

Online appendix: Leadership and the voluntary provision of
public goods: Field evidence from Bolivia

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APPENDIX A

Table A.1: Household level selection in to the study

	Eligible (1)	Invited (2)	Participated (3)	Diff. (3) - (1)
Household head's education	4.44 [3.679]	4.128 [3.507]	4.264 [3.564]	-0.176 (0.177)
Household assets (sum of durables)	2.05 [1.647]	1.941 [1.570]	1.972 [1.551]	-0.078 (0.078)
Number of children in household	0.194 [0.559]	0.218 [0.601]	0.222 [0.603]	0.028 (0.029)
Caring for environment is top value	0.386 [0.487]	0.385 [0.487]	0.395 [0.489]	0.009 (0.024)
Participated in all OTB meetings this year	0.321 [0.467]	0.366 [0.482]	0.366 [0.482]	0.045 * (0.023)
Participates in OTB projects	0.582 [0.493]	0.636 [0.482]	0.659 [0.475]	0.077 *** (0.024)
Always agrees with community decisions	0.641 [0.480]	0.671 [0.470]	0.672 [0.470]	0.031 (0.023)
Always trusts NGOs	0.394 [0.489]	0.404 [0.491]	0.407 [0.492]	0.013 (0.024)
Held past leadership position in community	0.074 [0.263]	0.094 [0.292]	0.103 [0.305]	0.029 ** (0.014)
Teacher	0.038 [0.190]	0.033 [0.178]	0.038 [0.191]	0.000 (0.009)
N	1438	673	580	

Notes: Columns 1-3 show means with standard deviations in brackets for sample of participants at each stage of of the experiment. The column "Diff." shows the mean difference in between households that were eligible and those that participated, with estimated standard errors in parentheses. Significance levels are for a two-sided t-test: *p<0.10 **p<0.05 ***p<0.01.

Table A.2: Treatment non-compliance

Binary dependent variable is:	Switched out of			Switched in to		
	AL	RL	NL	AL	RL	NL
	(1)	(2)	(3)	(4)	(5)	(6)
Individual contribution decision	-0.001 (0.0028)	-0.002 (0.0028)	0.0015 (0.0016)	-0.004 (0.0032)	0.0038 (0.0043)	0.0008 (0.0009)
Female	0.1458 (0.0666)	-0.019 (0.0240)	-0.038 (0.0385)	0.0057 (0.0481)	0.0223 (0.0353)	0.0325 (0.0319)
Years of education	-0.008 (0.0076)	0.000 (0.0061)	0.0071 (0.0068)	0.0044 (0.0084)	-0.010 (0.0064)	0.0045 (0.0045)
Household assets (sum of durables)	-0.003 (0.0276)	-0.029* (0.0168)	0.0408 (0.0332)	-0.008 (0.0310)	0.0156 (0.0272)	-0.007 (0.0075)
Number of children attending local school	0.0271 (0.0269)	0.0006 (0.0109)	0.0046 (0.0051)	0.0084 (0.0167)	0.0190 (0.0199)	-0.005 (0.0052)
Evaluated the teacher as good or excellent	-0.010 (0.0542)	0.1821 (0.0641)	0.0061 (0.0086)	0.0175 (0.0613)	-0.056 (0.0557)	0.0270 (0.0271)
Caring for environment is top value	-0.146* (0.0790)	0.000 (0.0610)	-0.002 (0.0054)	-0.008 (0.0594)	-0.103 (0.0731)	-0.045 (0.0449)
Participated in all OTB meetings this year	-0.032 (0.0627)	0.0190 (0.0505)	-0.04 (0.0401)	-0.009 (0.0655)	-0.046 (0.0620)	0.0057 (0.0087)
Participates in OTB projects	-0.032 (0.0564)	0.0407 (0.0412)	-0.035 (0.0350)	-0.012 (0.0503)	0.0100 (0.0519)	-0.011 (0.0128)
Always agrees with community decisions	-0.140** (0.0636)	0.0193 (0.0506)	-0.033 (0.0329)	-0.025 (0.0616)	-0.097* (0.0555)	-0.033 (0.0329)
Always trusts NGOs	0.0354 (0.0428)	0.0492 (0.0648)	-0.001 (0.0047)	0.0651 (0.0680)	0.0146 (0.0400)	-0.001 (0.0047)
Held past leadership position in community	0.0157 (0.0793)	0.0069 (0.0880)	-0.029 (0.0293)	-0.028 (0.0871)	0.0095 (0.0866)	0.0320 (0.0338)
Teacher	-0.168** (0.0639)	0.0752 (0.1434)	-0.027 (0.0276)	-0.031 (0.0814)	-0.137** (0.0584)	-0.027 (0.0276)
Experimenter indicator	-0.100 (0.1217)	-0.058 (0.1035)	-0.053 (0.0533)	-0.113 (0.1132)	-0.045 (0.1140)	-0.053 (0.0533)
Session size at contribution time	-0.149 (0.1294)	0.1363* (0.0744)	-0.054 (0.0552)	0.0659 (0.1081)	-0.104 (0.1235)	-0.054 (0.0552)
Community Size	0.0035 (0.0062)	0.000 (0.0018)	0.0080 (0.0056)	0.0073 (0.0054)	0.0012 (0.0046)	0.0019 (0.0024)
Travel time to nearest market (minutes)	0.000 (0.0003)	0.0003 (0.0004)	0.000 (0.0002)	-4.540 (0.0003)	0.000 (0.0003)	0.0003 (0.0003)
Pupils provide their own books	0.1252 (0.1155)	-0.004 (0.1126)	0.0450 (0.0449)	0.0642 (0.1117)	0.0543 (0.1174)	0.0450 (0.0449)
N	200	192	188	191	201	188
Number of individuals with dep var = 1	32	18	5	23	27	5
Number of communities with dep var = 1	6	3	1	4	5	1

