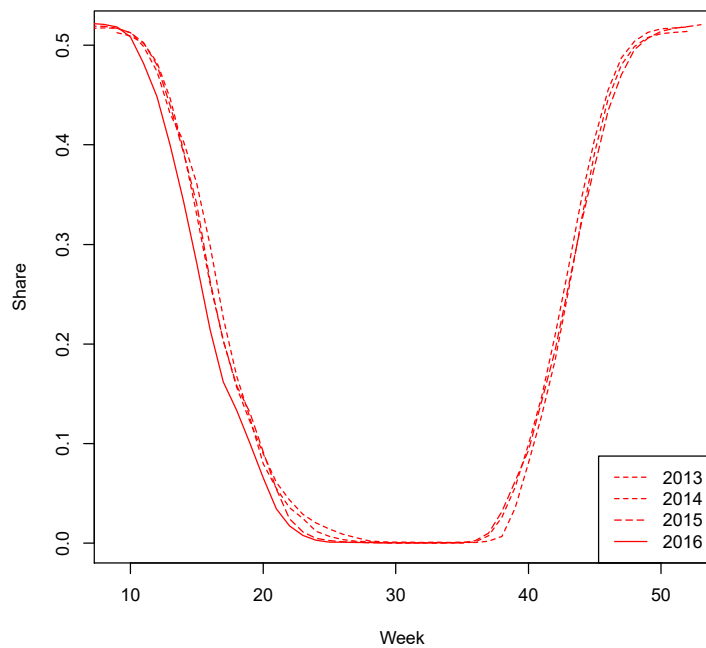


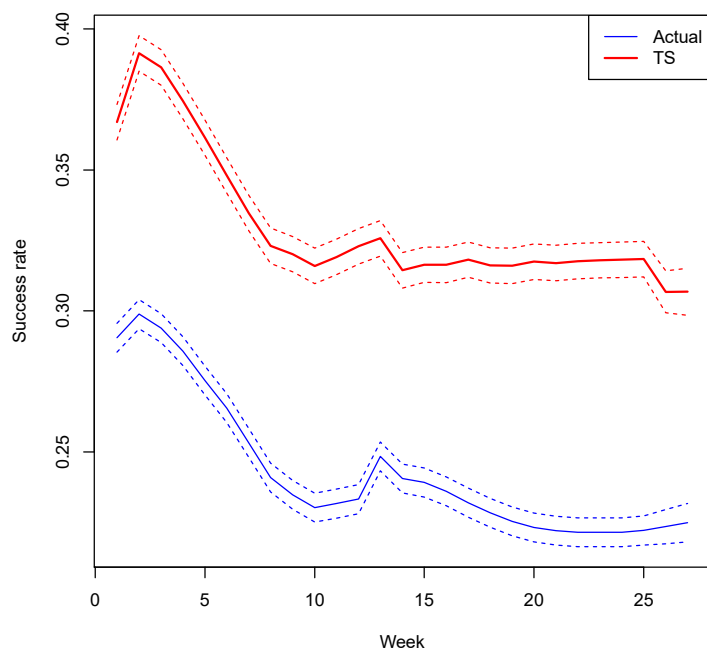
C Online Appendix

Figure A1: Weekly Trend in the Share of Hot Product Slots Per Machine



¹ A point is the average share of hot product slots per machine. The data cover the period between 2013 Summer/Spring and 2016 Summer/Spring.

Figure A2: Mean TS and Actual Success Rates Over Time



¹ The dashed lines indicate 99% confidence intervals of the mean success rates.

Table A1: Summary Statistics of Product Assortments Per Machine

	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
Num. slots	869664	35.369	4.045	5	42.000	34.000	36.000	36.000
Num. products	869664	32.298	4.410	1	42.000	30.000	33.000	35.000
Num. categories	869664	11.073	0.917	1	12.000	11.000	11.000	12.000
Num. hot product	869664	8.335	8.389	0	32.000	0.000	6.000	18.000
Share hot product	869664	0.237	0.239	0	1.000	0.000	0.167	0.500
Num. new product	869664	7.393	4.489	0	24.000	4.000	8.000	11.000
Share new product	869664	0.209	0.125	0	0.676	0.111	0.222	0.306
Num. private product	869664	0.238	0.689	0	9.000	0.000	0.000	0.000
Share private product	869664	0.007	0.020	0	0.250	0.000	0.000	0.000
Num. delegated	869664	17.689	6.996	0	42.000	13.000	17.000	22.000
Share delegated	869664	0.498	0.187	0	1.000	0.361	0.467	0.611

