

Appendix: Tables

Table A.1. Means and standard deviations of control variables

	Mean	Standard-dev.
Math grade	6.63	1.07
GPA	6.89	0.62
Math relative	0.37	0.26
Math difficulty	3.80	2.80
Math quartile	2.12	0.96
Guessed rank	2.35	0.94
Risk	6.23	1.90
Lottery	3.22	1.32

Table A.2. Gender and profile choice (alternative specifications)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	NT/NH as NT and ES/CS and ES								
	NT/NH and ES/CS as separate profiles								
Female	-0.275** (0.121)	-0.318** (0.127)	-0.210 (0.130)	-0.433*** (0.115)	-0.479*** (0.120)	-0.369*** (0.122)	-0.414*** (0.117)	-0.525*** (0.126)	-0.449*** (0.128)
Math Grade		0.174 (0.162)	0.001 (0.171)		0.031 (0.144)	-0.151 (0.151)		-0.174 (0.134)	-0.322** (0.140)
GPA		0.248** (0.102)	0.244** (0.101)		0.193** (0.095)	0.183** (0.093)		0.234*** (0.088)	0.220** (0.087)
Rel. Math Gr.		-0.121 (0.131)	-0.072 (0.132)		-0.242** (0.123)	-0.193 (0.124)		-0.341*** (0.124)	-0.316** (0.125)
Math Difficulty			-0.173* (0.089)			-0.197** (0.085)			-0.204** (0.089)
Math Quartile			-0.340*** (0.079)			-0.346*** (0.075)			-0.145* (0.075)
Cut 1	-1.475***	2.057	-0.015	-1.571***	0.319	-1.932	-1.505***	-0.640	-2.269*
Cut 2	-0.281***	3.341**	1.366	-1.299***	0.600	-1.636	-0.578***	0.349	-1.250
Cut 3	0.098	3.770***	1.835	-0.372***	1.603	-0.543	0.251***	1.241	-0.329
Cut 4				0.006	2.026*	-0.082			
Cut 5				0.568***	2.635**	0.576			
F/(Cmax-C1)	-0.175**	-0.186***	-0.113*	-0.202***	-0.207***	-0.147***	-0.236***	-0.279***	-0.231***
Observations	342	342	342	342	342	342	354	354	354

