

Monetary and non-monetary incentives in real-effort tournaments

Supplementary Materials

The folder of online supplementary materials contains the following:

1. Online Appendix:

- Appendix A contains the original instructions used in the treatments reported in the paper. Instructions for the other treatments were appropriately adjusted and are available from the authors upon request.
- Appendix B contains the additional analyses for treatments S, 20-Min, and EC.

2. Experimental Programs:

- The experiments were conducted on z-Tree. The experimental programs required to run treatments B, ED, P, and A1A2 can be found in the folder “z-Tree_Codes”.

3. Data Files:

- All the result analyses were conducted using STATA. Both the raw data and the .do files can be found in the folder “STATA”.
- The raw data from the experiment has been compiled into a single STATA dataset file (“EER-D-17-00107R2_data.dta”).
- The STATA .do file (“EER-D-17-00107R2_dofile.do”) contains the codes required to replicate all tables, figures, and statistical tests reported in the paper and Online Appendix B.