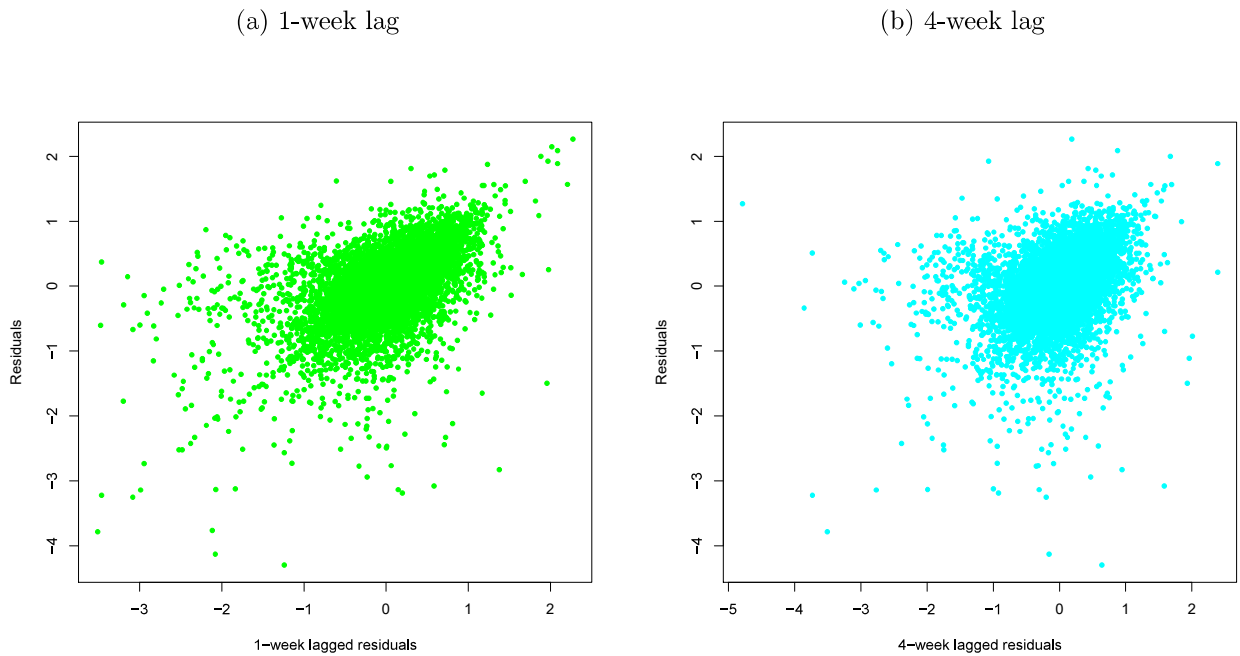
The unit of observation is vending machine and week. The data cover the period between 2013 Summer/Spring and 2016 Summer/Spring.

Table A2: Summary Statistics of Product Sales Per Machine

	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
Num. hot product	869664	147.519	217.017	0	4247.0	0.000	55.000	225.000
Share hot product	869664	0.273	0.290	0	1.0	0.000	0.165	0.563
Num. new product	869664	127.757	140.532	0	3341.0	32.000	85.000	176.000
Share new product	869664	0.202	0.132	0	1.0	0.099	0.195	0.290
Num. private product	869664	3.979	15.315	0	510.0	0.000	0.000	0.000
Share private product	869664	0.006	0.019	0	0.4	0.000	0.000	0.000
Num. delegated	869664	288.749	275.122	0	7978.0	113.000	211.000	376.000
Share delegated	869664	0.467	0.199	0	1.0	0.323	0.426	0.586

The unit of observation is vending machine and week. The data cover the period between 2013 Summer/Spring and 2016 Summer/Spring.

Figure A3: Residual Plots of Demand Estimation



¹ The unit of observation is vending machine, week, and product. The scale is the log difference from the outside share. Because the sample size is huge, I randomly sampled 10,000 observations to display the plot.

