

ONLINE APPENDIX

*ATTITUDES TOWARD ECONOMIC INEQUALITY:
THE ILLUSORY AGREEMENT*

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Appendix A: Question Wordings in experimental conditions

[Condition 1: Perceived Pay first, then Ideal Pay /Answers in \$]

We would like to know how much money you think people actually earn. Please write in how much you think they usually earn each year, before taxes.

Many people are not exactly sure about this, but your best guess will be close enough. This may be difficult, but it is very important, so please try.

Please write in how much
they actually earn each
year, before taxes.

How much do you think a CEO (chief executive officer) of a large national corporation actually earns? (1) \$ _____

How much do you think an average employee actually earns? (2) \$ _____

Next, we would like to know how much money you think people ought to be paid. How much do you think they should earn each year before taxes, regardless of what they actually get?

Please write in how much
they should earn each year,
before taxes

How much do you think a CEO (chief executive officer) of a large national corporation should earn? (1) \$ _____

How much do you think an average employee should earn? (2) \$ _____

[Condition 2: Ideal Pay first, then Perceived Pay /Answers in \$]

We would like to know how much money you think people ought to be paid. How much do you think they should earn each year before taxes, regardless of what they actually get?

Many people are not exactly sure about this, but your best guess will be close enough. This may be difficult, but it is very important, so please try.

Please write in how much
they should earn each year,
before taxes

How much do you think a CEO (chief executive officer) of a \$ _____
large national corporation should earn? (1)

How much do you think an average employee should earn? (2) \$ _____

Next, we would like to know how much money you think people actually earn. Please write in how much you think they usually earn each year, before taxes.

Please write in how much
they actually earn each
year, before taxes.

How much do you think a CEO (chief executive officer) of a \$ _____
large national corporation actually earns? (1)

How much do you think an average employee actually earns? \$ _____

(2)

[Condition 3: Actual pay provided, then ideal / Answers in \$]

A CEO (chief executive officer) of a large national corporation earns on average \$12,259,894 each year, before taxes. An average employee earns \$34,645 each year, before taxes.

We would like to know how much money you think people ought to be paid. How much do you think they should earn each year before taxes, regardless of what they actually get?

Please write in how much
they should earn each year,
before taxes

How much do you think a CEO (chief executive officer) of a large national corporation should earn? (1) \$_____

How much do you think an average employee should earn? (2) \$_____

[Condition 4: Perceived Pay first, then Ideal Pay /Answers in multiples]

We would like to know how much more money you think a CEO (chief executive officer) of a large national corporation actually earns relative to what an average employee earns.

Many people are not exactly sure about this, but your best guess will be close enough. This may be difficult, but it is very important, so please try.

Please write in the blank how much a CEO (chief executive officer) earns compared to average employees.

A CEO (chief executive officer) of a large national corporation earns as much as average employees combined.

Next, we would like to know how much more money you think the CEO (chief executive officer) of a large national corporation should earn relative to an average employee.

Please write in the blank how much a CEO (chief executive officer) should earn compared to average employees.

A CEO (chief executive officer) of a large national corporation should earn as much as average employees combined.

[Condition 5: Ideal Pay first, then Perceived Pay /Answers in multiples]

We would like to know how much more money you think a CEO (chief executive officer) of a large national corporation should earn relative to what an average employee earns.

Many people are not exactly sure about this, but your best guess will be close enough. This may be difficult, but it is very important, so please try.

Please write in the blank how much a CEO (chief executive officer) should earn compared to average employees.

A CEO (chief executive officer) of a large national corporation should earn as much as _____ average employees combined.

Next, we would like to know how much more money you think a CEO (chief executive officer) of a large national corporation actually earns relative to what an average employee earns.

Please write in the blank how much a CEO (chief executive officer) earns compared to average employees.

A CEO (chief executive officer) of a large national corporation earns as much as average employees combined.

