. Last signal Econ (Health) equals 1 if the last tweet shown is pro-economy (pro-health) and 0 otherwise. Econ (Health) tweet awareness equals 1 if the subject perceives pro-economy (health) as the more popular view. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

3.2.2 Non-active social media users

Table 22: Mediation analysis (pro-economy)

	Treatment			First signal			Last signal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Treatment Econ	0.026		-0.086						
	(0.049)		(0.087)						
Econ tweet awareness		-3.306			1.678			-0.431	
		(3.376)			(2.035)			(1.543)	
First signal Econ				0.062		0.104			
				(0.070)		(0.126)			
Last signal Econ							-0.083		0.036
							(0.070)		(0.128)
N	423	423	423	213	213	213	213	213	213
R-sq	0.012	0.193	0.193	0.036	0.206	0.206	0.039	0.204	0.204
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
F	0.654			1.308			1.415		

Notes: OLS regressions with tweet awareness (columns 1, 4 and 7) and the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) (all other columns) as outcome. First signal Econ (Health) equals 1 if the first tweet shown is pro-economy (pro-health) and 0 otherwise. Econ (Health) tweet awareness equals 1 if the subject perceives pro-economy (health) as the more popular view. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 23: Mediation analysis (pro-health)

	Treatment			First signal			Last signal		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Treatment Health	-0.018		0.086						
	(0.048)		(0.087)						
Health tweet awareness		-4.877			-2.937			0.399	
		(4.981)			(3.562)			(1.428)	
First signal Health				0.035		-0.104			
				(0.069)		(0.126)			
Last signal Health							-0.089		-0.036
							(0.069)		(0.128)
N	423	423	423	213	213	213	213	213	213
R-sq	0.030	0.193	0.193	0.049	0.206	0.206	0.056	0.204	0.204
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
F	1.701			1.828			2.117		

Notes: OLS regressions with tweet awareness (columns 1, 4 and 7) and the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) (all other columns) as outcome. Last signal Econ (Health) equals 1 if the last tweet shown is pro-economy (pro-health) and 0 otherwise. Econ (Health) tweet awareness equals 1 if the subject perceives pro-economy (health) as the more popular view. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

4 Additional analyses pre-registered for EU sample

4.1 Post-treatment confidence

As pre-registered in our EU analysis plan, we also hypothesised that individuals exposed to high support signals opposing their views become less confident in their views, while individuals exposed to high support signals confirming their views become more confident in their position. As shown in Table 24, we do not find such an effect in the whole sample (column 1), or split into active social media users (column 2) or non-active social media users (column 3).

Table 24: Post-treatment confidence

	(1)	(2)	(3)
Treatment Econ	-0.056	0.028	-0.106
	(0.081)	(0.136)	(0.102)
PreAttitudes	-0.016	-0.006	-0.034
	(0.060)	(0.095)	(0.075)
Treatment Econ x PreAttitudes	-0.048	-0.082	-0.048
	(0.080)	(0.121)	(0.106)
N	605	182	423
R-sq	0.050	0.085	0.056
Pre-attitudes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes

Notes: OLS regressions with confidence in the post-treatment attitude questions as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

4.2 Heterogeneity across countries

We also pre-registered the above heterogeneity analyses with country interaction. Results are presented below. The only significant effect is found in Table 27, columns 1-2: using either pre-attitude measure, we find that the polarising effect of the treatment is greater in Italy than Ireland.

Table 25: Social media use, media consumption and trust in institutions

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Treatment Econ	-0.157	-0.150	-0.242*	-0.472*	-0.132	-0.341	-0.318
	(0.126)	(0.166)	(0.142)	(0.248)	(0.139)	(0.254)	(0.285)
HetVar	-0.328*	-0.038	-0.196*	-0.241**	-0.008	-0.229*	-0.207*
	(0.194)	(0.077)	(0.106)	(0.105)	(0.176)	(0.129)	(0.115)
Italy	0.198	0.292	0.135	0.021	0.204	0.266	0.163
	(0.126)	(0.191)	(0.145)	(0.305)	(0.136)	(0.256)	(0.267)
Treatment Econ x HetVar	0.170	0.016	0.176	0.188	0.004	0.177	0.120
	(0.241)	(0.102)	(0.124)	(0.127)	(0.221)	(0.159)	(0.150)
Treatment Econ x Italy	0.134	-0.028	0.226	0.442	-0.012	0.033	0.213
	(0.173)	(0.258)	(0.198)	(0.390)	(0.194)	(0.346)	(0.353)
HetVar x Italy	-0.200	-0.114	0.009	0.048	-0.276	-0.130	-0.072
	(0.278)	(0.122)	(0.144)	(0.153)	(0.249)	(0.180)	(0.149)
Treatment Econ x HetVar x Italy	0.304	0.171	-0.007	-0.105	0.628*	0.157	0.030
	(0.365)	(0.161)	(0.187)	(0.196)	(0.326)	(0.242)	(0.202)
N	605	605	605	605	605	605	605
R-sq	0.135	0.122	0.128	0.133	0.127	0.140	0.142
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: ActiveSMuser, FbUse, TwUse, MediaUse, SMnews, TrustMedia, TrustGovt. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 26: Attention and malleability

