

Supporting Materials: The Stability of Criminal Justice Policy  
Views: Evaluating the Effects of Factual Corrections and Appeals  
to Social Identity

August 3, 2020

# Contents

<b>1</b>	<b>Observational Data</b>	<b>3</b>
1.1	Crime Data . . . . .	3
<b>2</b>	<b>Dependent Variables (Across Studies)</b>	<b>5</b>
<b>3</b>	<b>Study 1</b>	<b>7</b>
3.1	Sample Demographics . . . . .	7
3.2	Design . . . . .	8
3.3	Main tabular results . . . . .	11
3.4	Heterogeneous Effects . . . . .	12
3.5	Additional Results . . . . .	13
<b>4</b>	<b>Study 2</b>	<b>15</b>
4.1	Sample Demographics . . . . .	15
4.2	Design . . . . .	15
4.3	Main tabular results . . . . .	18
4.4	Heterogeneous Effects . . . . .	19
4.5	Additional Results . . . . .	20
<b>5</b>	<b>Study 3</b>	<b>21</b>
5.1	Sample Demographics . . . . .	21
5.2	Design . . . . .	21
5.3	Main tabular results . . . . .	24
5.4	Heterogeneous Effects . . . . .	25
5.5	Additional Results . . . . .	26
<b>6</b>	<b>Study 4</b>	<b>27</b>

6.1	Leader Selection Pre-test . . . . .	27
6.2	Sample Demographics . . . . .	28
6.3	Design . . . . .	30
6.4	Learning corrective fact . . . . .	32
6.5	Tabular results for all dependent measures . . . . .	34
<b>7</b>	<b>Study 5</b>	<b>35</b>
7.1	Sample Demographics . . . . .	35
7.2	Design . . . . .	37
7.3	Learning corrective fact . . . . .	37
7.4	Tabular results for all dependent measures (Dichotomous Opinion Change Coding) . . . . .	39
7.5	Tabular results for all dependent measures (Amount of Opinion Change Coding)	41
7.6	Subgroup Analysis . . . . .	42
<b>8</b>	<b>Study 6</b>	<b>42</b>
8.1	Sample Demographics . . . . .	42
8.2	Design . . . . .	45
8.3	Example responses . . . . .	46
8.4	Learning corrective fact . . . . .	47
8.5	Tabular results for all dependent measures (Dichotomous Opinion Change Coding) . . . . .	49
8.6	Tabular results for all dependent measures (Amount of Opinion Change Coding)	51
8.7	Subgroup Analysis . . . . .	52

# 1 Observational Data

## 1.1 Crime Data

National murder rates were obtained directly from the FBI’s web site here: <https://ucr.fbi.gov/crime-in-the-u.s/2015/crime-in-the-u.s.-2015/tables/table-1>. FBI county crime data used was used in the local conditions analysis (DOJ, 2000, 2014).

As an alternative measure of homicides, the Centers for Disease Control tracks homicides via coroner’s reports from local agencies. We use the data contained in their annual reports as an alternative measure of homicides to the FBI data when characterizing national crime trends (Hoyert et al., 2001; Miniño et al., 2002; Arias et al., 2003; Kochanek et al., 2004, 2006; Miniño et al., 2007; Kung et al., 2008; Heron et al., 2009; Xu et al., 2010; Miniño et al., 2011; Kochanek et al., 2011; Murphy, Xu and Kochanek, 2013; Kochanek, Murphy and Xu, 2015; Murphy et al., 2015; Xu et al., 2015; Kochanek et al., 2016).

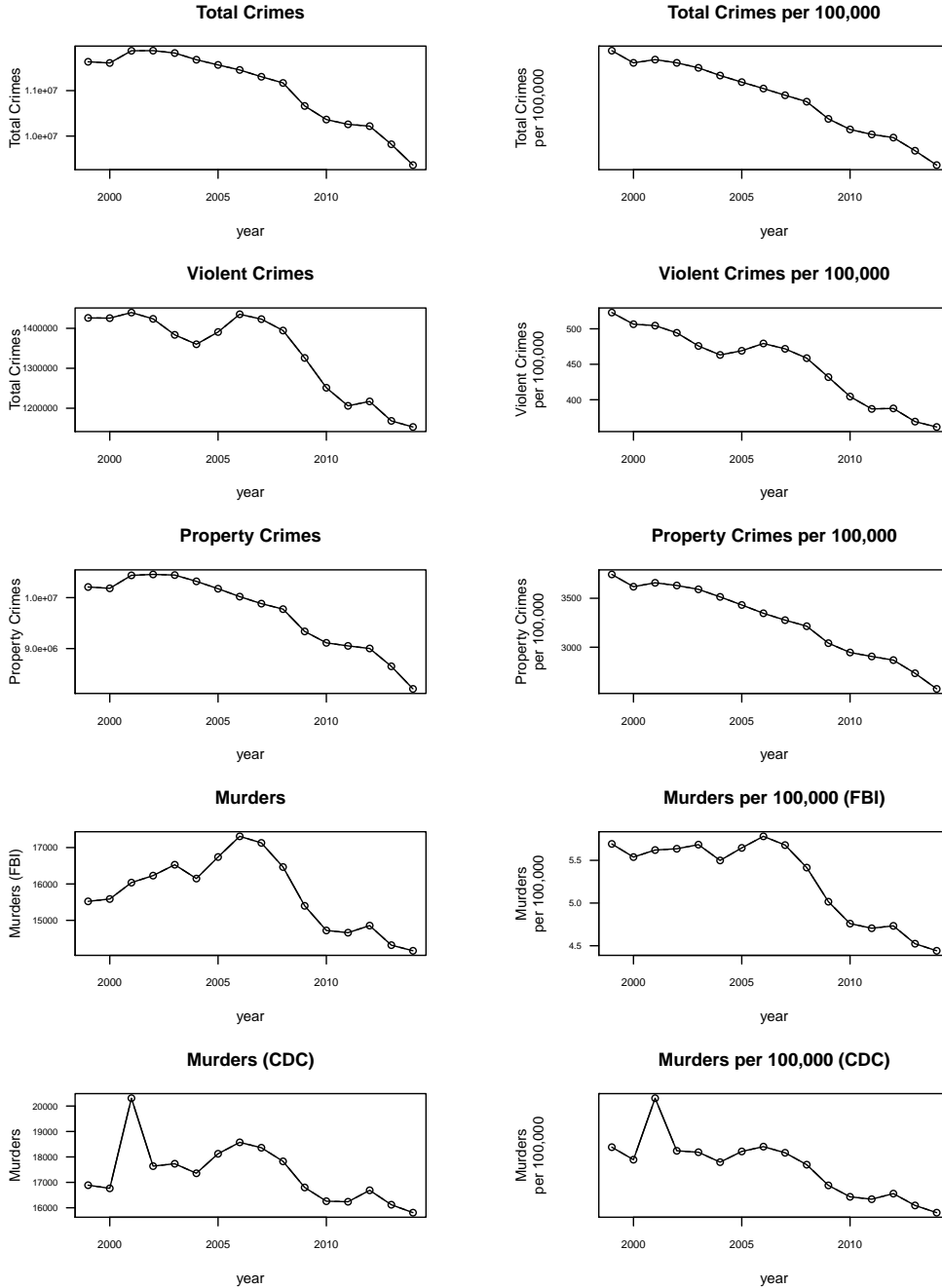
Because the item neglects to specify which type of crime is being asked about, the analyst scoring responses for accuracy must accurately infer the type of crime respondents imagined. To measure the accuracy of responses to this item, we consider 10 plausible crime benchmarks rather than a single measure. Using the FBI’s UCR data, we computed year-to-year changes in: total crimes,<sup>1</sup> violent crimes, property crimes and homicides in both absolute and per-capita terms. We also use an alternative measure for homicides supplied by the National Vital Statistics Reports produced annually by the Centers for Disease Control (see Appendix for details), which provides its own independent estimate of homicides in the U.S.<sup>2</sup>

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<sup>1</sup> We sum the major violent and property crimes listed in the FBI’s UCR reports from a given year: murder, rape, robbery, assault, burglary, larceny, motor vehicle theft and arson.