Note: Dependent variable: Profile choice; coefficients are from ordered probit regressions; robust standard errors in parentheses; p-values for F/(Cmax-C1) are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table A.3. Profile choice: ordered probit regression (NT/NH as NT and ES/CS as ES)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	-0.279** (0.123)	-0.210 (0.128)	-0.341*** (0.131)	-0.288** (0.135)	-0.126 (0.128)	-0.075 (0.134)	-0.232* (0.134)	-0.182 (0.139)	-0.234* (0.134)	-0.193 (0.138)	-0.214 (0.136)	-0.164 (0.139)	-0.212 (0.136)	-0.174 (0.139)
Entry		0.316** (0.137)		0.284** (0.137)		0.252* (0.140)		0.280** (0.142)		0.326** (0.155)		0.335** (0.154)		0.371** (0.166)
Math grade			0.177 (0.163)	0.151 (0.164)			0.005 (0.172)	-0.020 (0.172)	0.005 (0.173)	-0.017 (0.172)	0.017 (0.173)	-0.020 (0.172)	0.017 (0.173)	-0.017 (0.171)
GPA			0.264*** (0.103)	0.286*** (0.101)			0.262*** (0.101)	0.283*** (0.101)	0.262*** (0.101)	0.284*** (0.101)	0.248** (0.102)	0.269*** (0.101)	0.248** (0.102)	0.270*** (0.101)
Math relative			-0.113 (0.135)	-0.113 (0.135)			-0.070 (0.136)	-0.071 (0.136)	-0.070 (0.136)	-0.077 (0.136)	-0.048 (0.137)	-0.050 (0.136)	-0.048 (0.137)	-0.055 (0.136)
Math difficulty					-0.272*** (0.080)	-0.264*** (0.080)	-0.160* (0.088)	-0.156* (0.088)	-0.160* (0.089)	-0.156* (0.089)	-0.175* (0.091)	-0.176* (0.090)	-0.175* (0.091)	-0.176* (0.091)
Math quartile					-0.372*** (0.083)	-0.372*** (0.084)	-0.349*** (0.082)	-0.351*** (0.082)	-0.350*** (0.082)	-0.359*** (0.084)	-0.354*** (0.081)	-0.357*** (0.082)	-0.353*** (0.082)	-0.364*** (0.083)
Guessed rank									0.007 (0.084)	0.072 (0.092)			-0.005 (0.088)	0.060 (0.095)
Risk											-0.096 (0.073)	-0.140* (0.076)	-0.096 (0.073)	-0.136* (0.076)
Lottery											0.114 (0.075)	0.104 (0.075)	0.114 (0.075)	0.103 (0.076)
Cut 1	-1.249*** (0.041)	-1.202*** (0.021)	2.334* (0.021)	2.458* (0.021)	-2.547*** (0.021)	-2.497*** (0.021)	0.350 (0.021)	0.472 (0.021)	0.370 (0.021)	0.717 (0.021)	0.246 (0.021)	0.131 (0.021)	0.225 (0.021)	0.348 (0.021)
Cut 2			3.636*** (0.021)	3.773*** (0.021)	-1.182*** (0.021)	-1.121*** (0.021)	1.749 (0.021)	1.885 (0.021)	1.770 (0.021)	2.131 (0.021)	1.651 (0.021)	1.551 (0.021)	1.631 (0.021)	1.769 (0.021)
Cut 3			4.076*** (0.021)	4.215*** (0.021)	-0.723*** (0.021)	-0.662** (0.021)	2.227 (0.021)	2.365* (0.021)	2.248 (0.021)	2.612* (0.021)	2.133 (0.021)	2.036 (0.021)	2.112 (0.021)	2.254 (0.021)
Female/(C3-C1)	-0.175** (0.021)	-0.130* (0.021)	-0.196*** (0.021)	-0.164** (0.021)	-0.069 (0.021)	-0.041 (0.021)	-0.124** (0.021)	-0.102* (0.021)	-0.125** (0.021)	-0.102* (0.021)	-0.113* (0.021)	-0.086 (0.021)	-0.113* (0.021)	-0.091 (0.021)
Diff.	25.4%		16.4%		40.8%		22.5%		18.5%		23.4%		19.1%	
Bootstrap p-value	0.011		0.018		0.038		0.025		0.022		0.017		0.023	
Observations	342	342	342	342	342	342	342	342	342	342	342	342	342	342

Note: Coefficients are from ordered probit regressions, where NT>NH>ES>CS. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for F/(C3-C1) and Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. The impact of confidence (comparing columns (7) and (9)) and risk attitudes (comparing columns (7) and (11)) on the gender gap (Female/(C3-C1)) and the associated p-values are 1% (increasing) (p=0.53) and 7% (p=0.24), respectively.

