

Supplement for

**Interpreting expectations: Normative and predictive expectations as  
seen by citizens**

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**Table A.1****Descriptive Statistics**

<b>Variable</b>	<b>n</b>	<b>Mean</b>	<b>Std. Dev.</b>	<b>Min.</b>	<b>Max.</b>
Predictive Expectations	1,055	3.70	1.67	1	7
Normative Expectations	1,093	5.14	1.55	1	7
<b>Control Variables</b>					
Gender	1,591	0.47	0.50	0	1
Ideology	1,591	3.33	1.63	1	7
Political Trust	1,591	40.29	24.21	0	100
Party ID	1,591	3.19	1.81	1	7
<b>Income \$</b>					
under \$20,000	1,591	0.14	0.35	0	1
20,000-29,999	1,591	0.15	0.35	0	1
30,000-39,999	1,591	0.15	0.36	0	1
40,000-49,999	1,591	0.13	0.33	0	1
50,000-59,999	1,591	0.10	0.30	0	1
60,000-69,999	1,591	0.08	0.27	0	1
70,000-79,999	1,591	0.07	0.26	0	1
80,000-89,999	1,591	0.04	0.21	0	1
90,000-99,999	1,591	0.05	0.22	0	1
100,000-109,999	1,591	0.03	0.16	0	1
110,000-119,999	1,591	0.01	0.10	0	1
120,000-129,999	1,591	0.01	0.12	0	1
130,000-139,999	1,591	0.01	0.08	0	1
140,000-149,999	1,591	0.02	0.12	0	1
150,000+	1,591	0.02	0.12	0	1
<b>Education</b>					
Low	1,591	0.12		0	1
Middle	1,591	0.86		0	1
High	1,591	0.02		0	1
<b>Race</b>					
White/Caucasian	1,591	0.79	0.41	0	1
African American	1,591	0.08	0.27	0	1
Hispanic	1,591	0.05	0.22	0	1
Asian	1,591	0.05	0.22	0	1
Native American	1,591	0.01	0.08	0	1
Pacific Islander	1,591	0.00	0.04	0	1

Other	1,591	0.02	0.15	0	1
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<b>Area</b>					
Urban	1,591	0.31	0.46	0	1
Suburban	1,591	0.52	0.50	0	1
Rural	1,591	0.18	0.38	0	1
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**Table A.2**

**Balance: Multinomial Logistic Regression Model with Indicators of the Experimental Groups as Dependent Variable**

	Dependent Variable Categories					
	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6
<b>Expectation manipulation</b>	<b>High expectations</b>	<b>High expectations</b>	<b>High expectations</b>	<b>Low expectations</b>	<b>Low expectations</b>	<b>Low expectations</b>
<b>Type of question(s)</b>	<b>Predictive</b>	<b>Normative</b>	<b>Both</b>	<b>Predictive</b>	<b>Normative</b>	<b>Both</b>
<b>Independent variables</b>						
Gender (male = 1)	0.167 (0.179)	0.068 (0.180)	0.318 (0.179)	0.030 (0.189)	0.224 (0.181)	Base category
Birthyear	-0.001 (0.007)	0.002 (0.007)	0.001 (0.007)	-0.003 (0.008)	0.003 (0.007)	
<b>Education</b>						
Low	Ref.	Ref.	Ref.	Ref.	Ref.	
Middle	0.027 (0.282)	-0.018 (0.276)	0.100 (0.279)	-0.186 (0.280)	-0.054 (0.270)	
High	0.205 (0.543)	-1.153 (0.732)	0.228 (0.549)	-1.589 (0.843)	-1.167 (0.733)	
<b>Race</b>						
White/Caucasian	Ref.	Ref.	Ref.	Ref.	Ref.	
African American	0.344 (0.325)	-0.198 (0.364)	0.468 (0.320)	0.153 (0.355)	0.525 (0.323)	

Hispanic	-0.154 (0.408)	-0.420 (0.428)	0.033 (0.387)	-0.308 (0.431)	0.211 (0.373)
Asian	0.285 (0.388)	0.342 (0.389)	0.236 (0.392)	-0.345 (0.468)	-0.327 (0.451)
Native American	-0.641 -1.268	0.452 (0.950)	-0.585 -1.257	-0.225 -1.261	-0.926 -1.256
Other	0.171 (0.649)	0.225 (0.625)	0.275 (0.622)	-0.431 (0.747)	1.007 (0.553)