<sup>2</sup> Note: respondents who answered “I don’t know” are omitted from this descriptive analyses, since lack of knowledge is qualitatively different than holding mistaken beliefs. We also omit respondents who volunteered the response “same” since, when comparing year-to-year continuous measures such as crimes per capita, such a response is almost guaranteed to

Figure 1: Recent crime trends by various government metrics



Sources: FBI, CDC

Figure 1 displays annual crime statistics according to these measures during the period covered by the Gallup data. In most cases, a downward trend is apparent across these metrics. But though most other measures fell in near-monotonic fashion in the early 2000s, the absolute count of murders according to the FBI rose in four consecutive years during the same period, and in six years total prior to 2007. Similar discrepancies between metrics can be seen when comparing violent crimes—which increase for several years in the mid 2000s—to total crimes and property crimes, which fell nearly every year.

## 2 Dependent Variables (Across Studies)

1. A “homicide” is the willful (non-negligent) killing of one human being by another. The national homicide rate is the number of homicides per 100,000 people in the United States.

Was the homicide rate in the U.S. in 2015 larger (smaller) or smaller (larger) than it was in 2000?

- Larger
- Smaller

2. How confident are you in your response to the previous question about the change in the national homicide rate between 2000 and 2015?

- 7-point scale, 1=Not at all confident, 4=Moderately confident, 7=Extremely confident

3. How confident are you that the Federal Bureau of Investigation (FBI) provides accurate estimates of the national homicide rate?

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be incorrect.

- 7-point scale, 1=Not at all confident, 4=Moderately confident, 7=Extremely confident
4. When you think about the national homicide rate, do you think of the number of homicides per 100,000 people, or do you think of some other definition? If you think of another definition, please describe it in the text field below.
- Yes, that is the definition I think of
  - No, I think of some other definition:
5. Based on your own personal definition of the homicide rate, was the homicide rate in the U.S. in 2015 larger (smaller) or smaller (larger) than it was in 2000?
- Larger
  - Smaller
6. In a few sentences or less, please briefly describe why you think that the homicide rate in the U.S. in 2015 was larger (smaller) or smaller (larger) than it was in 2000.
1. Do you favor or oppose the death penalty for a person convicted of murder?
- 7-point scale, 1=Strongly oppose, 4=Neither support nor oppose, 7=Strongly in favor
2. Do you favor or oppose allowing nonviolent drug offenders who have served their sentences to vote?
- 7-point scale, 1=Strongly oppose, 4=Neither support nor oppose, 7=Strongly in favor
3. Please indicate how serious a problem you think violent crime is in the US today?
- 7-point scale, 1=Not at all serious, 4=Moderately serious, 7=Extremely serious

4. How safe do you feel walking alone at night within a mile of where you live?
  - 7-point scale, 1=Not at all safe, 4=Moderately safe, 7=Extremely safe
  
5. Which of the following best describes you?
  - I own a firearm
  - I don't own a firearm but I plan on purchasing one
  - I do not own a firearm
  
6. How much confidence do you have in the police to protect you from violent crime?
  - 7-point scale, 1=Very little confidence, 4=A moderate amount of confidence, 7=Quite a lot of confidence

### 3 Study 1

#### 3.1 Sample Demographics

	Study 1	Census/ CCES
Median Age	34	37
%Latino	8	16
%Non-Hisp White	76	72
%Non-Hisp Black	8	13
%Non-Hisp Asian	9	5
% w/ B.A.	53	28
Median HH Income	55	49
%Democrat	57	44
%Republican	32	39
<i>N</i>	912	



## **3.2 Design**

### **Control**

Zlatan Ibrahimovic scored his first hat-trick for the European football squad Manchester United and the 17th of his career in a win over Saint-Etienne last week.

Ibrahimovic's deflected free-kick wrong-footed goalkeeper Stephane Ruffier and dribbled over the line for the opener, and he tapped home from close range after good work from Marcus Rashford, as well as adding a late penalty – his 23rd goal of the season.

### **Crime Information**

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

### **Crime Information and Undermining**

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

However, (Republican/Democratic) officials in Washington have recently called these statistics into question.

“You can throw around all the numbers you want, but sometimes it's better to rely on com-

mon sense than a bunch of statisticians,” said one (Republican/Democratic) U.S. Senator. “Local agencies often fail to report all their crime data to the FBI, so these statistics aren’t much use.”

### **Crime Information and Competing Claim**

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

However, (Republican/Democratic) officials in Washington have recently called these statistics into question.

“You can throw around all the numbers you want, but sometimes it’s better to rely on common sense than a bunch of statisticians,” said one (Republican/Democratic) U.S. Senator. “Local agencies often fail to report all their crime data to the FBI, so these statistics aren’t much use. The homicide rate has been climbing.”

### **Unemployment Information**

According to the Bureau of Labor Statistics (BLS), the unemployment rate in the U.S.—the percent of the labor force that was out of work, looking for a job and available for work—was 4% on average in 2000, but was up to 5.3% on average in 2015.

### **Unemployment Information and Undermining**

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“You can throw around all the numbers you want, but sometimes it’s better to rely on common sense than a bunch of statisticians,” said one (Republican/Democratic) U.S. Senator. “These numbers are based on surveys that many people refuse to take, so these statistics aren’t much use.”

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“You can throw around all the numbers you want, but sometimes it’s better to rely on common sense than a bunch of statisticians,” said one (Republican/Democratic) U.S. Senator. “These numbers are based on surveys that many people refuse to take, so these statistics aren’t much use. The unemployment rate has been falling.”

