

### Appendix: Additional Tables

Table A1. Summary of Observed Choices by Treatment

	<i>HR</i>	<i>RR</i>	<i>IC</i>	<i>RR-RC</i>
Option A	147	127	143	145
Option B	151	135	136	148
Status Quo (option N)	27	22	29	27
Percentage of Status Quo	8.31%	7.75%	9.42%	8.44%
Total	325	284	308	320

*Note:* This table summarizes the total counts of each option by treatment. Treatment HR has only a minimum level of policy consequentiality and is not payment consequential. Treatment RR is not payment consequential but is considered policy consequential. Treatment IC is both payment consequential and policy consequential and is considered incentive compatible. Treatment RR-RC is both payment consequential and policy consequential but not incentive compatible, as the subjects' choices will influence multiple outcomes.

Table A.2. Summary of Control Variables by Treatment

	<i>HR</i>	<i>RR</i>	<i>IC</i>	<i>RR-RC</i>
<b>Year of School</b>				
Freshman	5	5	6	3
Junior	18	16	14	13
Senior	6	7	6	7
Sophomore	12	9	13	18
<b>Gender</b>				
Female	17	12	18	13
Male	23	24	21	27
Prefer not to tell	1	1	0	1
<b>Major</b>				
Economics	32	29	34	31
Non-Economics	9	8	5	10
<b>Total</b>	<b>41</b>	<b>37</b>	<b>39</b>	<b>41</b>

*Note:* This table summarizes the demographic variables by treatment. Treatment HR has only a minimum level of policy consequentiality and is not payment consequential. Treatment RR is not payment consequential but is considered policy consequential. Treatment IC is both payment consequential and policy consequential and is considered incentive compatible. Treatment RR-RC is both payment consequential and policy consequential but not incentive compatible, as the subjects' choices will influence multiple outcomes.

Table A.3. Estimation Results by Each Treatment Group

	(1)	(2)	(3)	(4)
	Treatment HR	Treatment RR	Treatment IC	Treatment RR-RC
ln(Cost)	-0.791*** (0.295)	-1.060*** (0.322)	-1.679*** (0.332)	-1.561*** (0.329)
ln(Quantity)	0.922*** (0.330)	1.246*** (0.379)	1.074*** (0.341)	1.679*** (0.384)
Nutrient	0.125 (0.152)	0.135 (0.197)	0.182 (0.156)	0.188 (0.149)
AgVia	-0.0147 (0.301)	0.353 (0.274)	0.409 (0.328)	0.381 (0.295)
Carbon	0.367 (0.453)	0.624 (0.380)	1.225** (0.482)	1.036*** (0.324)
Habitat	1.867*** (0.348)	0.944*** (0.345)	1.922*** (0.358)	1.379*** (0.336)
ReRunoff	0.728** (0.317)	1.483*** (0.432)	1.110** (0.499)	1.043** (0.463)
ReAnimor	0.883*** (0.292)	1.137*** (0.325)	1.720*** (0.421)	1.183*** (0.345)
Constant	-0.0652 (0.682)	-0.455 (1.438)	1.027 (1.215)	-0.569 (0.986)
Demo.Control	Yes	Yes	Yes	Yes
No. of Obs. (Choice)	325	284	308	320
Log-likelihood	-230.3	-204.6	-189.3	-218.7

*Note:* This table shows the estimation results using a subset of the data generated by each treatment. Treatment HR has only a minimum level of policy consequentiality and is not payment consequential. Treatment RR is not payment consequential but is considered policy consequential. Treatment IC is both payment consequential and policy consequential and is considered incentive compatible. Treatment RR-RC is both payment consequential and policy consequential but not incentive compatible, as the subjects' choices will influence multiple outcomes.

Standard errors in parentheses. \*  $p < 0.10$ ; \*\*  $p < 0.05$ ; \*\*\*  $p < 0.01$ .

Table A.4. Estimation Results with Treatment-Specific Interaction Terms

	(1)	(2)	(3)	(4)
ln(Cost)	-1.338*** (0.202)	-1.242*** (0.165)	-1.597*** (0.264)	-1.637*** (0.261)
ln(Quantity)	1.230*** (0.185)	1.230*** (0.185)	1.245*** (0.184)	1.357*** (0.188)
Nutrient	0.160** (0.0806)	0.159** (0.0806)	0.164** (0.0812)	0.177** (0.0836)
AgVia	0.290* (0.150)	0.291* (0.150)	0.286* (0.150)	0.329** (0.150)
Carbon	0.830*** (0.207)	0.829*** (0.207)	0.823*** (0.207)	0.893*** (0.213)
Habit	1.497*** (0.175)	1.494*** (0.175)	1.518*** (0.174)	1.516*** (0.177)
ReRunoff	1.065*** (0.210)	1.067*** (0.209)	1.068*** (0.209)	1.135*** (0.207)
ReAnimor	1.208*** (0.175)	1.209*** (0.175)	1.211*** (0.174)	1.311*** (0.183)
ln(Cost)XTreatment HR	0.130 (0.176)		0.654** (0.321)	0.650** (0.321)
ln(Cost)XTreatment RR	0.175 (0.148)		0.664** (0.334)	0.657** (0.334)
ln(Cost)XTreatment RR-RC	0.0892 (0.145)		0.0624 (0.334)	0.0595 (0.336)
ASCXTreatment HR		0.0489 (0.574)	1.947* (1.175)	1.944* (1.181)
ASCXTreatment RR		0.103 (0.533)	1.829 (1.227)	1.819 (1.232)
ASCXTreatment RR-RC		0.300 (0.519)	0.0982 (1.186)	0.105 (1.196)
Constant	-0.137 (0.570)	-0.0726 (0.654)	0.816 (0.898)	1.163 (0.931)
Order Effects Control	No	No	No	Yes
Demo.Control	Yes	Yes	Yes	Yes
No. of Obs. (Choice)	1237	1237	1237	1237
Log-likelihood	-851.7	-852.7	-848.4	-846.3

Note: Treatment HR has only a minimum level of policy consequentiality and is not payment consequential. Treatment RR is not payment consequential but is considered policy consequential. Treatment IC is both payment consequential and policy consequential and is considered incentive compatible. Treatment RR-RC is both payment consequential and policy consequential but not incentive compatible as the subjects' choices will influence multiple outcomes. Model 1 includes the treatment-cost interaction terms, model 2 includes the treatment-ASC interaction terms, model 3 includes both the treatment-cost and the treatment-ASC interaction terms, and model 4 controls for order e.

Standard errors in parentheses. \*  $p < 0.10$ ; \*\*  $p < 0.05$ ; \*\*\*  $p < 0.01$ .