Table A3: Summary Statistics of Product Assortments Per Machine By Category

	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
Num. Green tea	869664	2.758	0.975	0	26.000	2.000	3.000	3.000
Share Green tea	869664	0.078	0.027	0	0.743	0.056	0.083	0.088
Num. Other tea	869664	4.421	1.521	0	17.0	3.0	4.000	5.000
Share Other tea	869664	0.125	0.040	0	0.5	0.1	0.119	0.143
Num. Water	869664	3.246	1.146	0	36	2.000	3.000	4.000
Share Water	869664	0.092	0.032	0	1	0.067	0.086	0.111
Num. Tonic water	869664	2.494	1.344	0	12.0	1.000	2.000	3.000
Share Tonic water	869664	0.070	0.037	0	0.4	0.048	0.067	0.095
Num. Canned coffee	869664	5.776	2.031	0	36	4.000	6.000	7.000
Share Canned coffee	869664	0.164	0.056	0	1	0.133	0.167	0.194
Num. Bottled coffee	869664	1.803	1.06	0	10.000	1.000	2.000	2.000
Share Bottled coffee	869664	0.051	0.03	0	0.278	0.028	0.048	0.067
Num. English tea	869664	2.058	1.213	0	10.0	1.000	2.000	3.000
Share English tea	869664	0.058	0.034	0	0.3	0.029	0.056	0.083
Num. Carbonated water	869664	4.954	2.421	0	36	3.000	5.000	6.000
Share Carbonated water	869664	0.140	0.065	0	1	0.095	0.139	0.167
Num. Fruits	869664	3.279	1.387	0	18.000	2.000	3.000	4.000
Share Fruits	869664	0.092	0.037	0	0.429	0.067	0.088	0.111
Num. Healthy drink	869664	1.702	0.786	0	30	1.000	2.000	2.000
Share Healthy drink	869664	0.048	0.022	0	1	0.029	0.056	0.056
Num. Specialty	869664	0.594	0.766	0	6.000	0	0	1.000
Share Specialty	869664	0.017	0.022	0	0.167	0	0	0.028
Num. Other	869664	2.283	1.563	0	28	1.000	2.000	3.000
Share Other	869664	0.065	0.044	0	1	0.028	0.057	0.095

The unit of observation is vending machine and week. The data cover the period between 2013 Summer/Spring and 2016 Summer/Spring.

Table A4: Summary Statistics of Product Sales Per Machine By Category

	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
Num. Green tea	869664	51.469	59.462	0	2712	19.000	37.000	66.000
Share Green tea	869664	0.080	0.035	0	1	0.057	0.075	0.097
Num. Other tea	869664	81.468	89.527	0	3720	27.000	56.000	106.000
Share Other tea	869664	0.119	0.045	0	1	0.089	0.117	0.147
Num. Water	869664	74.135	79.123	0	2112	23.000	50.000	97.000
Share Water	869664	0.108	0.047	0	1	0.073	0.105	0.138
Num. Tonic water	869664	46.904	59.572	0	1418	11.000	27.000	59.000
Share Tonic water	869664	0.067	0.043	0	1	0.034	0.062	0.095
Num. Canned coffee	869664	89.147	79.838	0	2514	41.000	71.000	115.000
Share Canned coffee	869664	0.158	0.073	0	1	0.108	0.146	0.194
Num. Bottled coffee	869664	36.485	35.778	0	644	13.000	27.000	49.000
Share Bottled coffee	869664	0.061	0.038	0	1	0.034	0.055	0.083
Num. English tea	869664	34.428	36.645	0	617.00	10.000	23.00	46.000
Share English tea	869664	0.057	0.040	0	0.52	0.027	0.05	0.081
Num. Carbonated water	869664	87.438	92.299	0	2234	29.000	59.00	113.000
Share Carbonated water	869664	0.136	0.075	0	1	0.084	0.13	0.179
Num. Fruits	869664	53.700	55.838	0	1053	18.000	37.000	71.000
Share Fruits	869664	0.081	0.038	0	1	0.055	0.079	0.104
Num. Healthy drink	869664	28.718	30.415	0	524	8.000	19.000	39.000
Share Healthy drink	869664	0.045	0.029	0	1	0.023	0.041	0.062
Num. Specialty	869664	9.203	18.877	0	446.000	0	0	11.000
Share Specialty	869664	0.014	0.022	0	0.362	0	0	0.023
Num. Other	869664	41.039	45.337	0	964	10.000	28.000	57.000
Share Other	869664	0.074	0.062	0	1	0.025	0.064	0.111

The unit of observation is vending machine and week. The data cover the period between 2013 Summer/Spring and 2016 Summer/Spring.

Table A5: *Ex Post* Belief About γ and σ^2

<i>Parameter</i>	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
γ	1472	0.751	0.089	0.354	1.021	0.703	0.756	0.809
σ^2	1472	0.271	0.119	0.086	1.010	0.185	0.234	0.325

¹ The summary statistics is across areas and seasons, and N is the number of relevant areas and seasons.