[Condition 6: Actual pay provided, then ideal / Answers in multiples]

A CEO (chief executive officer) a large national corporation earns on average as much as 354 average employees combined, before taxes. We would like to know how much money you think people ought to be paid. How much do you think they should earn each year before taxes, regardless of what they actually get?

Please write in the blank how much a CEO (chief executive officer) should earn compared to average employees.

A CEO (chief executive officer) of a large national corporation should earn as much as average employees combined.

Appendix B: Attitudes toward Economic Inequality

The following 25 questions were used to construct the index measure of respondents' Attitudes toward Inequality

To what extent do you agree or disagree with the following statements?

1. Differences in income in America are far too large.
2. The gap between the rich and poor in this country mostly reflects the fact that some people work harder than others.
3. In America, anyone who wants to make money can do it if they just try hard enough.
4. It is the responsibility of the government to reduce the differences in income between people with high incomes and those with low incomes.
5. The government should provide a decent standard of living for the unemployed.
6. The government should spend less on benefits for the poor.
7. Some inequality is necessary in order to reward those who work hard

(Strongly Agree; Agree; Neither Agree nor Disagree; Disagree; Strongly Disagree)

8. Do you think people with high incomes should pay a larger share of their income in taxes than those with low incomes, the same share, or a smaller share?

(Much larger share; Larger; The same share; Smaller; Much smaller share)

9. Generally, how would you describe taxes in America today for those with higher incomes? Taxes are...

(...Much too high; ...Too high; ...About right; ...Too low; ...Much too low)

10. Is it just or unjust – right or wrong – that people with higher incomes can buy better health care than people with lower incomes?

(Very just, definitely right; Somewhat just, right; Neither just nor unjust, mixed feelings; Somewhat unjust, wrong; Very unjust, definitely wrong)

11. Is it just or unjust – right or wrong – that people with higher incomes can buy better education for their children than people with lower incomes?

(Very just, definitely right; Somewhat just, right; Neither just nor unjust, mixed feelings; Somewhat unjust, wrong; Very unjust, definitely wrong)

12. Is it just or unjust – right or wrong – that people with higher incomes are not eligible for the same government benefits as people with lower incomes?

(Very just, definitely right; Somewhat just, right; Neither just nor unjust, mixed feelings; Somewhat unjust, wrong; Very unjust, definitely wrong)

13. The Securities and Exchange Commission, an independent agency of the U.S. federal government, recently proposed a new rule that would require companies to disclose how much more its chief executive officer (CEO) makes relative to its employees. Do you favor or oppose this new rule?

(Strongly favor; Favor; Neither favor nor oppose; Oppose; Strongly oppose)

How much do you favor or oppose ...

14. Lower taxes on corporations to encourage investment and economic growth

15. Higher taxes on corporations to fund programs that help the poor

16. A law that would raise the federal minimum wage

17. The 2010 Affordable Care Act (also known as Obamacare)

18. Cutting programs like food stamps, Medicaid, unemployment insurance and the child tax credit.

19. Making federal taxes more progressive, so the rich pay a significantly higher share of their income than the middle class or poor

20. Increasing taxes on higher income people to pay for more government services to the poor

(Strongly favor; Favor; Neither favor nor oppose; Oppose; Strongly oppose)

21. Do you think people who are poor, and earn below a certain income, should be required to pay some taxes on what they earn or should they be exempt from paying any income taxes?

(They should be required to pay some taxes on what they earn; They should be exempt from paying any income taxes)

To what extent do you agree or disagree with the following statements?

22. Inequality is a particularly severe problem in the United States relative to other countries

23. The gap between the incomes of the rich and poor is unusually large in the United States

(Strongly Agree; Agree; Neither Agree nor Disagree; Disagree; Strongly Disagree)

24. In your opinion, are most CEOs (chief executive officers) of large national corporations paid too much, about right, or too little?

(Far too Much; Too Much; About Right; Too Little; Far too Little)

25. In your opinion, are employees generally paid too much, about right, or too little?

(Far too Much; Too Much; About Right; Too Little; Far too Little)