Notes: OLS regressions of binary treatment non-compliance on individual-level characteristics. Each cell is a separate regression. The sample in columns 1-3 are all sessions assigned to AL, RL and NL, respectively. The sample in columns 4-6 are all sessions that received AL, RL and NL, respectively. Both leaders and followers are included in all columns. Standard errors in parentheses are clustered at the OTB level. *p<0.10 **p<0.05 ***p<0.01.

Table A.3: Treatment balance among study participants

	NL mean (sd) (1)	RL - NL (2)	AL - NL (3)	AL - RL (4)
Individual received information	0.527 [0.501]	0.001 (0.011)	0.007 (0.011)	0.007 (0.011)
Female	0.330 [0.471]	0.004 (0.038)	-0.120*** (0.043)	-0.124*** (0.036)
Years of education	4.500 [3.352]	0.241 (0.429)	0.453 (0.399)	0.212 (0.351)
Household assets (sum of durables)	1.676 [1.302]	0.359* (0.183)	0.523** (0.198)	0.164 (0.212)
Number of children attending local school	0.601 [1.027]	0.086 (0.116)	0.027 (0.083)	-0.058 (0.107)
Evaluated the teacher as good or excellent	0.548 [0.499]	0.104 (0.070)	0.070 (0.070)	-0.034 (0.065)
Caring for environment is top value	0.415 [0.494]	-0.052 (0.059)	-0.007 (0.053)	0.045 (0.053)
Participated in all OTB meetings this year	0.351 [0.479]	0.027 (0.061)	0.015 (0.069)	-0.012 (0.056)
Participates in OTB projects	0.691 [0.463]	-0.080 (0.054)	-0.016 (0.049)	0.063 (0.041)
Always agrees with community decisions	0.676 [0.469]	-0.029 (0.052)	0.021 (0.050)	0.050 (0.047)
Always trusts NGOs	0.410 [0.493]	0.008 (0.057)	-0.017 (0.053)	-0.025 (0.051)
Held past leadership position in community	0.096 [0.295]	0.009 (0.037)	0.014 (0.032)	0.005 (0.031)
Teacher	0.032 [0.176]	-0.007 (0.017)	0.026 (0.020)	0.033 (0.020)
Experimenter indicator	0.505 [0.501]	-0.013 (0.148)	-0.008 (0.150)	0.005 (0.150)
Session size	5.585 [0.536]	0.042 (0.119)	0.075 (0.097)	0.033 (0.106)
Community size	23.931 [9.908]	4.457* (2.227)	4.064 (2.539)	-0.393 (1.750)
Travel time to nearest market (minutes)	171.755 [138.141]	-5.760 (24.430)	7.669 (20.011)	13.429 (23.331)
Pupils provide their own books	0.590 [0.493]	0.101 (0.084)	0.022 (0.083)	-0.079 (0.084)

Notes: N = 580. Column 1 shows means with standard deviations in brackets. Columns 2 to 4 show coefficients from linear regressions of each covariate on a binary treatment variable with standard errors clustered at the OTB level in parentheses. *p<0.10, **p<0.05. ***p<0.01.

Table A.4: Participant characteristics, by leadership role

	Non-leaders (1)	RL - Non-leaders (2)	AL - Non-leaders (3)	AL - RL (4)
Female	0.298 [0.458]	0.026 (0.024)	-0.060*** (0.015)	-0.408*** (0.124)
Years of education	4.547 [3.339]	0.004 (0.003)	0.012*** (0.004)	0.025* (0.014)
Household assets (sum of durables)	1.896 [1.490]	0.004 (0.007)	0.028*** (0.007)	0.075*** (0.027)
Number of children attending local school	0.639 [1.084]	-0.006 (0.007)	0.006 (0.010)	0.059 (0.044)
Evaluated the teacher as good or excellent	0.598 [0.491]	0.025 (0.019)	0.012 (0.021)	-0.053 (0.1268)
Caring for environment is top value	0.382 [0.486]	0.016 (0.022)	0.036 (0.023)	0.085 (0.128)
Participated in all OTB meetings this year	0.351 [0.478]	0.018 (0.019)	0.045** (0.019)	0.113 (0.104)
Participates in OTB projects	0.661 [0.474]	-0.043* (0.023)	0.035* (0.019)	0.320*** (0.112)
Always agrees with community decisions	0.676 [0.468]	-0.063** (0.024)	0.048*** (0.018)	0.444*** (0.103)
Always trusts NGOs	0.396 [0.490]	0.005 (0.022)	0.040* (0.021)	0.142 (0.116)
Held past leadership position in community	0.108 [0.310]	-0.034 (0.028)	-0.012 (0.033)	0.123 (0.182)
Teacher	0.031 [0.007]	-0.007 [0.056]	0.183** [0.088]	0.380** (0.165)
N	510	546	544	70

Notes: Column 1 shows means with standard deviations in brackets for all subjects in NL and followers in RL and AL. Columns 2 to 4 show coefficients from univariate regressions of binary leadership role on each explanatory variable (each cell is a separate regression) with standard errors clustered at the OTB level shown in parentheses. *p<0.1 **p<0.05 ***p<0.01.