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**Income**

under \$20,000	Ref.	Ref.	Ref.	Ref.	Ref.
20,000-29,999	0.093 (0.334)	-0.379 (0.317)	0.144 (0.331)	-0.175 (0.342)	-0.143 (0.326)
30,000-39,999	-0.285 (0.334)	-0.754+ (0.319)	-0.079 (0.324)	-0.453 (0.340)	-0.188 (0.314)
40,000-49,999	0.467 (0.343)	-0.486 (0.349)	0.276 (0.350)	-0.069 (0.365)	-0.174 (0.352)
50,000-59,999	-0.070 (0.372)	-0.263 (0.345)	0.030 (0.364)	-0.152 (0.375)	-0.396 (0.369)
60,000-69,999	0.014 (0.427)	-0.151 (0.400)	0.383 (0.407)	0.451 (0.405)	0.224 (0.400)
70,000-79,999	0.140 (0.419)	-0.206 (0.405)	0.237 (0.415)	-0.295 (0.457)	0.253 (0.400)
80,000-89,999	0.319 (0.492)	-0.271 (0.502)	0.305 (0.497)	0.463 (0.494)	-0.285 (0.527)
90,000-99,999	0.079 (0.433)	-0.159 (0.415)	-0.310 (0.467)	-0.235 (0.461)	-0.554 (0.473)
100,000-109,999	-0.251 (0.546)	-1.249 (0.643)	0.098 (0.513)	-1.157 (0.713)	-1.098 (0.649)

110,000-119,999	1.492	1.205	0.960	0.975	1.290
	-1.159	-1.158	-1.260	-1.268	-1.200
120,000-129,999	-0.262	-0.394	-0.988	-0.857	-0.696
	(0.709)	(0.667)	(0.867)	(0.870)	(0.765)
130,000-139,999	-13.297	-0.179	1.415	0.948	0.898
	-837.686	-1.451	-1.196	-1.273	-1.274
140,000-149,999	-0.095	-0.831	-0.764	0.291	-0.623
	(0.697)	(0.776)	(0.822)	(0.669)	(0.781)
150,000+	-0.124	-0.975	0.073	-0.239	0.488
	(0.769)	(0.905)	(0.746)	(0.816)	(0.685)
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<b>Community</b>					
Urban	Ref.	Ref.	Ref.	Ref.	Ref.
Suburban	-0.083	-0.169	-0.040	0.116	-0.122
	(0.202)	(0.205)	(0.200)	(0.215)	(0.201)
Rural	-0.318	-0.049	-0.328	-0.188	-0.665*
	(0.261)	(0.251)	(0.262)	(0.277)	(0.272)
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<b>Party identification</b>					
Strong Democrat	Ref.	Ref.	Ref.	Ref.	Ref.
Weak Democrat	-0.139	0.420	-0.041	0.046	0.066
	(0.288)	(0.286)	(0.287)	(0.310)	(0.300)
Independent-Democrat	0.169	0.443	-0.116	0.362	0.216
	(0.283)	(0.291)	(0.295)	(0.304)	(0.300)
Independent	-0.330	0.169	0.044	0.512	0.061
	(0.331)	(0.329)	(0.319)	(0.339)	(0.324)

Independent-Republican	-0.090 (0.455)	0.364 (0.453)	0.223 (0.445)	0.297 (0.481)	0.201 (0.444)
Weak Republican	0.232 (0.432)	0.064 (0.458)	0.304 (0.439)	0.442 (0.468)	0.217 (0.438)
Strong Republican	0.460 (0.620)	0.992 (0.614)	0.791 (0.627)	1.223 (0.673)	0.348 (0.611)
<b>Ideology</b>					
Extremely liberal	Ref.	Ref.	Ref.	Ref.	Ref.
Liberal	-0.062 (0.314)	-0.405 (0.306)	0.030 (0.318)	-0.142 (0.325)	-0.643* (0.315)
Slightly liberal	0.245 (0.381)	-0.283 (0.377)	0.221 (0.387)	0.137 (0.391)	-0.305 (0.385)
Moderate	-0.028 (0.366)	-0.451 (0.357)	-0.037 (0.367)	-0.624 (0.387)	-0.221 (0.355)
Slightly conservative	-0.155 (0.460)	-0.629 (0.457)	-0.108 (0.458)	-0.147 (0.468)	-0.277 (0.444)
Conservative	0.337 (0.500)	-0.024 (0.494)	-0.305 (0.524)	-0.524 (0.552)	0.089 (0.491)
Extremely conservative	-0.445 (0.752)	-0.953 (0.727)	0.031 (0.697)	-1.262 (0.813)	0.293 (0.662)
Trust (%)	-0.001 (0.004)	-0.001 (0.004)	-0.005 (0.004)	-0.002 (0.004)	-0.000 (0.004)
Constant	-0.028 (0.762)	0.342 (0.757)	-0.291 (0.762)	0.315 (0.784)	0.057 (0.759)

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N	1591
LR chi2(195)	180.06
p > chi2	0.7712
Log Likelihood	-2756.99
Pseudo R2	0.0316

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Note: \*p < 0.05, \*\*p < 0.01, \*\*\*p < 0.001. Standard errors in parentheses. The table displays a single multinomial logistic regression with the dependent variable indicating the 6 different experimental groups (rows).