Table A6: *Ex Post* Belief About β

<i>Group</i>	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
<i>Cold</i>								
Green tea	1472	0.050	0.022	0.000	0.695	0.043	0.051	0.059
Other tea	1471	0.069	0.018	-0.132	0.121	0.062	0.071	0.079
Water	1472	0.046	0.015	0.006	0.408	0.041	0.047	0.053
Tonic water	1472	0.063	0.019	0.005	0.411	0.054	0.065	0.074
Canned coffee	1470	0.079	0.034	-0.010	0.201	0.051	0.073	0.107
Bottled coffee	1471	0.060	0.034	-0.633	0.165	0.039	0.057	0.081
English tea	1471	0.048	0.035	-0.270	0.378	0.024	0.045	0.074
Carbonated water	1472	0.050	0.014	0.001	0.250	0.046	0.052	0.058
Fruit	1472	0.054	0.032	-0.317	0.978	0.041	0.055	0.067
Healthy drink	1472	0.033	0.021	-0.043	0.703	0.027	0.033	0.040
Specialty	1188	0.038	0.068	-0.303	1.275	0.023	0.046	0.060
Other	1467	0.057	0.063	-0.897	0.694	0.024	0.045	0.081
<i>Hot</i>								
Green tea	1472	-0.034	0.029	-0.209	0.462	-0.047	-0.032	-0.020
Other tea	1472	-0.055	0.039	-0.395	0.184	-0.068	-0.051	-0.035
Canned coffee	1472	-0.049	0.028	-0.354	0.091	-0.069	-0.047	-0.031
Bottled coffee	1471	-0.043	0.038	-0.403	0.260	-0.056	-0.038	-0.022
English tea	1472	-0.053	0.036	-0.336	0.143	-0.075	-0.049	-0.032
Fruit	1472	-0.055	0.042	-0.243	0.613	-0.075	-0.051	-0.033
Other	1472	-0.049	0.045	-0.260	0.611	-0.078	-0.043	-0.019

¹ The summary statistics is across areas and seasons, and N is the number of relevant areas and seasons.

Table A7: *Ex Post* Belief About ξ

<i>Product</i>	<i>N</i>	<i>Mean</i>	<i>Sd</i>	<i>Min</i>	<i>Max</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
100 percentile product	125	-3.952	0.630	-5.946	0.376	-4.220	-3.957	-3.689
90 percentile product	358	-4.390	0.512	-6.108	-2.931	-4.653	-4.332	-4.063
80 percentile product	768	-4.670	0.525	-6.066	0.630	-4.956	-4.710	-4.485
70 percentile product	250	-5.456	0.385	-7.142	-4.355	-5.704	-5.452	-5.212
60 percentile product	1141	-5.663	0.381	-9.561	-4.323	-5.894	-5.652	-5.410
50 percentile product	351	-6.015	0.440	-7.683	-4.955	-6.259	-5.963	-5.734
40 percentile product	154	-6.281	0.505	-7.916	-4.927	-6.613	-6.308	-5.905
30 percentile product	259	-6.407	1.109	-11.968	-4.272	-6.730	-6.208	-5.801
20 percentile product	1274	-6.575	0.775	-9.089	-4.319	-7.196	-6.547	-5.986
10 percentile product	275	-6.788	0.833	-11.565	-5.334	-7.042	-6.618	-6.291

¹ The summary statistics is across areas and seasons, and *N* is the number of relevant areas and seasons. The percentile is among products that are estimated more than 100 areas and seasons. I cannot provide the product names because of confidentiality reasons.