Table A.5: Heterogeneous treatment effects - information

	RL (1)	AL (2)	RL = AL (3)
Treatment	0.026 (0.133)	-0.282* (0.163)	0.154
Treatment \times Leader contribution \geq 10 Bs.	0.156 (0.139)	0.420** (0.176)	0.249
Treatment \times Information	-0.300** (0.136)	0.248 (0.223)	0.031
Treatment \times Information \times Leader contribution \geq 10 Bs.	0.171 (0.153)	-0.223 (0.230)	0.149
Total effect: Leader contribution \geq 10Bs.	0.182*** (0.062)	0.138* (0.079)	0.590
Total effect: Information	-0.260** (0.113)	-0.020 (0.089)	0.089
Total effect: Information, Leader contribution \geq 10 Bs.	0.068 (0.092)	0.177* (0.092)	0.366

Notes: N = 510. Table shows the results from a single OLS regression of follower contributions, with treatment-specific marginal effects in columns 1 and 2 and the p-value from a Wald test for equal coefficients in column 3. Total effects are shown within treatment (columns 1 and 2). In the excluded category, uninformed subjects in NL, the mean of the dependent variable is 0.38. The coefficient of information is 0.014 (s.e. 0.845). The regression includes a full set of individual- and session-level controls, community fixed effects, and standard errors clustered at the OTB level. *p<0.10, **p<0.05, ***p<0.01.

Table A.6: Robustness checks - Total contributions (all participants)

	Total				Individual			
	Continuous		Continuous		Ordered Logit		≥ 10 Bs.	
	IV (1)	Limited Sample (2)	IV (3)	Limited Sample (4)	Limited Sample (5)	IV (6)	Limited Sample (7)	
RL	2.546 (4.385)	-4.550 (5.448)	0.096 (0.721)	-0.829 (0.818)	-0.102 (0.311)	0.127** (0.054)	0.070 (0.067)	
AL	18.508*** (6.237)	10.799* (5.412)	1.751** (0.884)	0.920 (0.859)	0.412 (0.320)	0.212*** (0.073)	0.163** (0.074)	
Controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
N	104	84	580	469	469	580	469	
Test: RL=AL (p-value)	0.001	0.002	0.018	0.017	0.020	0.192	0.165	
Dep. Variable mean, NL treatment	42.947	43.968	7.767	7.965	7.784	0.378	0.377	

Notes: Columns 1 and 2 show OLS estimates of treatment effects on total session contributions. Columns 3-4 and 6-7 show OLS estimate of treatment effects on individual contributions. Column 5 shows log odds ratios from an ordered logit regression (see text for details). IV indicates that 2SLS instrumental variable analysis was used. Limited sample indicates that the sample of observations is restricted to communities that complied with treatment assignment. All specifications include community fixed effects and standard errors clustered at the community level. Controls refer to the full set of individual- and session-level controls shown in the balance table. * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table A.7: Robustness checks - Leader contributions

	Continuous		Ordered Logit		≥ 10 Bs.	
	IV	Limited Sample	Limited Sample	IV	Limited Sample	Limited Sample
	(1)	(2)	(3)	(4)	(5)	(5)
Private giving by an authority	-2.876 (3.066)	-0.012 (1.981)	0.373 (0.789)	-0.128 (0.227)	0.030 (0.173)	
Public giving by a random leader (RL)	1.959 (1.361)	0.939 (1.677)	1.004** (0.504)	0.341*** (0.092)	0.320*** (0.109)	
Public giving by an authority leader (AL)	9.345** (4.169)	5.825** (2.523)	1.539* (0.888)	0.511* (0.278)	0.326 (0.205)	
Controls	Yes	Yes	Yes	Yes	Yes	Yes
N	258	197	197	258	197	197
Dep. Variable Mean, NL treatment	7.751	7.955	7.855	0.372	0.369	
				<i>Tests (p-values)</i>		
Public giving RL = AL	0.068	0.107	0.568	0.522	0.977	
Authority private = public	0.084	0.168	0.440	0.194	0.407	

Note: The sample consists of individuals who led by example in RL and AL treatments and all subjects in the NL treatment. Authority refers OTB presidents in NL. Columns 1-2 and 4-5 present OLS estimates of treatment effects on leader contributions. Column 3 shows log odds ratios from an ordered logit regression (see text for details). IV indicates that 2SLS instrumental variable analysis was used. Limited sample indicates that the sample of observations is restricted to communities that complied with treatment assignment. All regressions include community fixed effects and standard errors clustered at the OTB level. Controls refer to the full set of individual- and session-level controls shown in the balance table. * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table A.8: Robustness checks - Follower contributions

