

**e - c o m p a n i o n**

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Electronic Companion—"Charitable Motives and Bidding  
in Charity Auctions" by Peter T. L. Popkowski Leszczyc and  
Michael H. Rothkopf, *Management Science*,  
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**Popkowski Leszczyc, Peter T. L. and Michael H. Rothkopf (2009), Charitable Motives and Bidding in Charity Auctions**

**Web Appendix**

**Table A1: List of Products used in Experiment 1 and Parameter Estimates of Fixed Effects Product Dummy Variables**

	<b>Product Description</b>	<b>Product Category</b>	<b>Parameter estimates</b>	<b>Standard error</b>
1	PINK FLOYD Darkside of the moon.	CD	2.594	0.240
2	BARENAKED LADIES Greatest Hits,	CD	2.728	0.235
3	JAMES TAYLOR, greatest hits Vol 2,	CD	2.398	0.235
4	PHIL COLLINS, greatest hits.	CD	2.879	0.235
5	ERIC CLAPTON, Just One Night.	CD	2.319	0.235
6	LED ZEPPELIN, Physical Graffiti.	CD	2.410	0.240
7	PinK FLOYD Echoes: The Best Of Pink Floyd.	CD	3.273	0.235
8	JOHN LENNON, Legend the very best.	CD	2.763	0.240
9	STEVE MILLER BAND, Young Hearts	CD	3.227	0.235
10	The best of R.E.M. New.	CD	3.145	0.235
11	TONY BENNETT, The Essential	CD	3.531	0.240
12	SIMON AND GARFUNKEL, greatest hits.	CD	3.116	0.235
13	THE DOORS: The Absolute Best	CD	3.295	0.240
14	BARBRA STREISAND: greatest hits.	CD	3.694	0.235
15	BOB DYLAN: The essential bob dylan.	CD	3.656	0.235
16	DAVID BOWIE: Aladdin sane 2 CD pack	CD	3.655	0.240
17	QUEEN: Live killers.	CD	3.705	0.235
18	Collection of Polish Mint Stamps	collectable stamps	3.368	0.235
19	500++ Worldwide mint stamps	collectable stamps	3.438	0.240
20	40+ Beautiful Souvenir sheets	collectable stamps	4.795	0.235
21	40+ Beautiful Souvenir sheets	collectable stamps	4.499	0.235
22	250+ Mint Older Canadian stamps	collectable stamps	3.303	0.240
23	Collection of Canadian FDC's	collectable stamps	3.617	0.235
24	50 DVD-R Spindle	Computer	4.119	0.240
25	HP 50-Pack 8x DVD+R (4.7GB) in Spindle	Computer	4.544	0.235
26	Gateway 32MB USB Flash Drive	Computer	5.015	0.235
27	Gateway 32MB USB Flash Drive	Computer	4.656	0.235
28	Rio 128MB MP3 Player	Computer	3.739	0.235
29	512MB 2.0 Full Speed USB Flash Drive	Computer	3.697	0.240
30	Kensington PocketMouse Mini	Computer	2.651	0.235
31	Microsoft Wireless Intelli mouse	Computer	2.346	0.240
32	New Uniden 900 Mhz phone caller id & answ.	Electronics	2.686	0.240
33	New Uniden 2.4 ghz phone	Electronics	2.647	0.235
34	New Toshiba SD-430V DVD Player	Electronics	2.832	0.270
35	New Hitachi DV-P745U DVD Player	Electronics	2.652	0.235
36	RCA CD Player	Electronics	2.685	0.235
37	Curtis CD Player	Electronics	2.353	0.240

**Table A1: List of Products used in Experiment 1 and Parameter Estimates of Fixed Effects Product Dummy Variables (continued)**