### 3.3 Main tabular results

Table 1: Study 1 (M-Turk) Treatment Effects

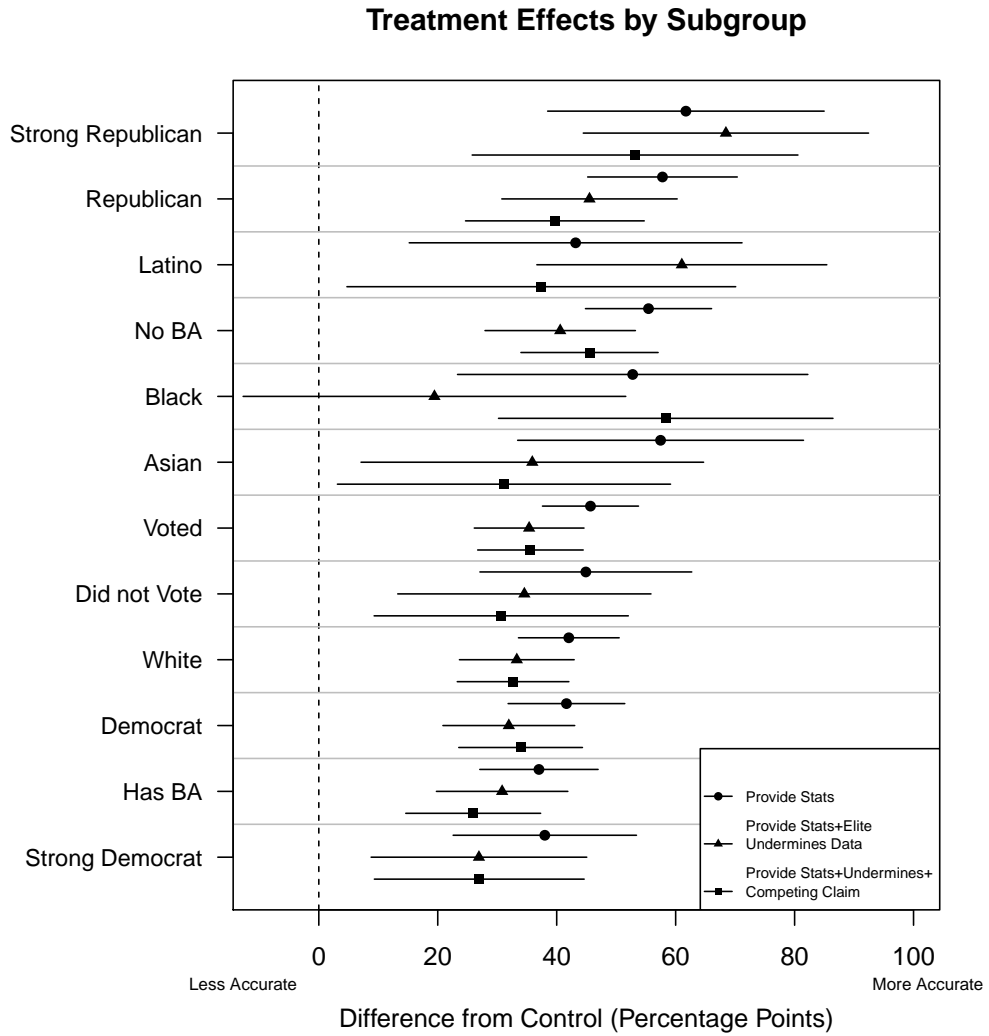
	Control Comparison	Info Comparison
(Intercept)	0.44*** (0.03)	0.89*** (0.02)
Provide Stats	0.45*** (0.04)	
Elite Undermines Data	0.35*** (0.04)	-0.10** (0.04)
Elite Competing Claim	0.35*** (0.04)	-0.11** (0.03)
Control		-0.45*** (0.04)
$N$	912	912
$R^2$	0.16	0.16
adj. $R^2$	0.15	0.15
Resid. sd	0.41	0.41

Robust (“HC1”) standard errors. M-Turk sample.

† significant at  $p < .10$ ; \* $p < .05$ ; \*\* $p < .01$ ; \*\*\* $p < .001$

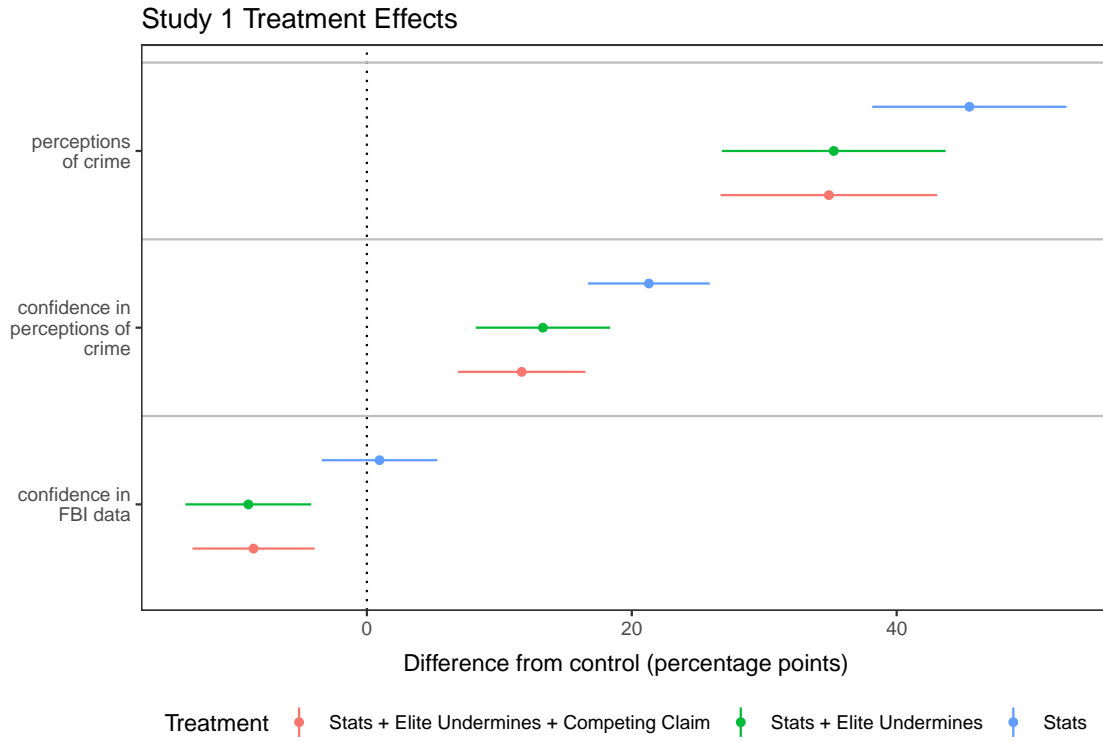
### 3.4 Heterogeneous Effects

Figure 2: Treatment effects on information uptake by subgroup, Study 1.



### 3.5 Additional Results

Figure 3



Bars denote 95% confidence intervals.

## 4 Study 2

### 4.1 Sample Demographics

	Study 2	Census/ CCES
Median Age	46	37
%Latino	11	16
%Non-Hisp White	69	72
%Non-Hisp Black	11	13
%Non-Hisp Asian	6	5
% w/ B.A.	40	28
Median HH Income	55	49
%Democrat	48	44
%Republican	38	39
<i>N</i>	1,942	

### 4.2 Design

Respondents in the Qualtrics studies were given the following instructions before seeing one of the blocks of text listed below:

You will now be asked to read an excerpt from a brief news report. Please read the text on the following screen carefully.

The report will be displayed for about 15 seconds before you are allowed to advance in the survey.

Note that all respondents were debriefed at the end of the survey with the following text:



Please note that the purpose of the survey was to gauge how information on social conditions affects perceptions, policy preferences and political opinions. Though the information concerning recent social conditions provided in the news item was accurate, the news item itself and the quotes within it were constructed for this survey. The news items we asked you to consider were hypothetical (not real), though some news items were based on real online news content.

### **Control**

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### **Crime Information**

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

### **Elite Cue**

(Republican/Democratic) officials in Washington have recently called official crime statistics into question.

“Local agencies often fail to report all their crime data to the FBI, so federal crime statistics aren’t much use,” said one (Republican/Democratic) U.S. Senator. “The vast majority of Americans today do not feel safe. They fear for their children and they fear for themselves.”

### **Crime Information and Elite Cue**

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

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“Local agencies often fail to report all their crime data to the FBI, so federal crime statistics aren’t much use,” said one (Republican/Democratic) U.S. Senator. “The vast majority of Americans today do not feel safe. They fear for their children and they fear for themselves.”