	Continuous				Ordered Logit			≥ 10 Bs.	
	IV (1)	Limited Sample (2)	IV (3)	Limited Sample (4)	Limited Sample (5)	IV (6)	Limited Sample (7)	IV (6)	Limited Sample (7)
Random leader (RL)	-0.367 (2.370)	-0.038 (3.103)	-1.261 (1.305)	-1.226 (1.157)	-0.614 (0.594)	-0.160 (0.157)	-0.103 (0.138)	-0.160 (0.157)	-0.103 (0.138)
Authority leader (AL)	0.315 (1.153)	0.049 (1.507)	0.728 (2.368)	-1.184 (1.177)	-1.048** (0.495)	0.028 (0.220)	-0.151* (0.085)	0.028 (0.220)	-0.151* (0.085)
RL x leader contribution	-0.033 (0.231)	-0.118 (0.316)							
AL x leader contribution	-0.020 (0.082)	-0.004 (0.090)							
RL x leader contribution ≥ 10 Bs.			0.760 (1.525)	0.088 (1.266)	0.449 (0.597)	0.280* (0.158)	0.204 (0.138)	0.280* (0.158)	0.204 (0.138)
AL x leader contribution ≥ 10 Bs.			-0.204 (2.797)	1.288 (1.676)	1.255* (0.647)	0.131 (0.252)	0.312** (0.125)	0.131 (0.252)	0.312** (0.125)
RL total effect: Leader contribution ≥ 10 Bs.			-0.501 (0.831)	-1.139 (0.957)	-0.166 (0.333)	0.120* (0.064)	0.100 (0.075)	0.120* (0.064)	0.100 (0.075)
AL total effect: Leader contribution ≥ 10 Bs.			0.523 (1.020)	0.104 (1.080)	0.207 (0.382)	0.160** (0.079)	0.160* (0.083)	0.160** (0.079)	0.160* (0.083)
Controls	Yes 510	Yes 410	Yes 510	Yes 410	Yes 410	Yes 510	Yes 410	Yes 510	Yes 410
Dep. Variable mean, NL treatment	7.767	7.965	7.767	7.965	7.887	0.378	0.377	0.378	0.377
				<i>Tests (p-values)</i>					
RL=AL	0.799	0.980	0.542	0.981	0.590	0.571	0.788	0.571	0.788
RL x leader contrib. = AL x leader contrib.	0.963	0.755	0.806	0.625	0.408	0.685	0.609	0.685	0.609
RL total effect = AL total effect			0.403	0.260	0.269	0.646	0.427	0.646	0.427

Notes: The sample consists of followers in the RL and AL treatments and all contributors in the NL treatment. Columns 1-4 and 6-7 show OLS estimates of treatment effects on follower contributions. Column 5 shows log odds ratios from an ordered logit regression with fixed effects (see text for details). IV indicates that 2SLS instrumental variable analysis was used. Limited sample indicates that the sample of observations is restricted to communities that complied with treatment assignment. All specifications include community fixed effects and standard errors clustered at the OTB level. Controls refer to the full set of individual- and session-level controls shown in the balance table. * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

APPENDIX B

B.1 Meeting organization script

<< AUTHORITY CONTACT SCRIPT >>
<< (To be used when organizing the meeting) >>

Hello. My name is _____, I am here on behalf of representatives from universities in the United States who are interested in learning about the communities in the area. They would like to organize a meeting in this community on [Tentative date and time] with representatives from several households. The meeting will last approximately one hour and its purpose is to learn about you and the community.

We have a list of representatives from 12 households that we would like to invite. Invited households have been selected randomly using a list of all households that reside in the community, which was obtained in Vallegrande (the provincial capital). The president of the OTB will always be among the 12 individuals invited to attend the meeting. Only when he or she cannot attend the meeting will we request a representative to take his or her place. We did not select invited households or representatives and do not have the authority to determine who can participate.

We will offer a payment of up to 45 Bs. in exchange for the time people spend attending the meeting. We offer this payment because we know that your time is valuable and because we are not offering anything else in return.

Would it be possible to conduct the meeting in the community on [Tentative date and time] ?

Could you let us know if at least 11 households from our list reside in the community and are here or will be here the day of the meeting?

<< If there is more than 11 proceed. If not, explain that it will not be possible to conduct the meeting. >>

We will enforce punctuality. Doors will close 15 minutes after the agreed upon time. What is the most convenient time for the meeting?

To conduct the meeting properly we need two different rooms or classrooms. Can we hold the meeting at a place that has these characteristics (i.e. at the school)?

Does the place have two separate exits, electricity, and surfaces where people can write on? Would it be possible to see the place?

We need to contact a teacher to interview as part of the study, could you please give us the names and contact information of some teachers?

We would like for someone to help us find the invited households to personally deliver invitations. Could you give us the name of someone who can help us with this? (If possible, someone who is not on the guest list. Record who helps.)

Now we will give you your invitation. << Read invitation >>

B.2 Invitation form and script

<< INVITATION FORM >>

<< (To be delivered to household with a signed copy retained by the enumerator) >>

Mr. / Mrs. / Ms. [Name of invited participant] , we cordially invite you to participate in a meeting organized by researchers from universities in the United States. You will have the opportunity to receive up to 45 Bs. for participating in this meeting.

The meeting will take place on [Date] in [Location] at [Time] AM/PM. Doors will close 15 minutes after the agreed upon time. Those who arrive late will not be able to participate or receive any payment.