Table A.4. Profile choice: ordered probit regression (NT/NH and ES/CS as separate profile)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	-0.441*** (0.117)	-0.373*** (0.121)	-0.502*** (0.123)	-0.450*** (0.126)	-0.305** (0.119)	-0.254** (0.125)	-0.392*** (0.124)	-0.341*** (0.129)	-0.400*** (0.125)	-0.359*** (0.129)	-0.358*** (0.125)	-0.312** (0.129)	-0.364*** (0.126)	-0.327** (0.128)
Entry		0.317** (0.127)		0.278** (0.127)		0.252** (0.128)		0.277** (0.131)		0.338** (0.141)		0.315** (0.140)		0.366** (0.150)
Math grade			0.025 (0.145)	-0.006 (0.145)			-0.158 (0.152)	-0.187 (0.152)	-0.155 (0.152)	-0.185 (0.151)	-0.137 (0.151)	-0.175 (0.150)	-0.135 (0.151)	-0.172 (0.149)
GPA			0.206** (0.095)	0.227** (0.094)			0.197** (0.093)	0.218** (0.093)	0.197** (0.094)	0.220** (0.093)	0.182* (0.094)	0.201** (0.094)	0.182* (0.094)	0.203** (0.094)
Math relative			-0.240* (0.126)	-0.243* (0.126)			-0.198 (0.127)	-0.202 (0.127)	-0.200 (0.126)	-0.210* (0.126)	-0.171 (0.128)	-0.174 (0.127)	-0.173 (0.128)	-0.182 (0.127)
Math difficulty					-0.257*** (0.075)	-0.248*** (0.075)	-0.184** (0.084)	-0.180** (0.083)	-0.185** (0.084)	-0.181** (0.084)	-0.201** (0.086)	-0.202** (0.085)	-0.201** (0.087)	-0.203** (0.086)
Math quartile					-0.372*** (0.078)	-0.373*** (0.079)	-0.354*** (0.077)	-0.357*** (0.078)	-0.357*** (0.077)	-0.367*** (0.079)	-0.360*** (0.077)	-0.363*** (0.078)	-0.362*** (0.078)	-0.372*** (0.078)
Guessed rank									0.029 (0.077)	0.029 (0.077)	0.029 (0.082)		0.021 (0.081)	0.085 (0.086)
Risk											-0.094 (0.067)	-0.135* (0.069)	-0.091 (0.067)	-0.130* (0.069)
Lottery											0.155** (0.072)	0.148** (0.071)	0.155** (0.072)	0.146** (0.071)
Cut 1	-1.332*** (0.117)	-1.290*** (0.121)	0.540 (0.123)	0.617 (0.126)	-2.631*** (0.119)	-2.587*** (0.125)	-1.647 (0.124)	-1.569 (0.129)	-1.552 (0.125)	-1.233 (0.129)	-1.624 (0.125)	-1.762 (0.129)	-1.541 (0.126)	-1.446 (0.139)
Cut 2	-1.059*** (0.118)	-1.012*** (0.121)	0.821 (0.123)	0.903 (0.126)	-2.340*** (0.119)	-2.291*** (0.125)	-1.349 (0.124)	-1.266 (0.129)	-1.254 (0.125)	-0.930 (0.129)	-1.321 (0.125)	-1.454 (0.129)	-1.238 (0.126)	-1.139 (0.139)
Cut 3	-0.118 (0.268)	-0.059 (0.330)	1.840* (0.123)	1.933* (0.126)	-1.263*** (0.119)	-1.204*** (0.125)	-0.242 (0.124)	-0.147 (0.129)	-0.148 (0.125)	0.190 (0.129)	-0.198 (0.125)	-0.317 (0.129)	-0.115 (0.126)	-0.001 (0.268)
Cut 4	0.268 (0.841***)	0.330 (0.906***)	2.273** (0.123)	2.366** (0.126)	-0.807*** (0.119)	-0.747*** (0.125)	0.228 (0.124)	0.324 (0.129)	0.323 (0.125)	0.663 (0.129)	0.275 (0.125)	0.159 (0.129)	0.358 (0.126)	0.476 (0.268)
Cut 5	0.841*** (0.203***)	0.906*** (0.170***)	2.893*** (0.123)	2.988*** (0.126)	-0.147 (0.123)	-0.086 (0.125)	0.897 (0.124)	0.995 (0.129)	0.993 (0.125)	1.336 (0.129)	0.948 (0.125)	0.835 (0.129)	1.032 (0.126)	1.153 (0.268)
Female/(C5-C1)	-0.203*** (0.162%)	-0.170*** (0.170%)	-0.213*** (0.110%)	-0.190*** (0.110%)	-0.123*** (0.172%)	-0.102** (0.172%)	-0.154*** (0.135%)	-0.133*** (0.135%)	-0.157*** (0.112%)	-0.140*** (0.112%)	-0.139*** (0.137%)	-0.120*** (0.137%)	-0.141*** (0.110%)	-0.126*** (0.110%)
Diff.	16.2%	16.2%	11.0%	11.0%	17.2%	17.2%	13.5%	13.5%	11.2%	11.2%	13.7%	13.7%	11.0%	11.0%
Bootstrap p-value	0.007	0.007	0.015	0.015	0.026	0.026	0.018	0.018	0.011	0.011	0.014	0.014	0.016	0.016
Observations	342	342	342	342	342	342	342	342	342	342	342	342	342	342

Note: Coefficients are from ordered probit regressions, where $NT > NT/NH > ES > ES/CS$. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for F/(C3-C1) and Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. The impact of confidence (comparing columns (7) and (9)) and risk attitudes (comparing columns (7) and (11)) on the gender gap (Female/(C3-C1)) and the associated p-values are 2% (increasing) (p=0.64) and 10% (p=0.08), respectively.

