Online Appendix

'Bridging the Intention-Behavior Gap? The Effect of Plan-Making Prompts on Job Search and Employment' by Martin Abel, Rulof Burger, Eliana Carranza, and Patrizio Piraino

Table I: Attrition by Treatment

	Sample	Control	Workshop	WS Pv	WSPlus	WSPlus Pv	ActPlan	AP Pv	Peer	Peer Pv
Attrition Wave 1	.05	.05	.04	.52	.06	.31	.06	.37	.06	.43
Attrition Wave 2	.15	.15	.15	.91	.15	.89	.15	.87	.15	.93

Note: Table reports attrition rates for the two follow-up surveys across treatment assignment. Workshop indicates mean in workshop only group; WS Plus combines ActionPlan and ActionPlan + Peer. ActionPlan column reports mean in Workshop + Action Plan only group; Peer column reports mean in Workshop + Action Plan + Peer group. WS Pv reports p-values of test of equal means with the control group; WSP Pv reports tests of equal means between the WS Plus and Workshop only group. AP Pval and Peer Pval report test of equal means with Workshop only group.

Table II: Effects on Quality of Applications

	(1) Cover Letter	(2) Motivation	(3) CV	(4) Ref Letter	(5) ID	(6) Certificate	(7) Quality Index
WS Basic	0.081	0.005	0.016	-0.022	0.040	0.017	0.137
	(0.096)	(0.052)	(0.038)	(0.020)	(0.095)	(0.093)	(0.241)
WS Plus	0.075	0.005	0.023	0.014	0.026	0.016	0.159
	(0.078)	(0.034)	(0.029)	(0.027)	(0.079)	(0.078)	(0.174)
Observations	205	205	205	205	205	205	205
R^2	0.128	0.044	0.876	0.088	0.166	0.195	0.426
Control Mean	0.366	0.070	0.887	0.014	0.394	0.408	2.141
P-value	0.944	0.996	0.814	0.102	0.878	0.990	0.923

Note: Robust standard errors (reported in parentheses). P-value compares WS Plus to WS Basic. Regressions use cross-sectional individual-level data controlling for demographics and location fixed-effects. Measures of quality are binary indicators conditional on applying. Quality Index is calculated as the sum across the six binary indicators of quality.

Table III: Effects on Frequency of Search Channel Use: Interval Regression

	(1) Empl Agency	(2) Drop CVs	(3) Place Ad	(4) Answer Ad	(5) Search Online	(6) Fam/Friends
WS Basic	0.003	−0.176	0.244	−0.096	0.250	0.014
	(0.258)	(0.183)	(0.388)	(0.200)	(0.398)	(0.362)
WS Plus	0.770	0.430	0.320	0.570	1.226	−0.081
	(0.232)	(0.164)	(0.303)	(0.180)	(0.329)	(0.305)
Covariates	Yes	Yes	Yes	Yes	Yes	Yes
N	1937	1936	1934	1927	1931	1926

Note: Regressions use panel data over two follow-up periods. Interval regressions are ordered probit estimators in which the thresholds are specified rather than estimated. We specify the thresholds for the ordinal search frequency variable using the number of weekly search days that separate the specified survey response categories. The estimated coefficients are directly comparable to those that would have been obtained from an OLS regression on a continuous weakly search days dependent variable. Standard errors (reported in parentheses) are clustered at the individual level. All regressions control for location-fixed effects and baseline value of the outcome variable.

Table IV: Second Follow Up: Goal Recall

	(1) Recall Likelihood	(2) Recall Accuracy
Reminder	0.215	0.037
	(0.059)	(0.616)
Observations	253	140
R^2	0.130	0.100
Control Mean	0.527	3.491

Note: Regressions use data from the second follow-up. Robust standard errors (reported in parentheses). Outcomes are likelihood of remembering the goal number of applications, and the absolute difference between stated goal and recalled goal. All regressions control for location-fixed effects. Outcome variables are winsorized at the 95th percentile.

Table V: Action Plan Subgroup Analysis: Correlation with Search Intensity

	Search Hours			Submitted Applications		
	(1) Search Hours	(2) Search Hours	(3) Search Hours	(4) Applications	(5) Applications	(6) Applications
Goal: Applications	−0.131		−0.267	0.113		0.106
	(0.119)		(0.119)	(0.055)		(0.054)
Goal: Hours		0.405	0.460		0.048	0.035
		(0.105)	(0.107)		(0.037)	(0.036)
Observations	582	590	576	580	589	574
R^2	0.177	0.207	0.218	0.352	0.341	0.358
Baseline Mean	12.013	12.013	12.013	4.647	4.647	4.647

Note: Regressions use panel data over two follow-up periods. Standard errors (reported in parentheses) are clustered at the individual level. Subsample consists of those assigned to Workshop Plus. All regressions control for location-fixed effects and baseline values of goal applications and goal search hours. Outcome variables are winsorized at the 95th percentile.