Please bring this invitation with you the day of the meeting. No one will be able to participate without an invitation or proof that they have been invited.

You are one of the few people selected to participate in this meeting; we would really like for you to join us. If for any reason you are not able to attend the meeting, we kindly ask that you send an adult member of your household as your representative. The person who comes on your behalf to the meeting will be eligible to receive the same monetary compensation as long as he or she arrives on time. Only one person from each household will be allowed to attend the meeting.

We request your signature as proof that you have received this invitation.

We thank you in advance for your punctuality and cooperation.

Recipient	Invited person	Signature
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<< INVITATION SCRIPT >>

<< (To be used when handing out invitations) >>

Hello, my name is _____. I am here on behalf of researchers from universities in the United States who are interested in learning about you and your community. We will be conducting a meeting in the community and would like to invite you to participate. The purpose of the meeting is to learn about you and your community. The president of the OTB (or relevant community authority) has given us proper authorization to conduct this meeting, and has helped us set up the location, date, and time.

Can we deliver the invitation?

Read invitation or explain its content in the same order.

1. Invitation to a meeting organized by researchers from universities in the United States.
2. Payment of up to 45 Bs. for participating.
3. Date, time and location of the meeting.
4. Punctuality, explain that doors will close 15 minutes after the agreed upon time.
5. Bring invitation to the meeting as proof of invitation.
6. Explain that only 12 people have been invited to participate in the meeting and that these people have been randomly selected from a list of all the households that reside in the community.
7. Possible to send an adult member of the household as a representative.

B.3 Teacher invitation

<< TEACHER INVITATION >>

<< (To be used when scheduling an interview with a teacher that is not a member of a household invited to participate in the meeting) >>

Dear teacher:

We are here with representatives from universities in the United States who are interested in learning about the communities in the area. We have organized a meeting with several people from the community. We would like to interview you to collect data that will complement the information collected at the meeting. The purpose of the interview is to learn about you, the school, and the community. The interview will last approximately 40 minutes and will take place on [Date] at [Time] in/at [Location] .

We will give you 45 Bs as payment for answering the questions that are asked during the interview. If you cannot attend the interview, we kindly ask that you contact a teacher who can help us. The person who helps us by answering the questions at the agreed upon time will receive the 45 Bs.

It is possible that a different member of our team will be the interviewer. The interviewer will have a signed copy of the invitation as evidence that they belong to our same team.

We thank you in advance for your cooperation.

Name _____ Date _____ Signature _____

<< TEACHER INVITATION >>

<< (To be used when scheduling an interview with a teacher that is member of a household invited to participate in the meeting) >>

Dear teacher:

We are here with representatives from universities in the United States who are interested in learning about the communities in the area. We have organized a meeting with several people from the community. We would like to interview you to collect data that will complement the information collected at the meeting. The purpose of the interview is to learn about you, the school, and the community. The interview will last approximately 40 minutes and will take place on [Date] at [Time] in/at [Location] .

If you cannot attend the interview, we kindly ask that you contact a teacher who can help us.

It is possible that a different member of our team will be the interviewer. The interviewer will have a signed copy of the invitation as evidence that they belong to our same team.

We thank you in advance for your cooperation.

Name _____ Date _____ Signature _____

B.4 Reminder script

<< REMINDER SCRIPT >>

<< (To be used when reminding households about the meeting) >>

Good morning, my name is _____. I am here to remind you that you have been invited attend a meeting organized by researchers from Universities in the United States. The meeting will take place today at _____ [Time] _____ AM/PM at _____ [Location] _____.

We would like to remind you that you are one of the few people who have been invited to participate in this meeting. Your participation is important to us, so we ask that you arrive on time to the meeting, and send an adult member of your household on your behalf if you cannot make it.

Do you plan to attend the meeting?

B.5 Meeting script

<< MASTER SCRIPT >>

<< (To be used for joint and split parts or a session, covers all treatments) >>

Welcome. Thank you for arriving on time to attend this meeting. My name is María Patricia Recalde, I am a university student in the United States and have come here to learn about you and your community.

<< Each member of the team introduces himself/herself >>

I organized this meeting with other researchers from universities in the United States. Our goal is to learn about the communities in the area. For this, we need to ask you information about yourself, your experience, and opinion. We are not involved with any projects that are being conducted in the area and want to make it clear that we do not plan on coming back to the community with future projects.

Each one of you will receive a payment in exchange for the time that you have provided us to attend this meeting. We do not want you to think that you should expect money in exchange for participating in meetings. The payment we offer seeks to provide a retribution for the time and help you will provide us to conduct our study given that we are not here to offer anything else in return.

You will receive 10 Bs. for having arrived on time to this meeting and will have the opportunity to receive an additional 35 Bs. The meeting will last approximately one hour. Your participation is completely voluntary. Each person is free to decide whether or not they want to participate in the meeting and can choose to end their participation at any time. Those who do not wish to participate in the study will receive 10 Bs. for arriving on time to the meeting, but will not have the opportunity to receive any additional money and will have to exit the room.

We will ask you to complete a questionnaire about yourself and the communities you have visited. Each person will receive 35 Bs. for answering all the questions. There are no right or wrong answers. Every person who answers the entire questionnaire will receive 35 Bs. regardless of the answers provided.

