

Table S6: Interaction between Induced Innovators & Encouragement Treatment

	(1) Submission	(2)	(3) Average Ranking	(4) Average Ranking	(5) Average Ranking Conditional on Submitting	(6)
Induced	0.019 (0.059)	0.016 (0.066)	0.031 (0.238)	-0.019 (0.267)	-0.367 (1.099)	-0.253 (1.180)
Encouragement	0.006 (0.057)	0.018 (0.064)	0.071 (0.230)	0.151 (0.259)	0.501 (1.099)	0.683 (1.308)
Encouragement* Induced	-0.073 (0.084)	-0.079 (0.093)	-0.318 (0.340)	-0.344 (0.374)	-0.902 (1.823)	-0.729 (2.053)
Controls	No	Yes	No	Yes	No	Yes
Observations	190	172	190	172	17	17
R-squared	0.007	0.030	0.009	0.051	0.072	0.424
Mean dep var	0.0895	0.0895	0.510	0.510	2.824	2.824

Notes: Standard errors are in parentheses. Columns 2, 4, and 6 include controls for participant gender, cgpa, year of study, whether or not they major in computer science or electrical engineering, and whether or not they have prior innovation contest experience. * significant at 10%; ** significant at 5%; *** significant at 1%