

Table S4: Effects of Encouragement on Contest Outcomes by Gender

	(1) Submission	(2) Average Ranking	(3) Average Ranking Conditional on Submitting
Encouragement	0.009 (0.051)	0.046 (0.207)	0.189 (0.909)
Female	0.057 (0.060)	0.289 (0.246)	0.767 (0.949)
Encouragement*	-0.111 (0.089)	-0.337 (0.363)	2.845 (1.878)
Female			
Observations	190	190	17
R-squared	0.011	0.009	0.309
Mean dep var	0.0895	0.332	3.715

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