All the information that we collect will be confidential. No one outside of our study team will have access to the information that you provide.

Before we begin the meeting it is necessary that we hand out a form titled "Consent to Participate in Research". This form is a document used by universities in the United States to make sure that the questions we make and activities we perform during our meetings do not hurt the people involved.

The form indicates that we explained to you that your participation is voluntary and that you can end your participation at any time. It establishes that you will receive money in exchange for participating in this meeting and that the information that you provide will remain confidential. It also provides information about the other individuals from the United States involved in this project and the phone

number you can call if moving forward you have questions or concerns. The form is not a contract and does not establish any obligation on your part. We request your signature only as proof that you have received the aforementioned information and that you agree to participate in the meeting.

<< Hand out consent forms >>

Now I will read the form out loud. Please pay attention and try to follow along.

<< Read consent form >>

Now we ask you to please sign the last page of the form before proceeding. The people who do not sign the form will not be able to participate in the meeting. You will receive 10 Bs. for coming today, but will not have the opportunity to receive any additional money. Please ask any questions that you have right now before signing the form.

<< Answer questions >>

Now we will go around and collect a copy of the last page with your name and signature. Your name should be on the first line and your signature on the third one. We ask that you keep a full copy of the document and take it home with you in case you have any questions or concerns at a later time.

<< Collect signed page >>

We will now proceed with the questionnaire that we ask you to complete. There are no right or wrong answers. We are simply interested in learning about you and your experiences. Each one of you will receive 35 Bs. for answering all questions. We ask that all of you fill out the form at the same time. We will read each question out loud and give you time to answer.

You will have to respond each question as we move along. Some questions will be open-ended, others will give you different options to choose from. We will explain how you can answer each question and what each option indicates.

You will be able to ask questions as we proceed with the questionnaire. We will make sure everyone has answered each question and will assist whoever needs help before proceeding.

To be able to assist you more effectively during this part of the session, we will split the meeting in two groups. Individuals with identification numbers between 0 and 5 [6 and 11] please stand up and proceed with my colleague to the next room. You will complete the questionnaire there and will be assisted by half of our team.

Individuals with identification numbers between 6 and 11 [0 and 5] please remain seated. You will complete the questionnaire in this room.

<< Half of the group exits the room >>

<< SEPARATE >>

We will now hand out the questionnaire and the materials necessary to complete it.

<< Hand out questionnaire, map and colored pens (black, red, blue, green, and pink) >>

First, please write on the top right-hand corner of the map and questionnaire the identification number you were given during registration. The number should go in the blank space provided next to the letters ID.

<< Proceed with questionnaire >>

Now we will go around the classroom making sure that everyone has completed the questionnaire and will give 35 Bs. to those who have answered every question.

<< Review questionnaire and hand out payment >>

<< When finished DO NOT pick up the questionnaires >>

Now we will need the people with even identification numbers to exit the room and follow my colleague. This will not take long. Please leave your things on the table; you do not need to bring anything with you. We will wait for everyone to come back to the room to proceed with the meeting.

People with identification numbers 0, 2, and 4 [6, 8, and 10] please exit with the room with my colleague.

<< Assistant takes people outside and shows them the books. Uses the script and lets them know that the people in the classroom ARE NOT seeing the books >>

<< Inside the classroom, while even numbered participants are outside >>

While the other individuals are outside I ask that you answer one more question related to the map. Please use the pink pen to mark the places that you know or have visited in the past.

<< Outside of the classroom >>

Thank you for coming with me. I have some items to show you. These items are not for you; they will be used later in the meeting. We will explain how in due time.

<< Hand out books >>

Please examine the books. Open them and read them if you wish to do so. You are given the opportunity to look at this material, the people in the room will not have the opportunity to see or examine the books.

<< Wait 5 minutes>>

Now we must return to the classroom. Please hand back the books so that we can go back inside.

<< Collect the books >>

Thank you very much. Please return to the classroom.

<< Take participants back to the session's classroom >>

<< Once everyone is back in the room >>

The money that you have received today is yours. You can take it with you and use it as you wish.

However, since we know that nature and the environment receive particular attention in this area we would like to give you the opportunity to contribute part, all, or none of the money you received today to the acquisition of environmental education books for the local school.

These are the books << show >>. They come in collections of 7 volumes; each book covers a different topic.

The material has been subsidized; for every 10 Bs. that you and the people in the other room contribute the school will receive one book. For example, if the people in both rooms contribute a total of 100 Bs., the school will receive 10 books; if everyone contributes a total of 10 Bs. the school will receive one book.

The total amount contributed will be used to purchase as many different books as possible. In other words, if total contributions amount to 70 Bs. the school will receive a full collection of 7 books. If the total amount contributed is less than 70 Bs. the school will receive the number of different books that can be purchased with the contributed amount. For example, if the total contributions are 50 Bs., a total of 5 different books will be delivered to the school. If the total amount exceeds 70 Bs. the school will receive the full collection of books as well as however many different books can be purchased with the remaining money. For example, if the total amount contributed by everyone is 100 Bs., the school will receive a full collection of 7 books plus 3 additional different books.

The decision that each one of you makes will be individual. We do not want anyone to feel pressured to contribute so we will do our best to ensure that your decision is private and confidential.