	<b>Product Description</b>	<b>Product Category</b>	<b>Parameter estimates</b>	<b>Standard error</b>
38	GPX Wake-up Clock Radio	Electronics	3.606	0.235
39	Milano Desk Lamp	Electronics	2.760	0.235
40	Cyber Acoustics ACM-90 Stereo Headphones	Electronics	2.860	0.235
41	Digicom 4AA 2150 mAh Batteries with Charger	Electronics	3.426	0.240
42	CD-Clock radio	Electronics	4.349	0.235
43	Picture Frame and Clock	Electronics	2.479	0.240
44	\$50 Gift Certificate for Cowboys	gift certificate	3.451	0.235
45	Gift Certificate for 24 Cookies - Cookies by Geo	gift certificate	3.445	0.235
46	\$20 Gift Certificate for Campus Jewellers	gift certificate	2.696	0.235
47	\$40 Gift Certificate for Campus Jewellers	gift certificate	3.498	0.235
48	Gift Certificate for 24 Cookies - Cookies by George	gift certificate	3.545	0.235
49	Burmese Hanging Carpet (small)	handycrafts	-1.590	0.240
50	Burmese Hanging Carpet (large)	handycrafts	1.380	0.234
51	Thai lacquer art - set of 3 Apples	handycrafts	2.651	0.235
52	Thai lacquer art - set of 4 Ducks	handycrafts	2.773	0.240
53	Thai lacquer art - set of 3 Peacocks	handycrafts	2.688	0.240
54	Thai lacquer art - set of 3 Elephants	handycrafts	3.183	0.235
55	Thai lacquer art - set of 4 Standing cats	handycrafts	2.456	0.235
56	Thai lacquer art - set of 3 Pears	handycrafts	3.216	0.235
57	Two Handmade Burmese Hand bags	handycrafts	2.161	0.240
58	New in a box 16 piece Cutlery set	Household	3.660	0.240
59	High Quality Binoculars	Household	4.070	0.235
60	Geneva His & Her Watch Set	jewelry	4.147	0.235
61	Geneva His & Her Watch Set	jewelry	4.211	0.235
62	Pocket Fashion Watch	jewelry	2.836	0.240
63	Pocket Fashion Watch	jewelry	2.992	0.271
64	White Pearl Earrings	jewelry	3.456	0.240
65	Black Pearl Earrings	jewelry	3.765	0.235
66	Celebrity watch & pen set	jewelry	3.242	0.235
67	SUISSE Watch	jewelry	3.402	0.235
68	SUISSE Watch	jewelry	3.643	0.240
69	Beautiful Musical Box	jewelry	2.990	0.235
70	Gold heart pendant & chain	jewelry	3.587	0.235
71	Gold heart pendant	jewelry	2.932	0.235
72	Canadian Mint Stamps (\$30+ Face Value)	postage	3.587	0.235
73	Canadian Mint Stamps (\$30+ Face Value)	postage	3.560	0.240
74	Canadian Mint Stamps (\$30+ Face Value)	postage	3.644	0.235
75	Collection of 200+ Mint UN Stamps	postage	3.736	0.240
76	Collection of 100+ Mint UN Stamps	postage	3.427	0.235
77	200+ Mint USA Stamps	postage	3.701	0.241

**Table A2: List of Products used in Experiment 2 and Parameter Estimates of Fixed Effects Product Dummy Variables**

	<b>Product Description</b>	<b>Product Category</b>	<b>Parameter estimates</b>	<b>Standard error</b>
1	Neil Young – Greatest Hits	CD's	3.309	0.516
2	The Best of James Taylor	CD's	4.184	0.503
3	John Lennon Legend	CD's	2.862	0.490
4	Doors the absolute best – 2disks	CD's	3.567	0.490
5	Crosby, Stills & Nash Greatest Hits	CD's	3.170	0.503
6	Leonard Cohen – Greatest Hits	CD's	3.166	0.516
7	Collection of over 200 Mint United Nations Stamps	Collectables	2.353	0.516
8	Targus 15.4" Ricket Backpack Black/Grey	Computer	2.555	0.503
9	Ultra Mini Bluetooth Headset	Computer	1.780	0.490
10	Netgear Wireless Internet Access	Computer	3.718	0.490
11	SanDisk Cruzer Mini USB Flash Drive - 4-Pack	Computer	2.331	0.503
12	Logitech Joystick (XS Cargo)	Computer	2.267	0.516
13	Spindle 100 CDR's	Computer	2.930	0.516
14	FM transmitter for Ipod	Computer	2.787	0.503
15	Compaq USB 2.0 4-port Hub	Computer	2.894	0.490
16	Wireless headset	Computer	3.457	0.490
17	Compaq Notebook Accessory Kit	Computer	-0.392	0.503
18	Iomega 250 GB external Hard drive	Computer	1.703	0.516
19	Digital Concepts Micro Digital Camera	Electronics	2.768	0.516
20	Centon 2GB MP3 Player w/FM Tuner	Electronics	1.653	0.503
21	Sennheiser MX500 Dynamic In-Ear Headphones	Electronics	2.348	0.490
22	Energizer Charger and 2-Pack 1700 mAh Batteries	Electronics	2.580	0.490
23	Philips DVP642 DVD Player	Electronics	2.079	0.503
24	Two Cordless Phone set 2 GHz	Electronics	1.943	0.516
25	Digital Answering Machine	Electronics	3.241	0.516
26	Remote car starter	Electronics	2.384	0.503
27	ViewSonic 19" LCD Monitor	Electronics	1.053	0.490
28	Apple ipod	Electronics	2.353	0.490
29	Samsung MiniDV Camcorder	Electronics	2.468	0.503
30	Thai Lacquer ware -boxes	Handycrafts	3.137	0.516
31	Two Burmese hats	Handycrafts	2.279	0.516
32	Burmese wall hangings (medium)	Handycrafts	2.950	0.503
33	Hill tribe dolls	Handycrafts	3.155	0.490
34	Two Thai bags	Handycrafts	3.054	0.490
35	Barber in a box	Household	2.498	0.503

**Table A2: List of Products used in Experiment 2 and Parameter Estimates  
of Fixed Effects Product Dummy Variables (continued)**

	<b>Product Description</b>	<b>Product Category</b>	<b>Parameter estimates</b>	<b>Standard error</b>
36	SunBeam Premium Foot Spa.	Household	1.990	0.516
37	Instant Alert System	Household	2.286	0.523
38	Luxery wine accessory set	Household	1.884	0.523
39	Waterless Vaporizer	Household	2.515	0.523
40	Shower Mirror	Household	-0.777	0.523
41	Sizler knife set	Household	5.244	0.523
42	Decorative Oil bottles	Household	4.557	0.523
43	45+ Action Videos	Movies	5.236	0.523
44	Collection of 45+ Videos	Movies	5.358	0.523
45	Bike helmets -youth	Sports	5.547	0.523

**Table A3: List of Products used in Experiment 3 and Parameter Estimates  
of Fixed Effects Product Dummy Variables**

<b>Product description</b>	
1	Lot of 8 Action/Adventure Movies!
2	Lot of 8 Action Movies!
3	Lot of 8 Action Movies!
4	Lot of 8 Drama Movies!
5	Lot of 8 Drama Movies!
6	Lot of 8 Drama Movies!
7	Lot of 8 Horror Movies!
8	Lot of 8 Horror Movies!
9	Lot of 8 Romance Movies!
10	Lot of 8 Romance Movies!
11	Lot of 8 Drama Movies!
12	Lot of 4 Drama and 4 Action Movies! Combination of 4 Drama and 4 Action
13	Movies! Combination of 4 Drama and 4 Action
14	movies! Combination of 4 Thrillers/Horror and 4
15	Comedy Movies!
16	Combination of 4 Thrillers/Horror and 4 Comedy M
17	Lot of 8 Kids Movies!
18	Lot of 8 Kids Movies!
19	Lot of 8 Comedy Movies!
20	Lot of 8 Comedy Movies!
21	Lot of 8 Comedy Movies!
22	Combination of 4 Action and 4 Romance Movies!
23	Combination of 4 Action and 4 Romance Movies!
24	Combination of 4 Drama and 4 Comedy Movies!
25	Combination of 4 Drama and 4 Comedy Movies!
26	Combination of 4 Thrillers/Horror and 4 Comedy Movies!
27	Combination of 4 Thrillers/Horror and 4 Comedy Movies!
28	Combination of 4 Thrillers/Horror and 4 Drama Movies!
29	Combination of 4 Comedy and 4 Action Movies!
30	Combination of 4 Comedy and 4 Action Movies!

Figure 1 - Example of a Charity Auction from Experiment 1

Auction Details

**A117. Thai lacquer art – set of 3 Hand-Painted Cats**

Starting Bid:	C\$\$0.01
Quantity:	1
Winning Bid:	C\$\$11.00
Number of Bids:	4
Reserve Status:	This item has no Reserve.
Buy Price:	C\$None
Winning Bidder:	geert
Start Date:	November 2, 2006 8:00:00 PM MDT
End Date:	November 3, 2006 8:12:00 PM MDT
Seller Location:	Edmonton, Ab
Seller:	<a href="#">auctioneer (300)</a>

Item:  
000033989  


**Current Time**  
May 8, 2007  
10:51:53 PM MDT

**Ended Auction**

- This item is listed in [Art & Antiques](#)
- [View Seller Feedback](#)
- [Ask Seller a Question](#)
- [Bidding History](#)
- Member ID
- Password

Item Details



Figure 1 - Example of a Charity Auction from Study 1 (continued)

### Thai lacquer art – set of 3 Hand-Painted Cats

Very attractive decorative set of 3 lacquer ware cats. They are beautifully hand painted high quality lacquer ware, imported from Chiangmai Thailand. These are ideal for gifts or just to have for an ornament.

**100% of the proceeds of this auction will be donated to the Edmonton United Way, Sign of Hope and Christmas Bureau!**

#### Payment Terms

Cash only.

#### Bid

Your bid is legally binding. Place a bid only if you're serious about buying the item.

Current Bid:	\$11.00
Bid Increment:	\$1.00
Minimum for next bid:	\$12.00
Reserve Status:	This item has no Reserve.
Buy Price:	

Your Bid:	<input type="text"/>
<input type="checkbox"/> Check to Watch Item Without Bidding	
Member ID:	<input type="text"/>
Password:	<input type="password"/>
<a href="#">If you forgot your username or password, click here</a>	
<input type="button" value="Place My Bid"/>	



#### How to bid

##### How to enter your Bid:

Use no currency symbols, no commas - only numbers and decimal points, Example: 2500 for 2,500.00.

**How Much To Bid?** Enter the most you are willing to pay here. The auction system will place the lowest bid necessary for you now, and then will bid on your behalf if someone else bids against you, up to the point of the bid placed here.

**What is a Reserve?** A reserve price means that a seller may set a price that bids must meet in order to complete the sale. This amount is hidden. If the reserve price isn't met, the seller is not obligation to sell the item. If you wish to request the reserve price, please write the seller directly. It is at their discretion whether this price will be provided.

**Buy Price** If an item has a Buy Price listed, the auction will end immediately if that amount is bid.

##### To Track this item without bidding:

You can watch this item without bidding by checking the box provided. You will be able to see this item in your Tracked Items list in the Members Area. Enter your Member ID and Password here, and click the Place My Bid Button.

Lost Password?