Table A8: Mean TS and Actual Success Rates Over Time

	<i>TS</i>	<i>Actual</i>
Week 1	0.37 [0.36; 0.37]	0.29 [0.29; 0.30]
Week 2	0.39 [0.39; 0.40]	0.30 [0.29; 0.30]
Week 3	0.39 [0.38; 0.39]	0.29 [0.29; 0.30]
Week 4	0.37 [0.37; 0.38]	0.29 [0.28; 0.29]
Week 5	0.36 [0.36; 0.37]	0.28 [0.27; 0.28]
Week 6	0.35 [0.34; 0.35]	0.27 [0.26; 0.27]
Week 7	0.33 [0.33; 0.34]	0.25 [0.25; 0.26]
Week 8	0.32 [0.32; 0.33]	0.24 [0.24; 0.25]
Week 9	0.32 [0.31; 0.33]	0.23 [0.23; 0.24]
Week 10	0.32 [0.31; 0.32]	0.23 [0.23; 0.24]
Week 11	0.32 [0.31; 0.33]	0.23 [0.23; 0.24]
Week 12	0.32 [0.32; 0.33]	0.23 [0.23; 0.24]
Week 13	0.33 [0.32; 0.33]	0.25 [0.24; 0.25]
Week 14	0.31 [0.31; 0.32]	0.24 [0.24; 0.25]
Week 15	0.32 [0.31; 0.32]	0.24 [0.23; 0.24]
Week 16	0.32 [0.31; 0.32]	0.24 [0.23; 0.24]
Week 17	0.32 [0.31; 0.32]	0.23 [0.23; 0.24]
Week 18	0.32 [0.31; 0.32]	0.23 [0.22; 0.23]
Week 19	0.32 [0.31; 0.32]	0.23 [0.22; 0.23]
Week 20	0.32 [0.31; 0.32]	0.22 [0.22; 0.23]
Week 21	0.32 [0.31; 0.32]	0.22 [0.22; 0.23]
Week 22	0.32 [0.31; 0.32]	0.22 [0.22; 0.23]
Week 23	0.32 [0.31; 0.32]	0.22 [0.22; 0.23]
Week 24	0.32 [0.31; 0.32]	0.22 [0.22; 0.23]
Week 25	0.32 [0.31; 0.32]	0.22 [0.22; 0.23]
Week 26	0.31 [0.30; 0.31]	0.22 [0.22; 0.23]
Week 27	0.31 [0.30; 0.32]	0.22 [0.22; 0.23]
R ²	0.93	0.92
Adj. R ²	0.93	0.92
Num. obs.	33850	33850
RMSE	0.09	0.07

¹ 99% confidence intervals are reported.

Table A9: Effect of Algorithmic Advice on Assortment Decisions: Area/Worker-level Heterogeneity

	(1)	(2)	(3)
Net Num. Targeted	0.326*** (0.006)	0.112*** (0.005)	0.117*** (0.005)
Net Num. Targeted \times Regret	-0.013 (0.012)	-0.005 (0.010)	-0.006 (0.010)
Net Num. Targeted \times Advice	-0.006 (0.008)	0.004 (0.006)	0.004 (0.006)
Net Num. Targeted \times Advice \times Regret	0.055*** (0.016)	0.046*** (0.013)	0.046*** (0.013)
Net Num. Targeted \times Integration	0.013 (0.008)	0.010* (0.006)	0.010 (0.006)
Net Num. Targeted \times Integration \times Regret	-0.063*** (0.014)	-0.064*** (0.011)	-0.064*** (0.011)
Num. Centralized	1.092*** (0.003)	0.836*** (0.004)	0.841*** (0.004)
R ²	0.744	0.841	0.843
Adj. R ²	0.744	0.841	0.842
Num. obs.	74029	74029	74029
RMSE	5.841	4.606	4.585

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are in parentheses. Moreover, Model 2 controls for product-specific fixed effects, and Model 3 controls for year-week-specific fixed effects. $Regret_i$ is the average of actual regret minus TS regret.

Table A10: Effect of Algorithmic Advice on Assortment Decisions: Area/Worker-level Heterogeneity

	(1)	(2)	(3)
Net Num. Targeted	0.328*** (0.006)	0.107*** (0.005)	0.112*** (0.005)
Net Num. Targeted \times Regret	-0.011 (0.012)	-0.008 (0.010)	-0.008 (0.010)
Net Num. Targeted \times Area Sales Volatility	-0.011* (0.006)	0.022*** (0.005)	0.021*** (0.005)
Net Num. Targeted \times Advice	-0.008 (0.008)	0.008 (0.006)	0.008 (0.006)
Net Num. Targeted \times Advice \times Regret	0.053*** (0.016)	0.047*** (0.013)	0.047*** (0.013)
Net Num. Targeted \times Advice \times Area Sales Volatility	0.012 (0.009)	-0.015** (0.007)	-0.014** (0.007)
Net Num. Targeted \times Integration	0.007 (0.008)	0.001 (0.006)	0.001 (0.006)
Net Num. Targeted \times Integration \times Regret	-0.072*** (0.014)	-0.079*** (0.011)	-0.079*** (0.011)
Net Num. Targeted \times Integration \times Area Sales Volatility	0.027*** (0.008)	0.043*** (0.006)	0.043*** (0.006)
Num. Centralized	1.092*** (0.003)	0.834*** (0.004)	0.840*** (0.004)
R ²	0.744	0.842	0.843
Adj. R ²	0.744	0.841	0.842
Num. obs.	74029	74029	74029
RMSE	5.840	4.601	4.580

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are given in parentheses. Model 2 controls for product-specific fixed effects, and Model 3 controls for year-week-specific fixed effects.