### 4.3 Main tabular results

Table 2: Study 2 (Qualtrics) Treatment Effects

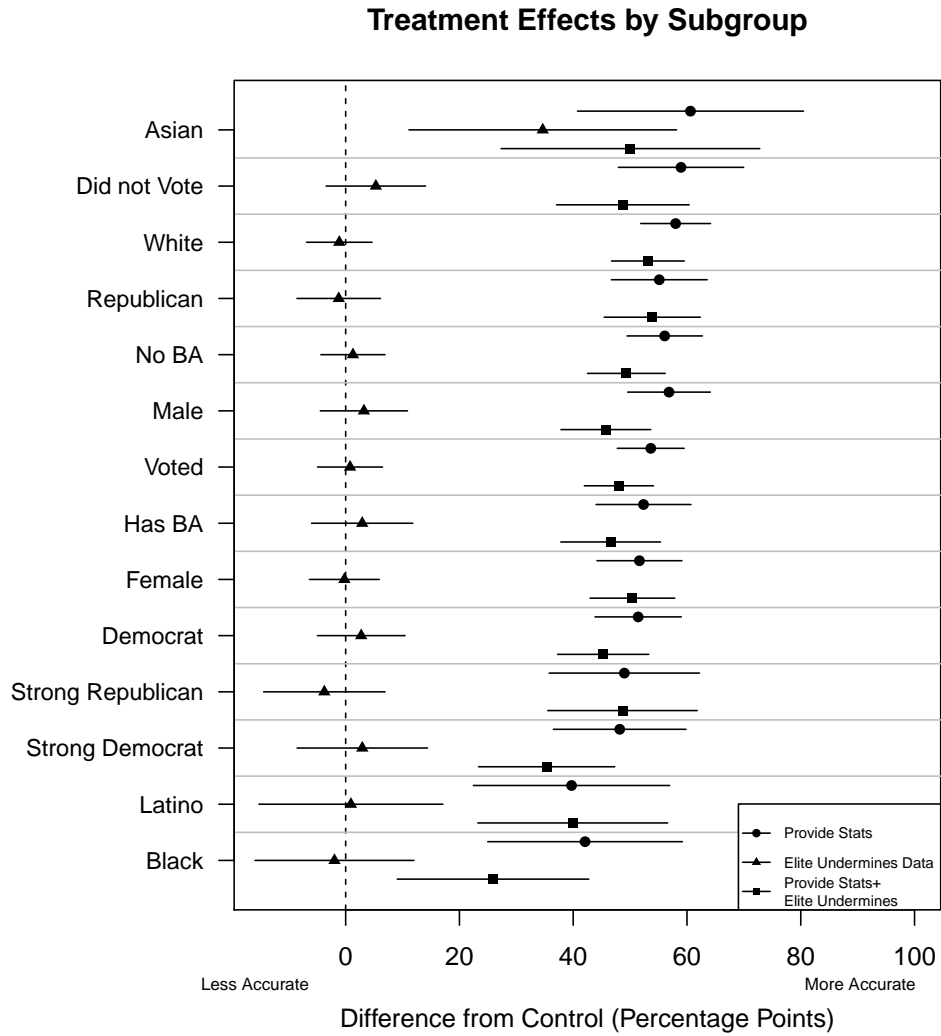
	Control Comparison	Info Comparison
(Intercept)	0.18*** (0.02)	0.73*** (0.02)
Provide Stats	0.55*** (0.03)	
Elite Undermines Data	0.01 (0.03)	-0.53*** (0.03)
Stats+Elite Undermines	0.48*** (0.03)	-0.06* (0.03)
Control		-0.55*** (0.03)
$N$	1942	1942
$R^2$	0.26	0.26
adj. $R^2$	0.26	0.26
Resid. sd	0.43	0.43

Robust (“HC1”) standard errors. Qualtrics sample.

† significant at  $p < .10$ ; \* $p < .05$ ; \*\* $p < .01$ ; \*\*\* $p < .001$

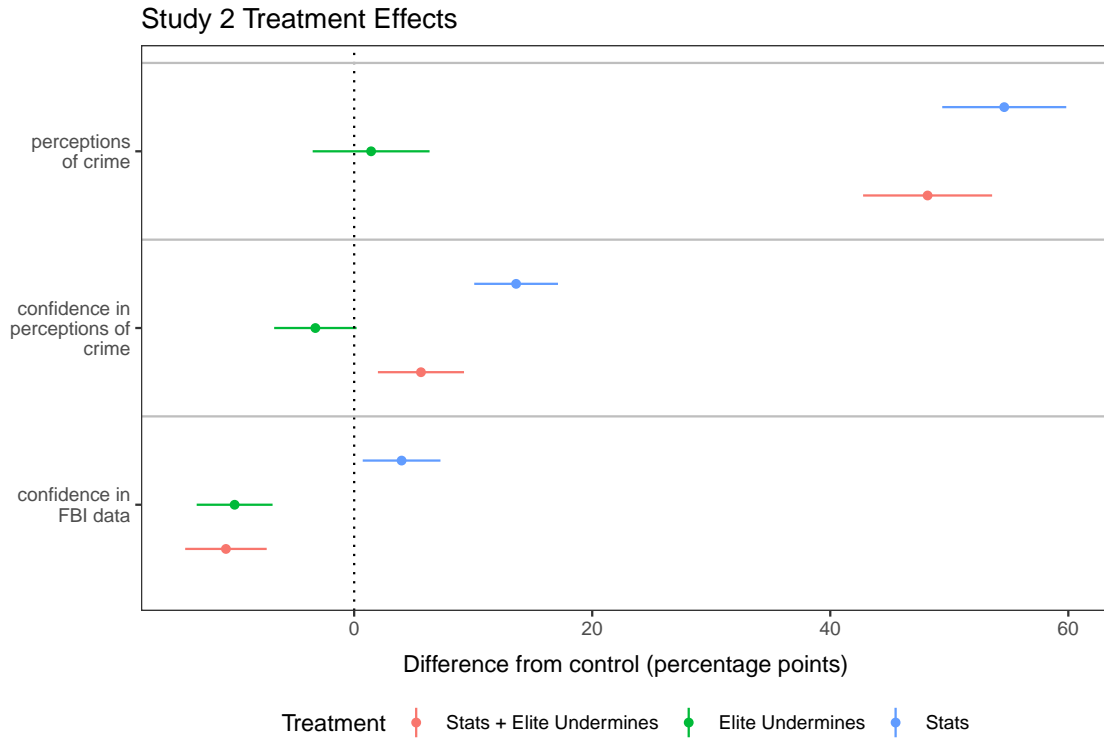
## 4.4 Heterogeneous Effects

Figure 4: Treatment effects on information uptake by subgroup, Study 2.



## 4.5 Additional Results

Figure 5



Bars denote 95% confidence intervals.

## 5 Study 3

### 5.1 Sample Demographics

	Study 3	Census/ CCES
Median Age	46	37
%Latino	12	16
%Non-Hisp White	72	72
%Non-Hisp Black	9	13
%Non-Hisp Asian	5	5
% w/ B.A.	35	28
Median HH Income	45	49
%Democrat	45	44
%Republican	38	39
<i>N</i>	4,242	

### 5.2 Design

#### Financial Incentives

Prior to being assigned to one of the four main treatments, respondents were randomly assigned to a financial incentives treatment. Half of respondents were told: “You will now be asked to answer some factual questions about social conditions in the United States.” The other half saw the following additional prompt:

You will now be asked to answer some factual questions about social conditions in the United States.

Note: If you answer accurately, you will earn a \$0.25 bonus payment!

## **Control**

Zlatan Ibrahimovic scored his first hat-trick for the European football squad Manchester United and the 17th of his career in a win over Saint-Etienne last week.

Ibrahimovic's deflected free-kick wrong-footed goalkeeper Stephane Ruffier and dribbled over the line for the opener, and he tapped home from close range after good work from Marcus Rashford, as well as adding a late penalty – his 23rd goal of the season (Hafez, 2017).

## **Crime Information**

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

## **News Article**

Two suspects on the run since Jan. 12 when the bodies of two men were found downtown have been located and arrested, police officials said.

According to police officials, the two victims were found shot to death by local police on Jan. 31.

Both suspects have been charged with two counts of first degree murder. Robbery is being

considered as a possible motive, the department said today during a 1:30 p.m. press conference.

### **Information and News Article**

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According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.5 homicides per 100,000 people in 2000, but was down to 4.9 homicides per 100,000 people in 2015.