To make your contributions we ask that you to go one by one to the corner of the room where you can find a ballot box and a cardboard partition behind which you will make your contribution decision. Please do not put money in the envelope before you are behind the cardboard partition. When it is your turn, please stand up and go behind the cardboard partition so that no one can see what you are doing. Once you are there place the amount of money you wish to contribute in the white envelope and put the rest of the money in your pocket. Once you have put your contribution in the envelope, please seal it and drop it in the ballot box before returning to your seat. Please drop the sealed white envelope in the ballot box even if you decide not to make a contribution.

[<< Treatments with Leader (RL and AL) >>

One person will be selected to make their contribution publicly before the rest of individuals present in this room. The selected person will know that their contribution will be revealed publicly before deciding how much they wish to contribute.

We ask that you proceed one by one and follow these guidelines to ensure that, with the exception of the selected person, your contribution is confidential. In other words, so that no one knows the amount contributed by the other people in this room who were not selected to make their contribution decision publicly.]

[<< Treatments without leader (NL) >>

We ask you to proceed one by one and follow these guidelines to ensure that your contribution is confidential. In other words, so that no one knows the amount contributed the other people in this room.]

At the end of the meeting we will announce the total amount contributed by everyone who participated in this meeting. That is, by you and the people in the other room. If the total amount contributed is not a multiple of 10, the contributions will be rounded up so the total amount contributed is enough to acquire an exact number of books.

The acquired books will be given to the OTB president who will in turn deliver them to the school. Books will be handed out at the end of the session in front of you and the people in the other room.

Remember that regardless of the contribution that you choose to make, you will receive 10 Bs. for participating in today's meeting.

[<< Treatments with leader (RL and AL) >>

The person selected to make his or her contribution publicly in this room is the person with identification number 0 [6] . Person with identification number 0 [6] , please proceed to make your contribution publicly. Take your time to decide how much you want to contribute and announce how much money you will put in the envelope before making your contribution. Remember that your contribution will be the only one that is revealed to all individuals who are present in this room. Everyone else's contributions will be confidential; only the total amount contributed by everyone will be revealed to others at the end of the meeting.

<< Leader makes his or her contribution publicly and announces the amount contributed >>

Now we will proceed with everyone else's contributions. It is not necessary that you bring anything with you to the ballot box. Please leave your identification numbers and pens on your seats.

<< Proceed with the other contributions in the order in which they are seated. Register in the session form the order in which people make their contributions. >>

Now we ask that you complete a final questionnaire with 6 questions that will allow us to learn a little more about you. Just like before, I will read every question out loud and you will have to answer as we proceed. Some questions will be open-ended, others will give you different options to choose from. I will explain how you can answer each question and what each option indicates. Please write down your answers in silence. Your answers are individual.

<< Hand out questionnaires >>

Please write down the identification number that was given to you when you registered on the top right hand corner of the questionnaire.

<< Check that everyone has written down his or her identification number >>

<< Proceed with the questionnaire >>

<< After reading question 6 show the two colored envelopes and immediately say: >>

For example, person with identification number 0 [1, 6, or 7] , in which colored envelope would you like to receive your 10 Bs.? The envelope, like the money, will be yours to keep.

Everyone, please answer the last question and remain seated. Once everyone has finished answering the questionnaire we will go around making sure everyone answered every question. We will give you your 10 Bs. in the colored envelope you selected in question 6.

<< Make sure that all questions were answered and that everyone's ID is on the questionnaire >>

While I go around handing out the money and asking you to sign a receipt, two of our assistants will count the total amount contributed by you and by the people in the other room. They will do this outside of the classroom to keep your contributions private.

<< Go around handing out money >>

Now we will collect the questionnaires and will wait for the assistant to come back and inform us that all contributions have been counted. Once the total amount contributed has been counted we will get together with the people from the other room. The total amount contributed will be announced and the appropriate number of books will be delivered.

<< Wait for the assistant to come back and say that it is ok to go back to the other room, or alternatively that it is ok for all participants to come back to the room >>

<< TOGETHER >>

The total amount contributed by everyone was _____ Bs. Given the round up rule this means that your contributions have acquired _____ books for the school.

<< Count books publicly >>

Mr. _____, authorized representative of the OTB, we publicly give you the environmental education material acquired by all of you for the school.

<< Deliver books and request signature of the delivery receipt >>

I would like to thank all of you again for participating in this meeting and would like to clarify that we do not plan to come back to the community with future projects. We do not want to build up any expectation or suggest that you should expect to receive money in exchange for participating in

meetings. We have given you a payment in exchange for the time and help you have provided us to conduct our study because we know that your time is valuable and because we are not offering anything else in return.

The session has now concluded. Thank you all for coming today.