Table A11: Effect of Algorithmic Advice on Assortment Decisions: Area/Worker-level Heterogeneity

	(1)	(2)	(3)
Net Num. Targeted	0.331*** (0.010)	0.100*** (0.008)	0.106*** (0.008)
Net Num. Targeted \times Regret	-0.010 (0.013)	-0.002 (0.010)	-0.003 (0.010)
Net Num. Targeted \times Experience	-0.007 (0.013)	0.009 (0.010)	0.008 (0.010)
Net Num. Targeted \times Area Sales Volatility	-0.011 (0.007)	0.021*** (0.005)	0.020*** (0.005)
Net Num. Targeted \times Advice	-0.012 (0.013)	0.008 (0.010)	0.008 (0.010)
Net Num. Targeted \times Advice \times Regret	0.052*** (0.017)	0.043*** (0.013)	0.043*** (0.013)
Net Num. Targeted \times Advice \times Experience	0.009 (0.018)	-0.000 (0.014)	0.001 (0.014)
Net Num. Targeted \times Advice \times Area Sales Volatility	0.013 (0.009)	-0.013* (0.007)	-0.012* (0.007)
Net Num. Targeted \times Integration	0.004 (0.012)	-0.018* (0.009)	-0.018* (0.009)
Net Num. Targeted \times Integration \times Regret	-0.072*** (0.014)	-0.073*** (0.011)	-0.073*** (0.011)
Net Num. Targeted \times Integration \times Experience	0.004 (0.017)	0.033** (0.013)	0.032** (0.013)
Net Num. Targeted \times Integration \times Area Sales Volatility	0.027*** (0.008)	0.045*** (0.007)	0.045*** (0.007)
Num. Centralized	1.093*** (0.003)	0.831*** (0.004)	0.837*** (0.004)
R ²	0.745	0.843	0.844
Adj. R ²	0.744	0.842	0.843
Num. obs.	72753	72753	72753
RMSE	5.858	4.607	4.586

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are given in parentheses. Model 2 controls for product-specific fixed effects, and Model 3 controls for year-week-specific fixed effects.

Table A12: Effect of Algorithmic Advice on Assortment Decisions: Area/Worker-level Heterogeneity

	(1)	(2)	(3)
Net Num. Targeted	0.340*** (0.010)	0.103*** (0.008)	0.109*** (0.008)
Net Num. Targeted \times Regret	0.004 (0.013)	0.001 (0.010)	0.001 (0.010)
Net Num. Targeted \times Delegation	-0.046*** (0.007)	-0.012** (0.006)	-0.013** (0.006)
Net Num. Targeted \times Experience	0.009 (0.013)	0.013 (0.010)	0.012 (0.010)
Net Num. Targeted \times Area Sales Volatility	-0.019*** (0.007)	0.019*** (0.005)	0.018*** (0.005)
Net Num. Targeted \times Advice	-0.001 (0.013)	0.023** (0.010)	0.022** (0.010)
Net Num. Targeted \times Advice \times Regret	0.022 (0.017)	0.026** (0.013)	0.026** (0.013)
Net Num. Targeted \times Advice \times Delegation	-0.004 (0.010)	-0.029*** (0.008)	-0.029*** (0.008)
Net Num. Targeted \times Advice \times Experience	-0.024 (0.018)	-0.018 (0.014)	-0.018 (0.014)
Net Num. Targeted \times Advice \times Area Sales Volatility	0.010 (0.010)	-0.019*** (0.008)	-0.019** (0.008)
Net Num. Targeted \times Integration	-0.003 (0.013)	-0.040*** (0.010)	-0.039*** (0.010)
Net Num. Targeted \times Integration \times Regret	-0.050*** (0.014)	-0.063*** (0.011)	-0.063*** (0.011)
Net Num. Targeted \times Integration \times Delegation	0.019** (0.009)	0.054*** (0.007)	0.053*** (0.007)
Net Num. Targeted \times Integration \times Experience	0.021 (0.017)	0.048*** (0.013)	0.047*** (0.013)
Net Num. Targeted \times Integration \times Area Sales Volatility	0.032*** (0.009)	0.056*** (0.007)	0.055*** (0.007)
Num. Centralized	1.093*** (0.003)	0.831*** (0.004)	0.837*** (0.004)
R ²	0.745	0.843	0.844
Adj. R ²	0.745	0.842	0.844
Num. obs.	72753	72753	72753
RMSE	5.854	4.604	4.584

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are given in parentheses. Model 2 controls for product-specific fixed effects, and Model 3 controls for year-week-specific fixed effects.