### **Distractor Task**

Following treatment, half of respondents were funneled to a distractor task, in order to test whether the effects of information persist. Respondents were told: “We are interested in learning more about your preferences as a consumer. In the next section, we will display a series of brand names and ask you to indicate how you feel about each one.” The task then asked respondents to give their impression of well-known brands, like Google and Lego.



### 5.3 Main tabular results

Table 3: Study 3 (Qualtrics) Treatment Effects

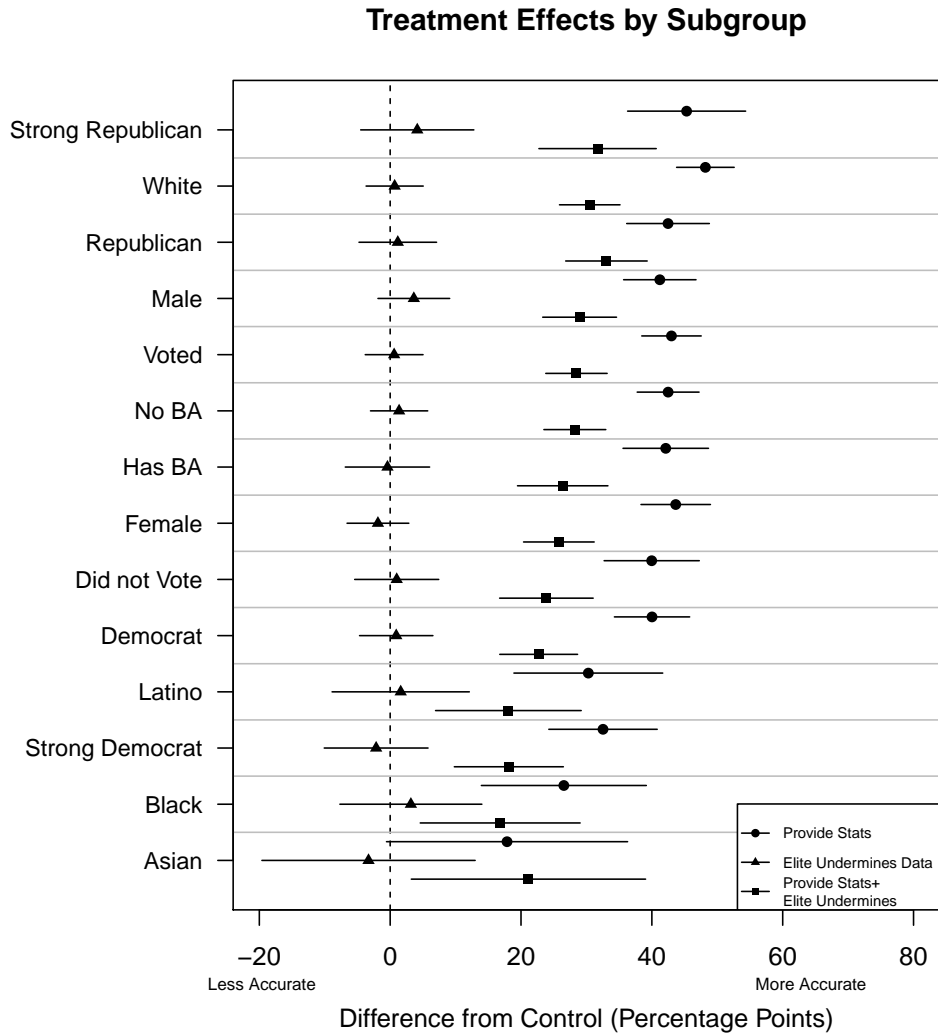
	Control Comparison	Info Comparison
(Intercept)	0.18*** (0.02)	0.68*** (0.03)
Crime Article	0.07* (0.04)	-0.50*** (0.04)
Stats+Crime Article	0.31*** (0.04)	
Stats	0.50*** (0.04)	
Incentive	0.07† (0.04)	-0.04 (0.04)
Distractor	0.05 (0.04)	-0.07 (0.04)
Crime Article x Incentive	-0.06 (0.05)	0.10† (0.05)
Stats+Crime Article x Incentive	0.00 (0.06)	
Stats x Incentive	-0.10† (0.05)	
Crime Article x Distractor	-0.07 (0.05)	0.12* (0.06)
Stats+Crime Article x Distractor	-0.10† (0.06)	
Stats x Distractor	-0.12* (0.06)	
Crime Article x Incentive x Distractor	-0.03 (0.05)	0.11† (0.06)
Stats+Crime Article x Incentive x Distractor	0.00 (0.07)	
Stats x Incentive x Distractor	0.06 (0.08)	-0.14† (0.08)
Control+Crime Article		-0.43*** (0.04)
Control		-0.19*** (0.04)
Control+Crime Article x Incentive		0.04 (0.05)
Control x Incentive		0.11† (0.06)
Control+Crime Article x Distractor		0.06 (0.06)
Control x Distractor		0.02 (0.06)
Control+Crime Article x Incentive x Distractor		-0.14† (0.08)
<i>N</i>	4242	4242
<i>R</i> <sup>2</sup>	0.14	0.14
adj. <i>R</i> <sup>2</sup>	0.14	0.14
Resid. sd	0.46	0.46

Robust ("HC1") standard errors. Qualtrics sample.

† significant at  $p < .10$ ; \* $p < .05$ ; \*\* $p < .01$ ; \*\*\* $p < .001$

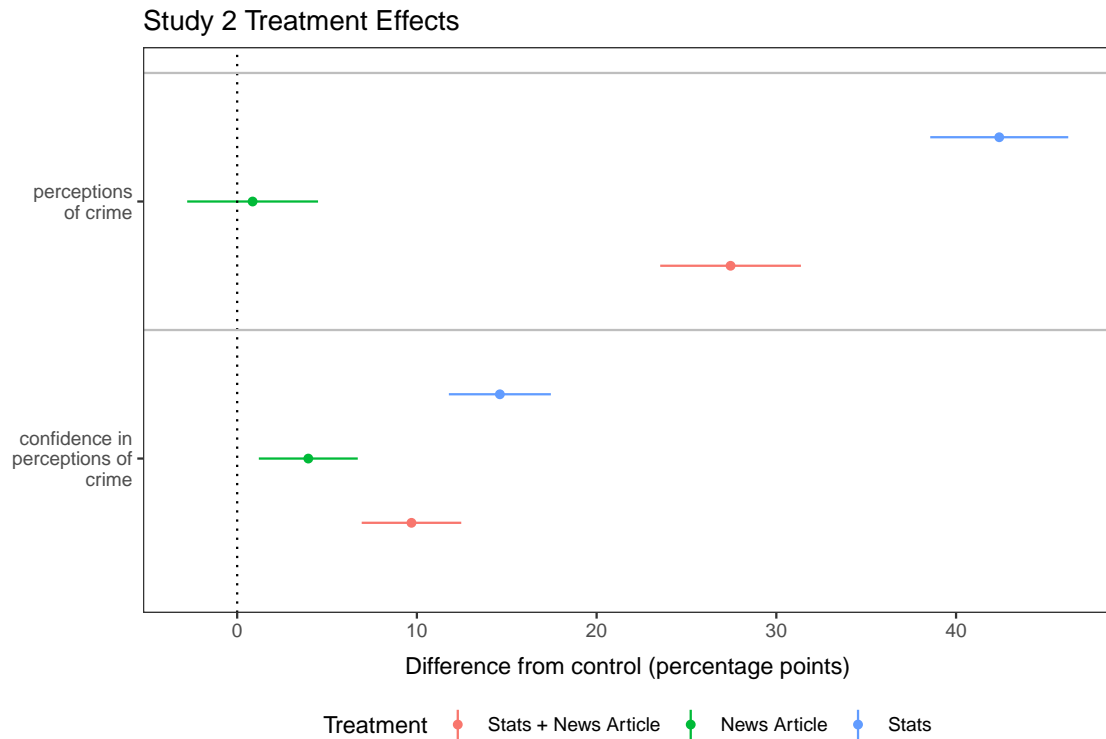
## 5.4 Heterogeneous Effects

Figure 6: Treatment effects on information uptake by subgroup, Study 3.