Table A.5. Profile choice: ordered probit regression (students' own ranking)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	-0.384*** (0.118)	-0.316** (0.124)	-0.503*** (0.128)	-0.447*** (0.133)	-0.299** (0.120)	-0.243* (0.126)	-0.423*** (0.130)	-0.366*** (0.134)	-0.420*** (0.132)	-0.377*** (0.135)	-0.399*** (0.132)	-0.357*** (0.135)	-0.402*** (0.134)	-0.369*** (0.136)
Entry		0.300** (0.136)		0.280** (0.139)	0.252* (0.136)			0.288** (0.139)		0.324** (0.148)		0.253* (0.147)		0.288* (0.155)
Math grade			-0.220 (0.137)	-0.249* (0.137)			-0.374*** (0.142)	-0.404*** (0.142)	-0.374*** (0.142)	-0.404*** (0.142)	-0.369*** (0.142)	-0.396*** (0.142)	-0.369*** (0.142)	-0.397*** (0.142)
GPA			0.225** (0.088)	0.247*** (0.087)			0.213** (0.087)	0.235*** (0.087)	0.213** (0.087)	0.236*** (0.087)	0.220** (0.088)	0.234*** (0.088)	0.220** (0.088)	0.237*** (0.088)
Math relative			-0.372*** (0.126)	-0.372*** (0.126)			-0.351*** (0.127)	-0.351*** (0.128)	-0.350*** (0.127)	-0.356*** (0.127)	-0.355*** (0.127)	-0.351*** (0.127)	-0.356*** (0.127)	-0.357*** (0.127)
Math difficulty					-0.233*** (0.077)	-0.222*** (0.077)	-0.186** (0.091)	-0.180** (0.089)	-0.186** (0.091)	-0.181** (0.090)	-0.178** (0.089)	-0.178** (0.089)	-0.178** (0.089)	-0.179** (0.089)
Math quartile					-0.188** (0.074)	-0.193*** (0.074)	-0.172** (0.075)	-0.179** (0.075)	-0.171** (0.076)	-0.185*** (0.076)	-0.174** (0.075)	-0.179** (0.075)	-0.175** (0.075)	-0.186** (0.076)
Guessed rank								-0.009 (0.081)		0.055 (0.087)			0.010 (0.082)	0.059 (0.087)
Risk											0.057 (0.067)	0.024 (0.068)	0.059 (0.067)	0.029 (0.068)
Lottery											0.048 (0.065)	0.039 (0.066)	0.048 (0.065)	0.038 (0.066)
Cut 1	-0.841***	-0.796***	-0.472	-0.370	-1.675***	-1.627***	-2.122*	-2.024	-2.148*	-1.841	-1.733	-1.821	-1.693	-1.609
Cut 2	0.105	0.156	0.530	0.639	-0.671***	-0.618**	-1.087	-0.982	-1.113	-0.797	-0.694	-0.778	-0.654	-0.564
Cut 3	0.951***	1.009***	1.434	1.550	0.238	0.296	-0.154	-0.041	-0.180	0.144	0.242	0.163	0.282	0.377
Female/(C3-C1)	-0.215***	-0.175***	-0.264***	-0.233***	-0.157***	-0.127**	-0.215***	-0.185***	-0.214***	-0.190***	-0.202***	-0.180***	-0.204***	-0.186***
Diff.	18.4%	18.4%	11.6%	11.6%	19.1%	19.1%	14.1%	14.1%	11.1%	11.1%	11.0%	11.0%	8.9%	8.9%
Bootstrap p-value	0.014	0.014	0.022	0.022	0.031	0.031	0.020	0.016	0.016	0.016	0.045	0.045	0.037	0.037
Observations	354	354	354	354	354	354	354	354	354	354	354	354	354	354

Note: Coefficients are from ordered probit regressions. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for F/(C3-C1) and Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. The impact of confidence (comparing columns (7) and (9)) and risk attitudes (comparing columns (7) and (11)) on the gender gap (Female/(C3-C1)) and the associated p-values are 0% (p=0.46) and 6% (p=0.13), respectively.