Table A13: Effect of Algorithmic Advice on the Assortment Decisions: Area/Worker- and Machine-level Heterogeneity

	(1)	(2)	(3)
Net Num. Targeted	0.157*** (0.006)	0.020*** (0.006)	0.023*** (0.006)
Net Num. Targeted × Regret	0.002 (0.007)	-0.002 (0.006)	-0.002 (0.006)
Net Num. Targeted × Delegation	-0.037*** (0.004)	-0.018*** (0.003)	-0.018*** (0.003)
Net Num. Targeted × Experience	0.031*** (0.007)	0.045*** (0.006)	0.045*** (0.006)
Net Num. Targeted × Area Sales Volatility	-0.019*** (0.004)	0.010*** (0.003)	0.009*** (0.003)
Net Num. Targeted × High Sales Volume Machine	0.010 (0.007)	-0.007 (0.007)	-0.006 (0.007)
Net Num. Targeted × High Sales Volatility Machine	-0.033*** (0.007)	-0.033*** (0.006)	-0.033*** (0.006)
Net Num. Targeted × Advice	0.062*** (0.008)	0.080*** (0.008)	0.080*** (0.008)
Net Num. Targeted × Advice × Regret	0.013 (0.009)	0.019** (0.008)	0.019** (0.008)
Net Num. Targeted × Advice × Delegation	0.005 (0.005)	-0.008* (0.005)	-0.008* (0.005)
Net Num. Targeted × Advice × Experience	-0.039*** (0.010)	-0.048*** (0.009)	-0.048*** (0.009)
Net Num. Targeted × Advice × Area Sales Volatility	-0.017*** (0.005)	-0.032*** (0.005)	-0.032*** (0.005)
Net Num. Targeted × Advice × High Sales Volume Machine	-0.093*** (0.011)	-0.083*** (0.010)	-0.083*** (0.010)
Net Num. Targeted × Advice × High Sales Volatility Machine	0.058*** (0.010)	0.044*** (0.010)	0.045*** (0.010)
Net Num. Targeted × Integration	-0.046*** (0.008)	-0.068*** (0.008)	-0.068*** (0.008)
Net Num. Targeted × Integration × Regret	-0.024*** (0.008)	-0.036*** (0.007)	-0.036*** (0.007)
Net Num. Targeted × Integration × Delegation	-0.011** (0.005)	0.010** (0.005)	0.010** (0.005)
Net Num. Targeted × Integration × Experience	0.006 (0.009)	0.021** (0.008)	0.021** (0.008)
Net Num. Targeted × Integration × Area Sales Volatility	0.025*** (0.005)	0.036*** (0.004)	0.036*** (0.004)
Net Num. Targeted × Integration × High Sales Volume Machine	0.099*** (0.011)	0.082*** (0.010)	0.083*** (0.010)
Net Num. Targeted × Integration × High Sales Volatility Machine	-0.037*** (0.010)	-0.019** (0.009)	-0.019** (0.009)
Num. Centralized	0.403*** (0.001)	0.243*** (0.002)	0.246*** (0.002)
R ²	0.476	0.565	0.566
Adj. R ²	0.476	0.564	0.565
Num. obs.	145688	145688	145688
RMSE	4.589	4.184	4.179

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are given in parentheses. Standard errors are clustered at the area level. Model 2 controls for product-specific fixed effects, and Model 3 controls for year-week-specific fixed effects.

Table A14: Effect of Algorithmic Advice on Assortment Decisions: Area/Worker- and Machine-level Heterogeneity and Potential Office-level Information-Sharing