## 5.5 Additional Results

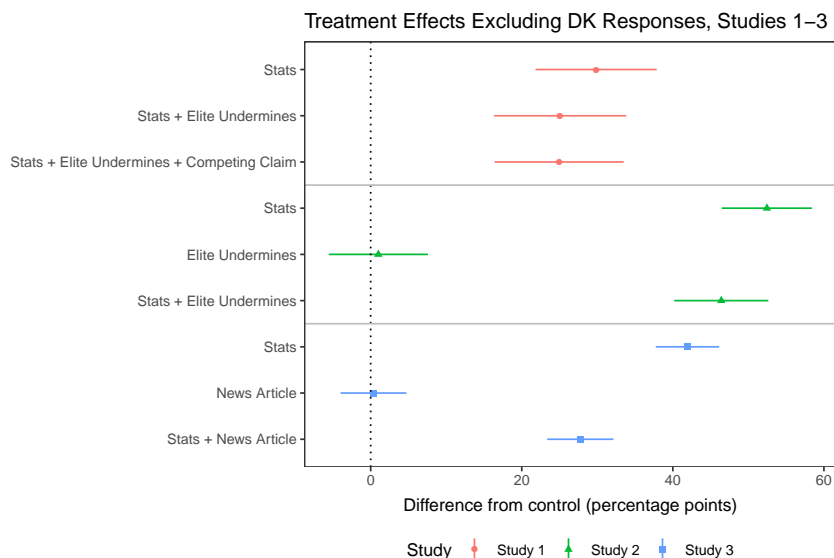
Figure 7



Bars denote 95% confidence intervals.

In the analysis in the main text, we code responses of “I don’t know” to the perception questions as incorrect in studies 1 through 3. We do this because dropping these responses may induce post-treatment bias, since different treatment arms could differentially affect the probability of answering in this way. However, we realize this coding choice comes with a trade: not knowing the answer to these questions and holding a mistaken belief are qualitatively different, and our coding scheme conflates the two. We therefore display all results below after dropping respondents who answered “I don’t know” to assess whether this coding choice is consequential. We recover highly similar results when using this alternative coding scheme.

Figure 8: Treatment effects on perceptions of crime, excluding ‘don’t know’ responses.



Bars denote 95% confidence intervals.

## 6 Study 4

### 6.1 Leader Selection Pre-test

Several conditions in this study present a co-partisan group leader to respondents. We conducted a pretest of attitudes toward co-partisan members of leadership in the US Senate.<sup>3</sup> We selected the reported members of leadership from both parties and asked 397 Mechanical Turk users to rank the member of leadership on general trust and specifically on crime. We groups leaners with partisans and excluded pure independents from our sample. There were 255 Democrats/Democrat leaners and 142 Republicans/Republican leaners.

For the Democrats the most trusted Senator was Elizabeth Warren (D-MA) with a mean

<sup>3</sup>Note that although Bernie Sanders (I-VT) is included in official Democratic leadership we exclude him from analysis as he does not consistently identify as a Democrat and our purpose is to select an in-party leader.

rank of 4.72. She was also the most trusted on the issue of crime with a mean rank of 4.88. For Republicans the most trusted Senator was Mitch McConnell (R-KY) with an average rank of 2.94. He was the second most trusted on crime average rank of 4.89, with Roy Blunt (R-MO) taking the top spot with a mean rank of 4.88. We selected McConnell for our treatments because of his level of general trust and because his rank on crime was indistinguishable from Blunt.

## 6.2 Sample Demographics

Table 4: Gender

	%
Female	0.57
Male	0.43

Table 5: Race/Ethnicity

	%
African American	0.11
Asian	0.03
Hispanic	0.07
Native American	0.01
Other	0.00
Pacific Islander	0.00
White/Caucasian	0.77

Table 6: Partisanship

	%
Democrat	0.35
Independent	0.29
Other	0.06
Republican	0.30

Table 7: Income

	%
100,000 or more	0.12
30,000 - 39,999	0.12
40,000 - 49,999	0.09
50,000 - 59,999	0.09
60,000 - 69,999	0.06
70,000 - 79,999	0.07
80,000 - 89,999	0.04
90,000 - 99,999	0.05
Less than 30,000	0.36

Table 8: Education

	%
2-year College Degree	0.13
4-year College Degree	0.20
Doctoral Degree	0.01
High School / GED	0.25
Less than High School	0.03
Masters Degree	0.10
Professional Degree (JD, MD)	0.01
Some College	0.28

Table 9: Age

Mean 45.63
------------

## 6.3 Design

### Control

[Soccer article from prior studies]

#### Corrective Statistic

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.7 homicides per 100,000 people in 2007, but was down to 5.3 homicides per 100,000 people in 2017, a drop of 7%. Violent crime and property crime rates have also fallen over the same period.

#### Elite Cue

[Democratic/Republican] officials in Washington have recently argued for eliminating tough-on-crime policies, such as ‘three-strikes’ rules and preventing felons from voting. “These policies have helped make the U.S. the world leader in mass incarceration,” said Senator [Elizabeth Warren (D-MA)/Mitch McConnell (R-KY)]. “The U.S. now has about 30% more people in prison than China, despite having just 23% of China’s population. It is time to relax—or eliminate entirely—many of these tough-on-crime policies.”

#### Corrective Statistic and Elite Cue

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.7 homicides per 100,000 people in 2007, but was down to 5.3 homicides per 100,000 people in 2017, a drop of 7%. Violent crime and property crime rates have also fallen over the same period. [Democratic/Republican] officials in Washington have recently argued for eliminating tough-on-crime policies, such as ‘three-strikes’ rules and preventing felons from voting. “These policies have helped make the U.S. the world leader in mass incarceration,” said Senator [Elizabeth Warren (D-MA)/Mitch McConnell (R-KY)]. “The U.S. now has about 30% more people in prison than China, despite having just 23% of China’s population. It is time to relax—or eliminate entirely—many of these tough-on-crime policies.”

#### Elite Linking Information to Policy

According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.7 homicides per 100,000 people in 2007, but was down to 5.3 homicides per 100,000 people in 2017, a drop of 7%. Violent crime and property crime rates have also fallen over the same period. [Democratic/Republican] officials in Washington have recently argued that because crime rates have been falling for years, we no longer need tough-on-crime policies, such as ‘three-strikes’ rules and preventing felons from voting. “Many of these tough-on-crime policies were put in place to fight rising crime rates, but crime has been falling for years in cities across the country whether they imposed these policies or not,” said Senator [Elizabeth Warren (D-MA)/Mitch McConnell (R-KY)]., “Not only is there no evidence these policies are effective, they are no longer needed, and they have helped make the U.S. the world leader in mass incarceration. The U.S. now has about 30% more people in prison than China, despite having just 23% of China’s population. It is time to relax—or eliminate entirely—many of these tough-on-crime policies.”



