

**Table S2: Effect of Encouragement Treatment on Contest Outcomes**

	(1) Submission	(2)	(3) Average Ranking	(4) Average Ranking	(5) Average Ranking Conditional on Submitting	(6)
Encouragement	-0.028 (0.042)	-0.020 (0.047)	-0.075 (0.169)	-0.014 (0.190)	0.322 (0.824)	0.425 (0.948)
Controls	No	Yes	No	Yes	No	Yes
Observations	190	172	190	172	17	17
R-squared	0.002	0.025	0.001	0.040	0.010	0.393
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%