Table A.3

## Results from study 1 (table 4) with controls

	(1)	(2)	(3)	(4)	(5)	(6)
	Predictive Expectations High (1) vs. Low (4)	Normative Expectations High (2) vs. Low (5)	Both – Predictive Expectations High (3) vs. Low (6)	Both – Normative Expectations High (3) vs. Low (6)	Low – Predictive Expectations Both (6) vs. Single (4)	High – Predictive Expectations Both (3) vs. Single (1)
Expectation level (1 = high)	1.802** (0.129)	0.090 (0.134)	1.513** (0.130)	0.102 (0.131)		
Juxtaposed condition					0.428** (0.126)	0.156 (0.130)
What is your gender?	-0.187 (0.132)	-0.321* (0.137)	0.028 (0.131)	-0.382** (0.136)	0.142 (0.131)	-0.265* (0.132)
What year were you born	-0.003 (0.005)	-0.017** (0.006)	0.005 (0.005)	-0.012* (0.006)	0.003 (0.005)	-0.000 (0.006)
<b>Education</b>						
Less than High School	0.578 (0.861)	0.121 (0.256)	- -	- -	-0.439 (0.688)	1.804* (0.869)
High School / GED	ref.	ref.	ref.	ref.	ref.	ref.
Some College	0.240 (0.224)	0.117 (0.233)	-0.047 (0.242)	-0.106 (0.248)	0.081 (0.212)	0.055 (0.243)
2-year College Degree	0.026	0.586*	0.141	-0.106	-0.072	0.190

	(0.252)	(0.250)	(0.270)	(0.288)	(0.250)	(0.269)
4-year College Degree	-0.045	0.163	0.050	-0.208	-0.029	0.046
	(0.213)	(0.217)	(0.221)	(0.242)	(0.195)	(0.232)
Masters Degree	-0.116	-0.114	0.055	-0.357	0.140	-0.260
	(0.262)	(0.345)	(0.300)	(0.316)	(0.270)	(0.291)
Doctoral Degree	-0.080	-0.287	-0.434	0.442	-0.629+	0.159
	(0.760)	(0.903)	(0.382)	(0.591)	(0.373)	(0.770)
Professional Degree (JD, MD)	0.032	-0.354	-0.435	-0.751	-0.710+	-0.104
	(0.343)	-1.343	(0.385)	(0.502)	(0.411)	(0.370)
<b>Race</b>						
White/Caucasian	ref.	ref.	ref.	ref.	ref.	ref.
African American	-0.165	0.203	0.367	0.327	0.020	0.218
	(0.245)	(0.240)	(0.266)	(0.249)	(0.258)	(0.240)
Hispanic	0.506	0.308	-0.172	0.212	0.146	0.028
	(0.415)	(0.333)	(0.322)	(0.303)	(0.351)	(0.377)
Asian	0.098	0.060	0.108	0.178	0.355	0.033
	(0.299)	(0.336)	(0.252)	(0.286)	(0.243)	(0.271)
Native American	0.566**	-0.668	1.496*	-1.466**	0.888	0.843**
	(0.149)	(0.818)	(0.736)	(0.238)	(0.882)	(0.303)
Pacific Islander	1.788**		-0.612	0.617**		0.501
	(0.252)		(0.714)	(0.219)		(0.957)
Other	-0.189	0.801**	0.278	0.143	0.030	0.168
	(0.384)	(0.256)	(0.356)	(0.404)	(0.366)	(0.402)

Income	-0.009 (0.022)	0.001 (0.022)	0.006 (0.022)	-0.007 (0.021)	0.034+ (0.020)	-0.037 (0.024)
<b>Urban</b>						
Urban	ref.	ref.	ref.	ref.	ref.	ref.
Suburban	0.135 (0.155)	0.008 (0.153)	-0.026 (0.154)	0.317* (0.154)	-0.226 (0.158)	0.273+ (0.147)
Rural	-0.055 (0.192)	0.204 (0.182)	0.029 (0.208)	0.290 (0.198)	-0.320+ (0.191)	0.275 (0.212)
Constant	2.849** (0.484)	6.376** (0.496)	2.562** (0.479)	6.108** (0.504)	2.324** (0.427)	4.476** (0.534)
Observations	503	539	557	557	509	551
R <sub>2</sub>	0.298	0.062	0.220	0.050	0.053	0.038

Note: + $p < .1$ , \* $p < .05$ , \*\* $p < .01$ . OLS regression. Robust standard errors in parentheses. No control variables included. Experimental group numbers in parentheses in the titles.