<< END >>

APPENDIX C

C.1 Questionnaire (pre-contribution)

ID: _____

QUESTIONNAIRE

- 1 . Using a black pen, please locate your community on the map.
- 2 . Using a red pen, please indicate on the map the communities where you have family.
- 3 . Using a blue pen, please indicate on the map the communities you visited during the past year.
- 4 . Where were you born? _____
- 5 . Does the place where you were born appear on the map? 1. Yes 2. No
- 6 . Have you ever lived in another community? 1. Yes 2. No
- 7 . Do all the places where you have lived appear on the map? 1. Yes 2. No
- 8 . Where (community) do you do your shopping? _____
- 9 . Where (community) do you go to the doctor? _____
- 10 . Where (community) do you sell your agricultural products? _____
- 11 . Where do you carry out legal procedures? _____
- 12 . In what community did you complete your last year of education? _____
- 13 . What municipality does your community belong to?
 1. Moro Moro 2. Vallegrande 3. Postrervalle 4. Pucará 5. Samaipata
- 14 . Have you ever been to Santa Cruz? 1. Yes 2. No
- 15 . Have you ever been to Cochamba? 1. Yes 2. No
- 16 . Have you ever been to Sucre? 1. Yes 2. No
- 17 . Have you ever been to La Paz? 1. Yes 2. No

C.2 Questionnaire (post-contribution)

ID: _____

QUESTIONNAIRE

1 How many years of education have you completed?

_____ years

2 How many children do you have?

_____ children

3 How many kids who live in your household go to school in this community?

_____ kids

4 How would you assess the local school teachers' performance?

1. Excellent 2. Very good 3. Mediocre 4. Poor

5 What is your relationship to the head of your household?

- | | |
|-------------------------------|---------------------------------|
| 0. Head of household | 9. Stepson's son |
| 1. Husband/Wife | 10. Mother/Father |
| 2. Partner | 11. Stepmother/Stepfather |
| 3. Son/Daughter | 12. Father-in-law/Mother-in-law |
| 4. Stepson/Stepdaughter | 13. Brother/Sister |
| 5. Son-in-law/Daughter-in-law | 14. Uncle/Aunt |
| 6. Grandson/Granddaughter | 15. Cousin |
| 7. Great-grandson | 16. Worker/Laborer |
| 8. Cousin's son | 17. Other _____ |

6 In what color of envelope would you like to receive the 10 Bs. you are entitled to for having arrived to the meeting on time?

1. Yellow 2. Purple

C.3 Teacher survey

TEACHER SURVEY

<< (To be completed by enumerators when administering the survey to teachers. Preferably to teachers who do not have a household member participate in the community meeting. Always conducted after the meeting if the teacher or a household member is an invited participant.) >>

Community:
Municipality:
Person in charge:

Date:
Time:
Duration :

1 How many grades does the school have?

1.1 No. grades _____

1.2 No. courses _____

2 How many students does the school have?

Number _____

3 How many teachers work at the school?

3.1 No. regular teachers _____

3.2 No. substitutes _____

4 Do you live in this community?

0. No

1. Yes

5 If you do not live in this community;

5.1 How far away from the community do you live?

Hours _____

5.2 Do you travel back and forth every day?

0. No

1. Yes

5.3 If you travel back and forth every day, do you occasionally spend the night in the community?

0. No

1. Yes

5.4 How many times per month?

Number _____

(Answer only if the response to the previous question was yes)

5.5 If you do not travel back and forth every day, on which day of the week do you arrive to the community?

1. Mon

2. Tue

3. Wed

4. Thur

5. Fri

6. Sat

7. Sun

5.6 If you do not travel back and forth every day, on which day of the week do you leave the community?

1. Mon

2. Tue

3. Wed

4. Thur

5. Fri

6. Sat

7. Sun

- 5.7 How many days per week do you spend in the community? Days _____
- 5.8 How many hours per day do you spend in the community? Hours _____
- 6 How long have you been working at the school? Years _____
- 7 How many grades are you in charge of? Number _____
- 8 Which grades are you in charge of? 0. Kindergarten
1. First 4. Fourth 7. Seventh 10. Tenth
2. Second 5. Fifth 8. Eighth 11. Eleventh
3. Third 6. Sixth 9. Ninth 12. Twelfth
- 9 How many students are you in charge of? No. _____
- 10 Which subjects do you teach?
1. Science 2. Social Studies 3. Math 4. Language
5. Religion 6. Physical Education 7. Other _____
- 11 When does the school have classes?
1. Mon 2. Tue 3. Wed 4. Thur 5. Fri
6. Sat 7. Sun
- 12 Do the children have any sort of school meal?
0. No 1. Yes
- 13 Do the children attend class four or more days per week?
0. No 1. Yes
- 14 Do the children bring their own books?
0. No 1. Yes
- 15 Are parents interested in sending their children to school?
4. Very 3. Somewhat 2. A little 1. Not at all
- 16 Are children taught anything related to the environment?
0. No 1. Yes

17 Is there a library and/or educational materials for the children?

0. No

1. Yes

18 Do community members have access to the library?

0. No

1. Yes

19 How often do you interact with the students outside of school?

4. Daily

5. Weekly

3. Biweekly

2. Rarely

0. Never

20 How often are parent meetings held?

Times per year

21 Are parent meetings held together with other community meetings?

0. No

1. Yes

22 Do parents attend the meetings that are organized by the school?

4. Always

3. Almost always

2. Sometimes

1. Never

23 Do you provide classrooms for community meetings?

0. No

1. Yes

24 Is there contact between community and school authorities?

0. No

1. Yes

25 Do you participate in the meetings organized by the community?

(E.g.: OTB, Water Cooperative)

0. No

1. Yes

26 What are the three main problems that the school has?

1. _____

2. _____

3. _____

27 Is the teacher's home in the guest list?

0. No

1. Yes

Professor's home ID _____

Observations:
