

Readme file for:
“First-place Loving and Last-place Loathing:
How Rank in the Distribution of Performance Affects Effort Provision”
by Gill, Kissova, Lee and Prowse
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The folder that contains this readme file also contains all code and data needed to replicate the empirical analysis in the above paper.

The file Rank_Data.dta contains the experimental data. The variables are described at the end of this document.

Running the Stata code in the file “RunEstimates.do” replicates the analysis reported in the paper:

- Prior to running this code, line 3 of the code should be updated to point to the folder that contains this readme file
- RunEstimates.do calls “Rank_VariableGeneration_250215.do” and “TiesTable.do”
- RunEstimates.do saves figures in the subfolder called “Figures”

Variable descriptions

treatment – a four-category treatment indicator (c, t1, t2,t3)
id – a subject-specific ID number
round – round indicator (round 0 is the practice round, rounds 1-6 are the paying rounds)
session – session number indicator from 1 to 18
ReverseRank – subject's rank in a particular round, reverse coded (highest rank = 17; lowest rank = 1)
RankForPayingRound – subject's rank in a particular round (highest rank = 1; lowest rank = 17)
SumCorrect – total points score in the round
SumWrong – total number of incorrect answers in the round
WordCorrect – score in the word spotting task in the round
WordWrong – number of incorrect answers in the word spotting task in the round
NumericalCorrect – score in the numerical task in the round
NumericalWrong – number of incorrect answers in the numerical task in the round
Male – indicator of whether subject is male
Female – indicator of whether subject is female
MisGender – indicator of missing value for gender
Age22Plus – indicator of whether subject is 22 or older
Age22Minus – indicator of whether subject is younger than 22
MisAge – indicator of missing value for age
UK – indicator of whether subject was born in the UK
NUK – indicator of whether subject was born outside of the UK
MisBirth – indicator of missing value for country of birth
SC – indicator that subject's main subject of study is in Sciences, Engineering, Math and Medicine
NSC – indicator that subject's main subject of study is in Humanities, Social Sciences, Business, Law and Education.
MisStudy – indicator of missing value for main subject of study
HiComp – indicator that subject self reported as highly competitive (see experimental instructions above for the competitiveness questions)
ModComp – indicator that subject self reported as moderately competitive
LoComp – indicator that subject self reported as low competitive
MisComp – indicator of missing value for competitiveness question