## 6.4 Learning corrective fact

Table 10: Respondents learn corrective information

	<i>Dependent variable:</i>
	Learned Corrective Fact
Intercept	0.13*** (0.02)
Corrective statistic	0.54*** (0.04)
Corrective Statistic and Elite	0.54*** (0.04)
Elite Linking Corrective Statistic to Policy	0.55*** (0.04)
Elite Message	0.002 (0.03)
Observations	1,098
R <sup>2</sup>	0.28

*Note:*

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001



## 6.5 Tabular results for all dependent measures

Table 11: Tabular results for all dependent measures

	<i>Dependent variable:</i>							
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	Social investment or more policing	Support death penalty	Support felon vote	Mandatory minimums	Attitude on prison spending	Support three strike laws	Criminal justice toughness	Support juveniles as adults
Intercept	0.69*** (0.03)	0.39*** (0.02)	0.83*** (0.03)	0.70*** (0.03)	0.23*** (0.03)	0.78*** (0.03)	0.93*** (0.02)	0.92*** (0.02)
Corrective statistic	0.07 (0.04)	0.01 (0.02)	-0.01 (0.04)	-0.01 (0.06)	0.07 (0.04)	0.03 (0.04)	-0.01 (0.02)	0.01 (0.02)
Corrective Statistic and Elite	0.03 (0.04)	0.02 (0.02)	-0.01 (0.04)	0.04 (0.04)	0.11* (0.04)	0.04 (0.04)	0.003 (0.02)	-0.02 (0.03)
Elite Linking Corrective Statistic to Policy	-0.0004 (0.04)	-0.02 (0.03)	-0.003 (0.04)	0.04 (0.04)	0.04 (0.04)	0.02 (0.04)	-0.03 (0.03)	-0.01 (0.03)
Elite Message	-0.03 (0.04)	0.03 (0.02)	0.01 (0.04)	-0.03 (0.04)	0.11* (0.04)	0.02 (0.04)	-0.04 (0.03)	-0.02 (0.03)
Observations	1,098	1,098	1,098	1,098	1,098	1,098	1,098	1,098
R <sup>2</sup>	0.01	0.01	0.0004	0.004	0.01	0.001	0.003	0.002

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001

Note

## 7 Study 5

### 7.1 Sample Demographics

Table 12: Gender

	%
Female	0.51
Male	0.49

Table 13: Race/Ethnicity

	%
African American	0.12
Asian	0.05
Hispanic	0.17
Native American	0.01
Other	0.03
Pacific Islander	0.00
White/Caucasian	0.62

Table 14: Partisanship

	%
Democrat	0.38
Independent	0.25
Other	0.05
Republican	0.32

Table 15: Income

	%
100,000 or more	0.20
30,000 - 39,999	0.11
40,000 - 49,999	0.10
50,000 - 59,999	0.09
60,000 - 69,999	0.07
70,000 - 79,999	0.08
80,000 - 89,999	0.05
90,000 - 99,999	0.06
Less than 30,000	0.25

Table 16: Education

	%
2-year College Degree	0.12
4-year College Degree	0.26
Doctoral Degree	0.02
High School / GED	0.20
Less than High School	0.03
Masters Degree	0.12
Professional Degree (JD, MD)	0.02
Some College	0.23

Table 17: Age

Mean 47.58
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## 7.2 Design

We utilized a pure control design where no information was offered in the control

The text of the group pressure treatment:

Many people have already completed this survey. Of these people, about 71% of those who belong to the three following groups reported [supported/opposed] “mandatory minimum” prison sentences [/after learning that, according to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.7 homicides per 100,000 people in 2007, but was down to 5.3 homicides per 100,000 people in 2017, a drop of 7%. Violent crime and property crime rates have also fallen over the same period].

- Race: [the race of the respondent]
- Gender: [the gender of the respondent]
- Political party: [the political party of the respondent]

## 7.3 Learning corrective fact

Table 18: Respondents learn corrective information

	<i>Dependent variable:</i>
	Learned Corrective Fact
Intercept	0.15*** (0.02)
Corrective statistic	0.46*** (0.03)
Social pressure	0.005 (0.02)
Social pressure w/ corrective statistic	0.33*** (0.03)
Observations	1,962
R <sup>2</sup>	0.18

*Note:*

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001



## 7.4 Tabular results for all dependent measures (Dichotomous Opinion Change Coding)

Table 19: Tabular results for all dependent measures

	<i>Dependent variable:</i>						
	Support for mandatory minimums	Support death penalty	Support felon vote	Support juveniles as adults change	Social investment or more policing	Support three strike laws	Attitude on prison Spending
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Intercept	0.36*** (0.02)	0.28*** (0.02)	0.30*** (0.02)	0.07*** (0.01)	0.04*** (0.01)	0.42*** (0.02)	0.26*** (0.02)
Corrective statistic	0.04 (0.03)	-0.03 (0.03)	-0.03 (0.03)	0.02 (0.02)	0.004 (0.01)	0.01 (0.03)	0.06 (0.03)
Social pressure	0.02 (0.03)	-0.05 (0.03)	-0.03 (0.03)	-0.003 (0.02)	0.01 (0.01)	-0.01 (0.03)	-0.02 (0.03)
Social pressure w/ corrective statistic	0.06* (0.03)	-0.03 (0.03)	-0.02 (0.03)	0.01 (0.02)	0.02 (0.01)	0.03 (0.03)	-0.01 (0.03)
Observations	1,962	1,962	1,962	1,962	1,962	1,962	1,962
R <sup>2</sup>	0.002	0.002	0.001	0.001	0.001	0.001	0.004

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001





## 7.5 Tabular results for all dependent measures (Amount of Opinion Change Coding)

Table 20: Tabular results for all dependent measures

	<i>Dependent variable:</i>						
	Support for mandatory minimums	Support death penalty	Support felon vote	Support juveniles as adults change	Social investment or more policing	Support three strike laws	Attitude on prison Spending
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Intercept	0.13*** (0.01)	0.08*** (0.01)	0.09*** (0.01)	0.07*** (0.01)	0.04*** (0.01)	0.17*** (0.01)	0.08*** (0.01)
Corrective statistic	0.01 (0.01)	-0.01 (0.01)	-0.02 (0.01)	0.02 (0.02)	0.01 (0.01)	0.001 (0.02)	0.01 (0.01)
Social pressure	0.002 (0.01)	-0.02* (0.01)	-0.01 (0.01)	-0.003 (0.02)	0.01 (0.01)	-0.003 (0.02)	-0.01 (0.01)
Social pressure w/ corrective statistic	0.02 (0.02)	-0.01 (0.01)	-0.01 (0.01)	0.01 (0.02)	0.02 (0.02)	0.02 (0.02)	-0.01 (0.01)
Observations	1,962	1,962	1,962	1,962	1,664	1,962	1,962
R <sup>2</sup>	0.001	0.003	0.001	0.001	0.001	0.001	0.004

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001

## 7.6 Subgroup Analysis

Table 21: Tabular results by subgroup

	<i>Dependent variable:</i>							
	Mandatory Minimum Sentence							
	Males (1)	Females (2)	White (3)	Black (4)	Democrat (5)	Republican (6)	White Democrat (7)	Black Democrat (8)
Intercept	0.38*** (0.03)	0.35*** (0.03)	0.34*** (0.03)	0.45*** (0.07)	0.40*** (0.04)	0.33*** (0.04)	0.38*** (0.05)	0.52*** (0.09)
Corrective statistic	0.004 (0.05)	0.07 (0.04)	0.04 (0.04)	0.02 (0.09)	-0.004 (0.05)	0.11 (0.06)	-0.04 (0.07)	-0.03 (0.12)
Social Pressure	-0.03 (0.04)	0.06 (0.04)	0.03 (0.04)	0.05 (0.09)	-0.06 (0.05)	0.11* (0.05)	-0.07 (0.07)	-0.08 (0.12)
Social Pressure w/ corrective statistic	0.07 (0.04)	0.06 (0.04)	0.08* (0.04)	-0.11 (0.09)	0.05 (0.05)	0.09 (0.06)	0.08 (0.07)	-0.16 (0.12)
Observations	953	1,009	1,220	229	755	620	359	154
R <sup>2</sup>	0.01	0.003	0.003	0.01	0.01	0.01	0.01	0.02

Note:

