

## Variable Definitions

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| Variable Name     | Description   |
|-------------------|---|
| <i>Study</i>      | Name of study   |
| <i>LGStudy</i>    | 1 = Study included in List and Gallet analysis, 0 = otherwise.  |
| <i>lnHypValue</i> | Natural log of the hypothetical value   |
| <i>lnActValue</i> | Natural log of the actual value (assuming real cash payments represent unbiased estimates of actual value)  |
| <i>CF</i>         | Calibration factor (= Hypothetical Value / Actual Value)  |
| <i>Student</i>    | 1 = subjects were college students, 0 = non-students  |
| <i>Group</i>      | 1 = values elicited in group setting (e.g., lab)<br>0 = values elicited in individual setting (e.g., phone or mail survey)  |
| <i>Private</i>    | 1 = Private good, 0 = Public good   |
| <i>Within</i>     | 1 = Within group comparison, 0 = Between group comparison   |
| <i>Choice</i>     | 1 = Choice-based elicitation mechanism <ul style="list-style-type: none"><li>• Dichotomous and polychotomous choice, referendum, payment card</li></ul> 0 = Market-based elicitation mechanism <ul style="list-style-type: none"><li>• First-price sealed bid, open-ended, BDM, random <math>n</math>-th price, Vickrey</li></ul> |
| <i>Calibrate</i>  | 1 = ex ante or ex post calibration applied<br>0 = no calibration applied  |

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