	(1)	(2)	(3)
Treatment Econ	-0.356**	-0.095	-0.785*
	(0.147)	(0.105)	(0.447)
HetVar	-0.224	-0.180*	-0.047**
	(0.165)	(0.095)	(0.018)
Italy	0.076	0.149	-0.713
	(0.142)	(0.113)	(0.505)
Treatment Econ x HetVar	0.482**	0.027	0.036
	(0.217)	(0.126)	(0.024)
Treatment Econ x Italy	0.391*	0.210	1.327*
	(0.207)	(0.153)	(0.710)
HetVar x Italy	0.028	-0.073	0.045*
	(0.244)	(0.124)	(0.026)
Treatment Econ x HetVar x Italy	-0.291	0.181	-0.057
	(0.323)	(0.171)	(0.036)
N	605	602	605
R-sq	0.125	0.144	0.130
Pre-attitudes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: ManipCheck, InfluenceOnSM, RTC. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 27: Pre-treatment attitudes and network

	(1)	(2)	(3)	(4)	(5)
Treatment Econ	-0.109	-0.110	-0.140	-0.129	-0.033
	(0.103)	(0.102)	(0.114)	(0.107)	(0.110)
HetVar	0.429***	0.394***	-0.015	-0.101	0.650***
	(0.098)	(0.118)	(0.075)	(0.110)	(0.193)
Italy	0.126	0.103	0.126	0.122	0.254*
	(0.113)	(0.112)	(0.120)	(0.116)	(0.130)
Treatment Econ x HetVar	-0.203	-0.192	-0.053	0.154	-0.158
	(0.137)	(0.127)	(0.095)	(0.144)	(0.261)
Treatment Econ x Italy	0.225	0.221	0.228	0.226	0.004
	(0.153)	(0.151)	(0.160)	(0.154)	(0.176)
HetVar x Italy	-0.323**	-0.310**	-0.055	0.108	-0.447*
	(0.149)	(0.139)	(0.115)	(0.136)	(0.250)
Treatment Econ x HetVar x Italy	0.447**	0.506***	0.110	0.017	0.509
	(0.196)	(0.186)	(0.156)	(0.181)	(0.347)
N	605	605	605	605	605
R-sq	0.129	0.155	0.118	0.125	0.166
Pre-attitudes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: PreAttitudes, SingleQ, Confidence, PolPosition, EconNetwork. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 28: Covid experience and social preferences

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Treatment Econ	-0.130	-0.164	-0.176*	-0.047	-0.123	-0.136	-0.133
	(0.119)	(0.149)	(0.098)	(0.101)	(0.109)	(0.111)	(0.108)
HetVar	-0.128	0.095	-0.454***	-0.399***	-0.036	-0.023	-0.104
	(0.233)	(0.081)	(0.085)	(0.101)	(0.095)	(0.114)	(0.091)
Italy	0.159	0.183	0.165	0.207*	0.087	0.080	0.110
	(0.128)	(0.155)	(0.105)	(0.108)	(0.120)	(0.122)	(0.116)
Treatment Econ x HetVar	0.033	0.033	0.104	0.223*	-0.017	0.021	0.148
	(0.283)	(0.100)	(0.107)	(0.130)	(0.127)	(0.140)	(0.121)
Treatment Econ x Italy	0.187	0.189	0.239*	0.103	0.247	0.272*	0.248
	(0.171)	(0.216)	(0.140)	(0.147)	(0.158)	(0.162)	(0.156)
HetVar x Italy	-0.236	-0.074	0.065	0.129	-0.097	-0.076	0.034
	(0.302)	(0.113)	(0.116)	(0.125)	(0.126)	(0.146)	(0.125)
Treatment Econ x HetVar x Italy	0.164	0.030	-0.208	-0.237	0.112	0.120	-0.175
	(0.398)	(0.155)	(0.154)	(0.179)	(0.183)	(0.190)	(0.175)
N	605	605	605	605	605	605	605
R-sq	0.122	0.125	0.278	0.192	0.121	0.119	0.122
Pre-attitudes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: CovEssential, CovJob, CovWorry, CovComplState, Altruism, Risk, Trust. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

Table 29: Demographics

	(1)	(2)	(3)	(4)
Treatment Econ	-0.170	-0.025	-0.259	0.260
	(0.304)	(0.144)	(0.166)	(0.276)
HetVar	-0.007	0.355**	-0.022	0.042
	(0.006)	(0.168)	(0.162)	(0.028)
Italy	-0.491	0.171	0.220	0.561**
	(0.337)	(0.150)	(0.156)	(0.250)
Treatment Econ x HetVar	0.001	-0.221	0.202	-0.060
	(0.008)	(0.216)	(0.218)	(0.040)
Treatment Econ x Italy	0.709	0.106	0.275	-0.342
	(0.480)	(0.211)	(0.222)	(0.362)
HetVar x Italy	0.014*	-0.120	-0.303	-0.071*
	(0.008)	(0.234)	(0.225)	(0.037)
Treatment Econ x HetVar x Italy	-0.011	0.256	0.066	0.091*
	(0.011)	(0.314)	(0.309)	(0.053)
N	605	605	605	605
R-sq	0.122	0.117	0.123	0.121
Pre-attitudes	Yes	Yes	Yes	Yes
Other controls	Yes	Yes	Yes	Yes

Notes: OLS regressions with the post-treatment attitudes index (first principal component of the responses to the post-treatment policy questions) as outcome. Treatment Econ equals 1 for the pro-economy treatment and 0 otherwise. **HetVar** for each column in order: Age, Male, Education, Income. Pre-attitude is defined as PC1, the first principal component of the pre-treatment policy questions. Controls include age, gender, country, education, income and political position. Robust standard errors in parenthesis, significance levels indicated *p<0.10, ** p<0.05, ***p<0.01.

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