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001

## 8 Study 6

### 8.1 Sample Demographics

Table 22: Gender

	%
Female	0.48
Male	0.52

Table 23: Race/Ethnicity

	%
African American	0.13
Asian	0.05
Hispanic	0.17
Native American	0.01
Other	0.03
Pacific Islander	0.01
White/Caucasian	0.61

Table 24: Partisanship

	%
Democrat	0.40
Independent	0.24
Other	0.05
Republican	0.31

Table 25: Income

	%
100,000 or more	0.22
30,000 - 39,999	0.11
40,000 - 49,999	0.10
50,000 - 59,999	0.09
60,000 - 69,999	0.07
70,000 - 79,999	0.07
80,000 - 89,999	0.04
90,000 - 99,999	0.07
Less than 30,000	0.22

Table 26: Education

	%
2-year College Degree	0.11
4-year College Degree	0.26
Doctoral Degree	0.02
High School / GED	0.20
Less than High School	0.03
Masters Degree	0.13
Professional Degree (JD, MD)	0.03
Some College	0.22

Table 27: Age

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Mean 46.30

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## 8.2 Design

Specifically, participants saw the following prompt:

“Mandatory minimum sentence laws require automatic minimum sentences for certain crimes. Some argue that such laws have contributed unnecessarily to the rise of mass incarceration in the U.S., while others argue that they are necessary to deter crime.

[/According to the Federal Bureau of Investigation (FBI), the homicide rate in the U.S. was 5.7 homicides per 100,000 people in 2007, but was down to 5.3 homicides per 100,000 people in 2017, a drop of 7%. Violent crime and property crime rates have also fallen over the same period.]

Your task:

Imagine you are trying to convince someone who is similar to you. This person [supports/opposes] mandatory minimum sentences. Your goal is to change his or her mind to [oppose/support] mandatory minimum sentences.

Please write a few sentences making the most persuasive case you can.

It is important to take this task seriously. The most persuasive responses to this question will be entered to win one of five \$20 cash prizes.”

### 8.3 Example responses

Table 28: Example Persuasive Arguments

<p>“Each case should stand on its own and be judged according to the circumstances surrounding the case.”</p>
<p>“Jails are not rehabilitation centers and fail to do anything. Mandatory sentences do nothing but clog up [t]he system”</p>
<p>“Mandatory minimum sentences are important for eliminating bias in judges and ensuring that crimes are judged fairly and consistently across the country. With mandatory minimums in place, we have had a statistical fall in overall crime rates, which proves that they are beneficial. It is important that these mandatory minimums stay in place to maintain some order in our already muddled justice system.”</p>
<p>“Mandatory minimum sentences are a too-broad, one-size-does-not-fit-all mandate that will never take into account all possible factors which would justify a non-mandatory minimum sentence: intentionally or unintentionally, it can unjustly incarcerate an alleged offender with no possibility of legal mercy possibly warranted for a crime in justified contexts. For example, if someone drives one mile over the speed limit and is convicted of a misdemeanor over such, they could be incarcerated for an unjust amount of time should a particular statute or judicial mandate impose a required sentence for a mild infraction triggering such after previous convictions for more serious crimes.”</p>

## 8.4 Learning corrective fact

Table 29: Respondents learn corrective information

	<i>Dependent variable:</i>
	Learned Corrective Fact
Intercept	0.15*** (0.02)
Corrective statistic	0.46*** (0.03)
Perspective-taking	0.03 (0.02)
Perspective-taking w/ corrective statistic	0.30*** (0.03)
Observations	2,094
R <sup>2</sup>	0.15

*Note:*

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001





## 8.5 Tabular results for all dependent measures (Dichotomous Opinion Change Coding)

Table 30: Tabular results for all dependent measures

	<i>Dependent variable:</i>						
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
	Support for mandatory minimums	Support death penalty	Support felon vote	Support juveniles as adults	Social investment or more policing	Support three strike laws	Attitude on prison Spending
Intercept	0.36*** (0.02)	0.28*** (0.02)	0.30*** (0.02)	0.07*** (0.01)	0.04*** (0.01)	0.42*** (0.02)	0.26*** (0.02)
Corrective statistic	0.04 (0.03)	-0.03 (0.03)	-0.03 (0.03)	0.02 (0.02)	0.004 (0.01)	0.01 (0.03)	0.06 (0.03)
Perspective-taking	0.14*** (0.03)	0.001 (0.03)	0.04 (0.03)	-0.004 (0.02)	0.01 (0.01)	0.03 (0.03)	0.02 (0.03)
Perspective-taking w/ corrective statistic	0.14*** (0.03)	-0.002 (0.03)	0.02 (0.03)	0.03 (0.02)	0.02 (0.01)	0.07* (0.03)	0.07* (0.03)
Observations	2,094	2,094	2,094	2,094	2,094	2,094	2,094
R <sup>2</sup>	0.01	0.001	0.003	0.002	0.001	0.003	0.004

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001



## 8.6 Tabular results for all dependent measures (Amount of Opinion Change Coding)

Table 31: Tabular results for all dependent measures

	<i>Dependent variable:</i>						
	Support for mandatory minimums	Support death penalty	Support felon vote	Support juveniles as adults	Social investment or more policing	Support three strike laws	Attitude on prison Spending
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Intercept	0.13*** (0.01)	0.08*** (0.01)	0.09*** (0.01)	0.07*** (0.01)	0.04*** (0.01)	0.17*** (0.01)	0.08*** (0.01)
Corrective statistic	0.01 (0.01)	-0.01 (0.01)	-0.02 (0.01)	0.02 (0.02)	0.01 (0.01)	0.001 (0.02)	0.01 (0.01)
Perspective-taking	0.06*** (0.02)	-0.002 (0.01)	0.001 (0.01)	-0.004 (0.02)	0.01 (0.01)	0.01 (0.02)	0.01 (0.01)
Perspective-taking w/ corrective statistic	0.05** (0.01)	-0.003 (0.01)	0.005 (0.01)	0.03 (0.02)	0.02 (0.02)	0.04* (0.02)	0.01 (0.01)
Observations	2,094	2,094	2,094	2,094	1,792	2,094	2,094
R <sup>2</sup>	0.01	0.001	0.002	0.002	0.002	0.003	0.001

Note: \*p<0.05; \*\*p<0.01; \*\*\*p<0.001

## 8.7 Subgroup Analysis

Table 32: Tabular results by subgroup

	<i>Dependent variable:</i>							
					Mandatory Minimum Sentence			
	Males	Females	White	Black	Democrat	Republican	White Democrat	Black Democrat
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Intercept	0.38*** (0.03)	0.35*** (0.03)	0.34*** (0.03)	0.45*** (0.07)	0.40*** (0.04)	0.33*** (0.04)	0.38*** (0.05)	0.52*** (0.09)
Corrective statistic	0.004 (0.05)	0.07 (0.04)	0.04 (0.04)	0.02 (0.09)	-0.004 (0.05)	0.11 (0.06)	-0.04 (0.07)	-0.03 (0.12)
Perspective-taking	0.12** (0.04)	0.16*** (0.04)	0.14*** (0.04)	0.03 (0.09)	0.07 (0.05)	0.24*** (0.05)	0.05 (0.07)	-0.02 (0.11)
Perspective-taking w/ corrective statistic	0.12** (0.04)	0.16*** (0.05)	0.15*** (0.04)	-0.004 (0.09)	0.14** (0.05)	0.15** (0.05)	0.18** (0.07)	-0.10 (0.11)
Observations	1,087	1,007	1,285	267	845	645	399	190
R <sup>2</sup>	0.01	0.02	0.02	0.001	0.01	0.03	0.03	0.01

Note:

\*p<0.05; \*\*p<0.01; \*\*\*p<0.001

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