Table A.6. Binary regression: NT vs rest

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	-0.235*** (0.046)	-0.207*** (0.047)	-0.239*** (0.045)	-0.223*** (0.046)	-0.177*** (0.042)	-0.158*** (0.044)	-0.195*** (0.043)	-0.180*** (0.044)	-0.203*** (0.043)	-0.188*** (0.044)	-0.191*** (0.044)	-0.177*** (0.045)	-0.198*** (0.044)	-0.185*** (0.045)
Entry		0.120** (0.054)		0.076 (0.051)		0.084* (0.050)		0.074 (0.049)		0.105* (0.054)		0.084 (0.052)		0.111** (0.055)
Math grade			0.099** (0.046)	0.091** (0.046)			0.043 (0.046)	0.035 (0.045)	0.045 (0.046)	0.035 (0.045)	0.045 (0.046)	0.036 (0.045)	0.047 (0.046)	0.036 (0.045)
GPA			0.036 (0.048)	0.046 (0.048)			0.024 (0.046)	0.034 (0.047)	0.023 (0.047)	0.035 (0.047)	0.021 (0.047)	0.029 (0.047)	0.020 (0.047)	0.032 (0.048)
Math relative			-0.165 (0.167)	-0.165 (0.167)			-0.100 (0.159)	-0.101 (0.159)	-0.108 (0.158)	-0.114 (0.158)	-0.091 (0.159)	-0.088 (0.159)	-0.100 (0.159)	-0.102 (0.158)
Math difficulty					-0.041*** (0.010)	-0.040*** (0.010)	-0.025** (0.011)	-0.025** (0.011)	-0.026** (0.011)	-0.025** (0.011)	-0.026** (0.011)	-0.026** (0.011)	-0.026** (0.011)	-0.026** (0.011)
Math quartile					-0.102*** (0.027)	-0.102*** (0.027)	-0.090*** (0.026)	-0.091*** (0.026)	-0.093*** (0.026)	-0.096*** (0.026)	-0.090*** (0.026)	-0.091*** (0.026)	-0.093*** (0.027)	-0.096*** (0.026)
Guessed rank									0.026 (0.027)	0.049* (0.029)			0.026 (0.028)	0.047 (0.030)
Risk											-0.005 (0.012)	-0.011 (0.013)	-0.003 (0.013)	-0.010 (0.013)
Lottery											0.013 (0.018)	0.011 (0.018)	0.013 (0.018)	0.010 (0.018)
Bootstrap p-value	0.01		0.07	0.07	0.05	0.05	0.07	0.07	0.03	0.03	0.05	0.05	0.03	0.03
Diff.	12.0%		6.5%	6.5%	10.6%	10.6%	7.7%	7.7%	7.3%	7.3%	7.4%	7.4%	6.7%	6.7%
Observations	362	362	362	362	362	362	362	362	362	362	362	362	362	362

Note: Coefficients are from OLS regressions. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table A.7. Binary regression: Nature vs Society

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	-0.001 (0.053)	0.027 (0.054)	-0.032 (0.050)	-0.015 (0.051)	0.073 (0.048)	0.090* (0.050)	0.025 (0.049)	0.041 (0.050)	0.019 (0.050)	0.035 (0.050)	0.030 (0.049)	0.049 (0.050)	0.027 (0.050)	0.043 (0.050)
Entry		0.119* (0.061)		0.084 (0.055)	0.076 (0.054)		0.083 (0.054)			0.109* (0.057)		0.110* (0.057)		0.130** (0.060)
Math grade			0.082 (0.054)	0.073 (0.054)			0.014 (0.053)	0.005 (0.053)	0.015 (0.053)	0.005 (0.053)	0.018 (0.053)	0.006 (0.053)	0.018 (0.053)	0.006 (0.053)
GPA			0.176*** (0.055)	0.186*** (0.055)			0.160*** (0.051)	0.171*** (0.050)	0.159*** (0.051)	0.172*** (0.051)	0.149*** (0.052)	0.160*** (0.051)	0.149*** (0.052)	0.162*** (0.051)
Math relative			-0.122 (0.198)	-0.122 (0.197)			-0.040 (0.188)	-0.040 (0.186)	-0.045 (0.187)	-0.052 (0.185)	-0.012 (0.190)	-0.008 (0.188)	-0.016 (0.190)	-0.019 (0.187)
Math difficulty					-0.044*** (0.010)	-0.042*** (0.010)	-0.026** (0.011)	-0.025** (0.011)	-0.026** (0.011)	-0.025** (0.011)	-0.028** (0.012)	-0.028** (0.011)	-0.028** (0.012)	-0.028** (0.012)
Math quartile					-0.153*** (0.031)	-0.153*** (0.031)	-0.137*** (0.030)	-0.138*** (0.030)	-0.139*** (0.030)	-0.142*** (0.030)	-0.138*** (0.029)	-0.139*** (0.030)	-0.139*** (0.030)	-0.142*** (0.030)
Guessed rank									0.018 (0.031)	0.041 (0.032)			0.011 (0.032)	0.035 (0.033)
Risk											-0.022* (0.013)	-0.030** (0.013)	-0.021 (0.013)	-0.028** (0.013)
Lottery											0.029 (0.020)	0.026 (0.020)	0.029 (0.020)	0.026 (0.020)
Bootstrap p-value	0.02		0.06	0.06	0.08	0.08	0.06	0.06	0.03	0.03	0.03	0.03	0.02	0.02
Diff.	-		52.8%	52.8%	23.3%	23.3%	68.1%	68.1%	79.0%	79.0%	61.1%	61.1%	57.1%	57.1%
Observations	362	362	362	362	362	362	362	362	362	362	362	362	362	362

