**Supplemental Appendix For:**

**“How Group Discussions Create Strong Attitudes and Strong Partisans”**

This Version: January 14, 2016

**Survey Items: Pre-Test Instrument**

Generally speaking, which of the options on the scale below best describes your party identification?

*strong weak lean Independent lean weak strong*

*Democrat Democrat Democrat Republican Republican Republican*

Are you male or female?

*Male Female*

What is your age? (*Student status variable)*

*under 18 18-24 over 24*

Which of the following do you consider to be your primary racial or ethnic group?

*White African American Asian American Hispanic Native American other*

What is your estimate of your family’s annual household income (before taxes)?

*< $30,000 $30,000 - $69,999 $70,000-$99,999 $100,000-$200,000 >$200,000*

In general, how interested are you in politics?

*not at all not too somewhat very extremely*

*interested interested interested interested interested*

How much of a majority is required for the U.S. Senate and House to override a Presidential veto?

*Cannot 1/3 1/2 2/3 3/4 Don’t know*

*override*

Do you know what country is the world’s largest exporter of crude oil?

*United States Russia Iran Saudi Arabia Don’t know*

Which of the following is NOT a renewable energy source?

*Hydroelectricity Biomass Coal Solar Hydrogen Don’t know*

Do you happen to know which party currently has the most members in the House of Representatives in Washington, D.C.?

*Democrats Republicans Tie Don’t know*

Whose responsibility is it to determine if a law is constitutional?

*President Congress Supreme Court Don’t know*

Who is the current U.S. Secretary of State?

*True or False*: There currently is a ban on drillingfor oil and gas off the Atlantic Coast and in the eastern Gulf of Mexico.

*True False Don’t know*

Would you say that one of the major parties is more conservative than the other at the national level? If so, which party is more conservative?

*Democrats Republicans Neither Don’t know*

*True or False:* Most of the oil imported by the United States comes from the Middle East.

*True False Don’t know*

**Survey: Post-Test Instrument**

How important to you is your opinion towards increasing domestic production of oil and natural gas (e.g., how strongly do you feel about your opinion)?

*extremely very somewhat neither somewhat very extremely*

*unimportant unimportant unimportant unimportant important important important*

How deeply did you think about the information you received in the video and conversations?

*Not deeply Not too neither deeply very extremely*

*at all deeply nor not deeply deeply deeply*

Some participants have noted that they would like to receive more information on the issue. How interested are you in receiving more information about drilling and the Keystone XL pipeline?

*extremely very somewhat neither somewhat very extremely*

*uninterested uninterested uninterested uninterested interested interested interested*

*nor interested*

Would you like for us to send you one e-mail with more information about drilling and the Keystone XL pipeline? If yes, please enter your e-mail here (and we promise it will be one e-mail only):

Would you be willing to sign a petition about drilling and the Keystone XL pipeline that reflects your views (this petition would be sent to your congressperson)? If so, please enter your name here; if not, leave blank:

How important is your party identification (or your identification as an Independent) to you?

*extremely very unimportant neither unimportant important very extremely*

*unimportant unimportant nor important important important*

**Supplemental Results, with Control Variables**

Table A1 below re-creates table 1 from the paper, controlling for a number of observed pre-treatment covariates. Note that our substantive conclusions do not change at all (and indeed, the specific point estimates are extremely similar to those presented in the body of the paper).

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | (1) | (2) | (3) | (4) | (5) | (6) |
| VARIABLES | Elaboration | Attitude  Importance | Want  Information | Provide  Email | Sign  Petition | PID  Importance |
|  |  |  |  |  |  |  |
| Homogeneous Discussion | **0.982** | **1.220** | **1.251** | **1.324** | **1.405** | **1.346** |
|  | **(0.135)** | **(0.277)** | **(0.352)** | **(0.434)** | **(0.561)** | **(0.209)** |
| Heterogeneous Discussion | **0.978** | **1.356** | **1.109** | **1.154** | **1.094** | **0.615** |
|  | **(0.139)** | **(0.310)** | **(0.348)** | **(0.471)** | **(0.536)** | **(0.217)** |
| Democrat | -0.041 | -0.0234 | -0.274 | -0.0622 | **0.549** | 0.149 |
|  | (0.148) | (0.192) | (0.242) | (0.282) | **(0.325)** | (0.249) |
| Jobs vs. Environment Scale | **0.083** | 0.0664 | 0.0140 | -0.0745 | 0.0122 | 0.0161 |
|  | **(0.047)** | (0.0687) | (0.0686) | (0.0887) | (0.100) | (0.0677) |
| Political Interest | 0.032 | 0.209 | 0.169 | **0.409** | **0.576** | **0.309** |
|  | (0.087) | (0.112) | (0.124) | **(0.187)** | **(0.202)** | **(0.118)** |
| Political and Oil Knowledge | 0.057 | 0.0216 | 0.0153 | -0.0164 | -0.0652 | -0.0889 |
|  | (0.040) | (0.0514) | (0.0689) | (0.0922) | (0.0934) | (0.0696) |
| Income | -0.020 | -0.137 | -0.0946 | 0.0211 | 0.0400 | 0.120 |
|  | (0.063) | (0.0722) | (0.0846) | (0.114) | (0.129) | (0.0935) |
| Racial/Ethnic Minority | 0.203 | **-0.351** | 0.227 | 0.515 | 0.0934 | -0.234 |
|  | (0.170) | **(0.172)** | (0.227) | (0.369) | (0.400) | (0.265) |
| Student Aged | **0.353** | **0.517** | 0.232 | -0.0526 | **0.934** | 0.0700 |
|  | **(0.20)** | **(0.224)** | (0.316) | (0.398) | **(0.514)** | (0.278) |
| Female | -0.223 | 0.146 | 0.0633 | -0.177 | **-0.676** | -0.243 |
|  | (0.139) | (0.221) | (0.216) | (0.312) | **(0.336)** | (0.217) |
| Constant | 1.067 | 2.054 | 2.341 | -2.112 | -3.568 | 2.780 |
|  | (0.349) | (0.474) | (0.641) | (0.899) | (1.023) | (0.545) |
|  |  |  |  |  |  |  |
| Observations | 215 | 216 | 216 | 216 | 216 | 216 |
| R-squared | 0.18 | 0.216 | 0.109 |  |  | 0.137 |

Table A1: Effects of Group Discussion on Elaboration, Attitude Importance, Information Search, and Behavior (Controlling for Pre-Treatment Covariates)

*Note*: columns 1-3 and 6 are OLS regression coefficients with clustered standard errors in parentheses; columns 4-5 present logistic regression coefficients. In all cases, coefficients that can be distinguished from 0 at conventional levels of statistical significance (, two-tailed) are given in bold.