

Technical Appendix to
TROPIC TRUST VERSUS NORDIC TRUST
EXPERIMENTAL EVIDENCE FROM TANZANIA AND
SWEDEN

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Appendix

Definition of Variables and Subjects' Characteristics

Table A1
Definition of Variables

Code	Question/Description	Answer range
Male	'What is your sex?'	0 – female; 1 – male
Age	'What year is your date of birth?'	Year the study was conducted minus year of birth.
Number of siblings	'How many siblings do you have?'	Number of siblings.
GSS trust	'Generally speaking would you say that most people can be trusted/you can't be too careful in dealing with people?'	Most people can be trusted – 1; You can't be too careful – 0.
Trust index	Normalised average of three questions. See below for description.	Normalised variable with average zero.
Don't trust strangers	'These days you can't count on strangers'	More or less agree – 0 More or less disagree – 1.
Lending money	'How often do you lend money to your friends?'	More than once a week – 1 to Once a year or less – 5
Self-reported trustworthiness	'I am always trustworthy (indicate your level of agreement or disagreement with this statement)'	Disagree strongly – 1 to Agree strongly – 6

Note. *Trust index.* Normalised average of the answers to three questions: 'Would you say that most of the time people try to be helpful/are mostly looking out for themselves'; 'Do you think that most people would try to be fair/take advantage of you if they got a chance'; and 'Generally speaking, would you say that most people can be trusted/you can't be too careful in dealing with people'. The first alternative got a value of zero and the second one. The variables were demeaned and divided by their standard deviations. The three variables were then summed.

Table A2
Summary Statistics of Variables Used in the Regressions

Variable	Range	Mean	St.dev.	Mode	#obs
Sweden					
Sex	0–1	0.63	0.48	–	109
Age	20–33	23.9	2.68	24	110
Siblings	0–9	1.87	1.17	1	110
GSS Trust	0–1	0.74	0.44	–	110
Trust index	–4.38–2.06	0	2.4	2	110
Trust strangers	0–1	0.68	0.47	–	108
Lending money	1–5	3.1	1.0	3	110
Self-reported trustworthiness	1–6	5.17	0.82	5	110
Sent in Trust game (%)	0–100	51.2	29.7	50	55
Returned in Trust game (%)	0–100	34.8	20.5	33	51
Dictator donation (%)	0–100	28	25.5	50	55
Trictator evaluation	0–100	38.8	17.6	50	54
Tanzania					
Sex	0–1	0.83	0.37	–	198
Age	21–52	28.2	4.9	23	199
Siblings	1–31	7.7	5.0	2	198
GSS Trust	0–1	0.41	0.49	–	182
Trust index	–2.14–4.33	0	2.1	0	180
Trust strangers	0–1	0.38	0.49	–	191
Lending money	1–5	3.7	1.3	5	180
Self-reported trustworthiness	1–6	5.03	1.17	6	196
Sent in Trust game (%)	0–100	53.2	28.7	67	100
Returned in Trust game (%)	0–100	36.8	25.1	33	96
Dictator donation (%)	0–100	30	26.3	0	100

Note: Definitions of variables are in Table A1.