Note: Coefficients are from OLS regressions. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table A.8. Binary regression: CS vs rest

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	0.067* (0.035)	0.049 (0.037)	0.088** (0.037)	0.073* (0.039)	0.044 (0.035)	0.030 (0.037)	0.068* (0.038)	0.053 (0.039)	0.067* (0.038)	0.055 (0.039)	0.051 (0.038)	0.041 (0.038)	0.052 (0.038)	0.044 (0.038)
Entry		-0.075** (0.035)		-0.075** (0.036)		-0.063* (0.035)		-0.075** (0.036)		-0.085** (0.039)		-0.058 (0.037)		-0.068* (0.041)
Math grade		0.049 (0.037)		0.057 (0.037)		0.082** (0.038)		0.082** (0.038)		0.082** (0.038)		0.074* (0.038)		0.074* (0.038)
GPA		-0.088** (0.044)		-0.098** (0.044)		-0.083* (0.043)		-0.092** (0.043)		-0.093** (0.044)		-0.086** (0.043)		-0.087** (0.043)
Math relative		0.252* (0.139)		0.252* (0.138)				0.223 (0.139)		0.227 (0.140)		0.206 (0.141)		0.211 (0.141)
Math difficulty					0.012* (0.007)	0.011 (0.007)	0.010 (0.008)	0.009 (0.008)	0.010 (0.008)	0.009 (0.008)	0.010 (0.008)	0.010 (0.008)	0.010 (0.009)	0.010 (0.009)
Math quartile					0.051** (0.023)	0.052** (0.023)	0.048** (0.024)	0.049** (0.023)	0.048** (0.024)	0.051** (0.024)	0.049** (0.023)	0.049** (0.023)	0.049** (0.024)	0.051** (0.023)
Guessed rank									0.002 (0.025)	-0.016 (0.027)			-0.003 (0.026)	-0.016 (0.027)
Risk											-0.002 (0.010)	0.002 (0.011)	-0.003 (0.010)	0.001 (0.011)
Lottery											-0.035** (0.015)	-0.034** (0.015)	-0.035** (0.015)	-0.033** (0.015)
Bootstrap p-value	0.02	0.02	0.02	0.02	0.03	0.03	0.02	0.02	0.02	0.02	0.02	0.06	0.06	0.06
Diff.	26.5%	17.4%	17.4%	17.4%	32.0%	32.0%	22.4%	22.4%	17.8%	17.8%	19.4%	19.4%	15.6%	15.6%
Observations	362	362	362	362	362	362	362	362	362	362	362	362	362	362

Note: Coefficients are from OLS regressions. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table A.9. Binary regression: Self-ranked best vs rest

