

**Table S5: Alternate Measures of Performance**

	(1) Average Ranking (IHS)	(2) Average Normalized Score	(3) Average Normalized Score Conditional on Submitting	(4) Average Normalized Score (IHS)
Induced	-0.098 (0.128)	-0.084 (0.134)	-0.327 (0.773)	-0.059 (0.091)
Encouragement	-0.028 (0.128)	-0.031 (0.133)	0.473 (0.773)	-0.013 (0.091)
Observations	190	190	17	190
R-squared	0.003	0.002	0.047	0.002
Mean dep var	0.582	0.253	2.824	0.510

Notes: Standard errors are in parentheses. \* significant at 10%; \*\* significant at 5%; \*\*\* significant at 1%