	(1)	(2)	(3)
Net Num. Targeted	0.087*** (0.007)	0.022*** (0.006)	0.024*** (0.006)
Average Net Num. Targeted in the Office	0.150*** (0.006)	-0.006 (0.006)	-0.003 (0.006)
Net Num. Targeted × Regret	-0.006 (0.007)	-0.001 (0.006)	-0.002 (0.006)
Net Num. Targeted × Delegation	-0.032*** (0.004)	-0.018*** (0.003)	-0.019*** (0.003)
Net Num. Targeted × Experience	0.040*** (0.007)	0.045*** (0.006)	0.045*** (0.006)
Net Num. Targeted × Area Sales Volatility	-0.017*** (0.004)	0.010*** (0.003)	0.009*** (0.003)
Net Num. Targeted × High Sales Volume Machine	0.008 (0.007)	-0.007 (0.007)	-0.006 (0.007)
Net Num. Targeted × High Sales Volatility Machine	-0.035*** (0.007)	-0.033*** (0.006)	-0.033*** (0.006)
Net Num. Targeted × Advice	0.186*** (0.010)	0.075*** (0.009)	0.077*** (0.009)
Net Num. Targeted × Advice × Regret	0.017* (0.009)	0.019** (0.008)	0.019** (0.008)
Net Num. Targeted × Advice × Delegation	-0.013** (0.005)	-0.007 (0.005)	-0.007 (0.005)
Net Num. Targeted × Advice × Experience	-0.046*** (0.010)	-0.048*** (0.009)	-0.048*** (0.009)
Net Num. Targeted × Advice × Area Sales Volatility	-0.003 (0.005)	-0.032*** (0.005)	-0.032*** (0.005)
Net Num. Targeted × Advice × High Sales Volume Machine	-0.089*** (0.011)	-0.083*** (0.010)	-0.083*** (0.010)
Net Num. Targeted × Advice × High Sales Volatility Machine	0.060*** (0.010)	0.044*** (0.010)	0.045*** (0.010)
Net Num. Targeted × Integration	-0.045*** (0.008)	-0.069*** (0.008)	-0.068*** (0.008)
Net Num. Targeted × Integration × Regret	-0.031*** (0.008)	-0.036*** (0.007)	-0.036*** (0.007)
Net Num. Targeted × Integration × Delegation	0.010* (0.005)	0.009** (0.005)	0.010** (0.005)
Net Num. Targeted × Integration × Experience	-0.002 (0.009)	0.022*** (0.008)	0.021** (0.008)
Net Num. Targeted × Integration × Area Sales Volatility	0.025*** (0.005)	0.036*** (0.004)	0.036*** (0.004)
Net Num. Targeted × Integration × High Sales Volume Machine	0.099*** (0.011)	0.082*** (0.010)	0.083*** (0.010)
Net Num. Targeted × Integration × High Sales Volatility Machine	-0.040*** (0.010)	-0.019** (0.009)	-0.019** (0.009)
Num. Centralized	0.400*** (0.001)	0.243*** (0.002)	0.246*** (0.002)
R ²	0.478	0.565	0.566
Adj. R ²	0.478	0.564	0.565
Num. obs.	145688	145688	145688
RMSE	4.580	4.184	4.179

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are given in parentheses. Standard errors are clustered at the area level. Model 2 controls for product-specific fixed effects, and Model 3 controls for year-week-specific fixed effects.

Table A15: Do You Trust This Product Assortment Algorithm?

(%)	<i>All</i>		<i>Control</i>		<i>Treatment I</i>		<i>Treatment II</i>	
	<i>Before</i>	<i>After</i>	<i>Before</i>	<i>After</i>	<i>Before</i>	<i>After</i>	<i>Before</i>	<i>After</i>
Strongly agree	0.034	0.039	0.033	0.033	0.017	0.050	0.051	0.034
Agree	0.324	0.408	0.400	0.533	0.317	0.333	0.254	0.356
Disagree	0.363	0.330	0.333	0.317	0.383	0.367	0.373	0.305
Strongly Disagree	0.201	0.134	0.183	0.050	0.183	0.133	0.237	0.220
No Answer	0.078	0.089	0.050	0.067	0.100	0.117	0.085	0.085
N	179	179	60	60	60	60	59	59

¹ The unit of observations is an area.

Table A16: Do You Trust This Product Assortment Algorithm?: Ordered Probit

	<i>All</i>	<i>Control</i>	<i>Treatment I</i>	<i>Treatment II</i>	<i>All</i>
After	0.42**	0.70*	0.33	0.23	0.42**
	(0.21)	(0.36)	(0.36)	(0.35)	(0.21)
Experience \geq 1 year					-0.94
					(0.72)
AIC	773.23	251.01	255.78	271.71	773.45
BIC	788.40	261.92	266.48	282.44	792.41
Log Likelihood	-382.62	-121.50	-123.89	-131.85	-381.72
Deviance	765.23	243.01	247.78	263.71	763.45
Num. obs.	328	113	107	108	328

¹ *** $p < 0.01$, ** $p < 0.05$, * $p < 0.10$. Standard errors are given in parentheses.