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Female	-0.202*** (0.048)	-0.171*** (0.050)	-0.221*** (0.048)	-0.197*** (0.050)	-0.165*** (0.046)	-0.142*** (0.048)	-0.190*** (0.048)	-0.168*** (0.049)	-0.186*** (0.049)	-0.170*** (0.050)	-0.179*** (0.049)	-0.162*** (0.050)	-0.177*** (0.050)	-0.164*** (0.050)
Entry		0.131** (0.056)		0.115** (0.056)		0.105* (0.055)		0.112** (0.055)		0.119** (0.059)		0.104* (0.058)		0.110* (0.061)
Math grade			-0.037 (0.050)	-0.049 (0.049)			-0.082 (0.051)	-0.094* (0.050)	-0.083 (0.051)	-0.094* (0.050)	-0.079 (0.050)	-0.090* (0.050)	-0.079 (0.050)	-0.090* (0.050)
GPA			0.068 (0.054)	0.083 (0.054)			0.060 (0.053)	0.074 (0.053)	0.061 (0.053)	0.075 (0.053)	0.060 (0.054)	0.071 (0.054)	0.060 (0.054)	0.072 (0.054)
Math relative			-0.436** (0.181)	-0.436** (0.180)			-0.387** (0.179)	-0.387** (0.178)	-0.383** (0.180)	-0.390** (0.178)	-0.382** (0.179)	-0.378** (0.179)	-0.379** (0.179)	-0.382** (0.179)
Math difficulty					-0.036*** (0.010)	-0.034*** (0.010)	-0.030*** (0.011)	-0.029*** (0.011)	-0.030*** (0.011)	-0.029*** (0.011)	-0.029*** (0.011)	-0.029*** (0.011)	-0.029*** (0.011)	-0.030*** (0.011)
Math quartile					-0.039 (0.028)	-0.039 (0.028)	-0.032 (0.028)	-0.034 (0.028)	-0.031 (0.028)	-0.035 (0.028)	-0.033 (0.028)	-0.034 (0.028)	-0.032 (0.029)	-0.035 (0.029)
Guessed rank									-0.014 (0.031)	0.012 (0.033)			-0.009 (0.032)	0.011 (0.034)
Risk											0.006 (0.014)	-0.001 (0.014)	0.005 (0.014)	-0.001 (0.014)
Lottery											0.020 (0.019)	0.017 (0.019)	0.020 (0.019)	0.017 (0.019)
Bootstrap p-value	0.01		0.02	0.02	0.03	0.02	0.02	0.02	0.02	0.02	0.04	0.04	0.04	0.04
Diff.	15.2%		10.6%	10.6%	14.2%	11.9%	11.9%	11.9%	9.0%	9.0%	9.7%	9.7%	9.7%	7.4%
Observations	362	362	362	362	362	362	362	362	362	362	362	362	362	362

Note: Coefficients are from OLS regressions. All specifications include controls for performance in Rounds 1 and 2 of the experiment and the chance of winning the Round 2 tournament. Robust standard errors in parentheses; p-values for Diff. are bootstrapped; * $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Appendix: Instructions and Questionnaire

WELCOME

In the experiment today you will be asked to complete three different tasks. None of these will take more than 3 minutes. At the end of the experiment, we will randomly select one of the tasks and pay you based on your performance in that task. Once you have completed the three tasks we determine which task counts for payment by rolling a die. The method we use to determine your earnings varies across tasks. Before each task we will describe in detail how your payment is determined.

Task 1 – Piece Rate

For Task 1 you will be asked to calculate the sum of four randomly chosen two-digit numbers. You will be given 3 minutes to calculate the correct sum of a series of these problems. You cannot use a calculator to determine these sums, however you are welcome to make use of the provided scratch paper.

Example:

23	81	15	47	
----	----	----	----	--

If Task 1 is the one randomly selected for payment, then you get 25 cents per problem you solve correctly in the 3 minutes. Your payment does not decrease if you provide an incorrect answer to a problem. We refer to this payment as the *piece rate* payment.

The problem sheets are in the envelopes in front of you. We will tell you when you can open the envelopes and start working. You will then have exactly 3 minutes. At the end of the three minutes we will say “Time’s up”. You then have to immediately stop writing and stand up. If you don’t stand up or keep writing, you will not get paid.

Please do not talk with one another for the duration of the experiment. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

Task 2 - Tournament

As in Task 1 you will be given 3 minutes to calculate the correct sum of a series of four 2-digit numbers. However for this task your payment depends on your performance relative to that of a group of other participants. Each group consists of four people, the three other members of your group are randomly selected members of your class. You will not know who is in your group. If Task 2 is the one randomly selected for payment, the individual in the group who correctly solves the largest number of problems will receive €1 per correct problem. The other participants receive no payment. We refer to this as the *tournament* payment. You will not be informed of how you did in the tournament until later. If there are ties the winner will be randomly determined. Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

Task 3 – Choice

As in the previous two tasks you will be given 3 minutes to calculate the correct sum of a series of four 2-digit numbers. However you will now get to choose how you want to be payed: *piece rate* or *tournament*.

If Task 3 is the one randomly selected for payment, then your earnings for this task are determined as follows. If you choose the *piece rate* you receive 25 cents per problem you solve correctly. If you choose the *tournament* your performance will be compared to the performance of the other three participants of your group in Task 2. Task 2 is the one you just completed. If you correctly solve more problems than they did in Task 2, then you receive four times the payment from the piece rate, which is €1 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly now, than the others in your group did in Task 2.

You will not be informed of how you did in the tournament until later. If there are ties the winner will be randomly determined.

Please do not talk with one another. If you have any questions, please raise your hand.

Please indicate below which payment scheme you choose: *piece rate* or *tournament*.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

Make your choice:

Piece rate

Tournament

Name: _____

Name: _____

Round 1**Answer:**

67	87	29	24
----	----	----	----

75	59	32	32
----	----	----	----

59	24	95	11
----	----	----	----

19	10	29	74
----	----	----	----

80	12	70	56
----	----	----	----

31	17	21	23
----	----	----	----

38	91	26	92
----	----	----	----

21	88	99	46
----	----	----	----

96	99	76	86
----	----	----	----

74	56	94	37
----	----	----	----

71	33	34	28
----	----	----	----

23	68	84	66
----	----	----	----

35	60	97	15
----	----	----	----

19	25	40	30	
23	24	41	52	
28	94	87	92	
83	73	23	85	
17	33	49	79	
43	50	34	15	
44	60	90	90	
47	97	57	62	
29	35	77	36	
42	65	60	45	
54	12	80	10	
89	88	67	84	
89	49	98	99	
64	52	20	27	
21	55	58	13	
68	83	64	13	

Name: _____

Birth date: _____

School: _____

Gender: _____

This question is about your performance in Task 2 (the tournament task). What do you think was your rank within the group in terms of sums solved correctly. Please choose a number from 1 (meaning that you were the best in your group of four) to 4 (meaning that you were the 4th in your group of four). If your guess is correct, you receive €1.

1 2 3 4

In this part, you can earn money with your choices. You will have to choose between lotteries. Each lottery gives you a high amount of money with a 50% probability and a lower amount with a 50% probability. The roll of a die will then determine whether you get the high or the low payoff. We will roll the die in front of your eyes at the end of the experiment.

Please pick one of the following five options:

€ 2 for certain	€3.50 with a 50% chance	€4 with a 50% chance	€5 with a 50% chance	€6 with a 50% chance
	€1.50 with a 50% chance	€1 with a 50% chance	€0.50 with a 50% chance	€0 with a 50% chance

How do you see yourself: Are you generally a person who is fully prepared to take risks or do you try to avoid taking risks?

Please tick a box on the scale, where the value 0 means: 'unwilling to take risks' and the value 10 means: 'fully prepared to take risk'.

0 1 2 3 4 5 6 7 8 9 10

Which track do you think you will pick this summer?

ES

NT

NH

CS

Do you plan to study at a university in the future?

Yes

No

If yes, which topic will you most likely pick?

How difficult do you think it would be for you to pass mathematics track B. Please answer on a scale from 0 to 10 where 0 means very easy and 10 means very difficult

0 1 2 3 4 5 6 7 8 9 10

We would like to know from you which track you think the smartest students in your class will pick. Please order the order the four tracks from 1 to 4 whereby you assign 1 to the track which you think the smartest students will choose and 4 to the track the least smart students will choose.

ES

NT

NH

CS

With which profile do you think you would earn most in ten year's time? Rank the profiles from 1 to 4 where 1 means that you would earn most if you chose that profile and 4 that you would earn least if you chose that profile

ES

NT

NH

CS

What was your Cito score?

Do you think your mathematics ability is:

... in the top 25% of your school? Yes No

...in the top 50% of your school? Yes No

....in the top 75% of your school? Yes No

Do you agree or disagree with the following propositions:

1 Agree strongly

2 Agree

3 Neither agree nor disagree

4 Disagree

5 Disagree strongly

Boys are better at maths than girls

1 2 3 4 5

Girls are better at languages than boys

1 2 3 4 5

Boys are better at sciences than girls

1 2 3 4 5

A pre-school child is likely to suffer if his or her mother works

1 2 3 4 5

A working mother can establish just as warm and secure a relationship with her children as a mother who does not work

1 2 3 4 5

In general, fathers are as well suited to look after their children as mothers

1 2 3 4 5

Both the husband and wife should contribute to household income

1 2 3 4 5

Having a job is the best way for a woman to be an independent person

1 2 3 4 5