1 Online Appendix

Table 1 reports ordered logit regressions considering whether competitiveness predicts respondents' income level or education level. These results support the OLS regression results in the main paper.

Table 1 – Ordered logit regression of income and education on competitiveness

	(1)	(2)	(3)	(4)
	DV: HH Income Level		DV: Education Level	
competitive	0.00813	0.00970	0.0414	0.0853**
	(0.0323)	(0.0357)	(0.0351)	(0.0390)
white x competitive	0.130***	0.0558**	-0.0888***	-0.160***
	(0.0231)	(0.0269)	(0.0256)	(0.0322)
under25		-1.132***		-0.552***
		(0.161)		(0.157)
over45		0.683***		0.601**
		(0.234)		(0.247)
female		0.146		0.0712
		(0.127)		(0.138)
risk tolerance		-0.0163		-0.0923***
		(0.0342)		(0.0352)
N	790	790	790	790
Wald chi2	31.71***	98.51***	12.86***	40.66***

Standard errors in parentheses
* p<0.10; ** p<0.05; ***p<0.01

Table 2 reports OLS regressions considering whether competitiveness predicts respondents' income level (measured in thousands of Rand (ZAR) per month) or education level (measured in years). Since both of these outcome variables are collected as categorical variables, the midpoint of each income or education years category is used for the regressions. These results also support the OLS regression results in the main paper.

Table 3 reports logit regressions considering whether competitiveness predicts the likelihood that respondents have a monthly household income of ZAR30,000 or more (15% of the sample report income in this bracket), or the likelihood that respondents hold a tertiary degree (58% of the sample report having a degree).

Table 2 – OLS regression of household income and years of education on competitiveness

	(1)	(2)	(3)	(4)
	DV: HH Income		DV: Years Education	
competitive	0.0877	0.0846	0.0340	0.0756**
	(0.196)	(0.209)	(0.0353)	(0.0384)
white x competitive	0.806***	0.313*	-0.0898***	-0.154***
	(0.154)	(0.177)	(0.0261)	(0.0299)
under25		-6.007***		-0.522***
		(0.858)		(0.154)
over45		4.639***		0.563**
		(1.418)		(0.228)
female		0.729		0.0453
		(0.774)		(0.136)
risk tolerance		-0.119		-0.0906***
		(0.199)		(0.0345)
constant	12.87***	14.72***	13.75***	14.20***
	(1.473)	(1.78)	(0.263)	(0.325)
N	790	790	790	790
adj. R2	0.03	0.10	0.013	0.04

Standard errors in parentheses
* p<0.10; ** p<0.05; ***p<0.01

The marginal effects associated with the logit regressions are reported in Table 4.

Table 3 – Logit regression of income and education on competitiveness

	(1)	(2)	(3)	(4)
	DV: Income>R30,000p.m.		DV: Has degree	
competitive	0.0929*	0.120**	0.0404	0.0789*
	(0.0516)	(0.0608)	(0.0373)	(0.0432)
white x competitive	0.0802**	-0.00916	-0.0752***	-0.143***
	(0.0345)	(0.0429)	(0.0282)	(0.0351)
under25		-1.407***		-0.671***
		(0.386)		(0.173)
over45		0.834***		0.508*
		(0.285)		(0.271)
female		0.00372		0.0493
		(0.213)		(0.149)
risk tolerance		-0.0530		-0.0879**
		(0.0513)		(0.0390)
constant	-2.587***	-2.237***	0.183	0.691**
	(0.405)	(0.510)	(0.281)	(0.346)
N	790	790	790	790
Wald chi2	8.84**	34.50***	8.02**	32.44***

Standard errors in parentheses
* p<0.10; ** p<0.05; ***p<0.01

Table 4 – Marginal effects from logit regression of income and education on competitiveness

	(1)	(2)	(3)	(4)
	DV: Income>R30,000p.m.		DV: Has degree	
competitive	0.0112*	0.139**	0.0096	0.0181*
	(0.00621)	(0.00707)	(0.00885)	(0.00994)
white x competitive	0.00964**	-0.00106	-0.0179***	-0.0328***
	(0.00414)	(0.00497)	(0.00659)	(0.0077)
under25		-0.163***		-0.154***
		(0.0451)		(0.038)
over45		0.097***		0.117*
		(0.0327)		(0.0617)
female		0.000430		0.0113
		(0.0246)		(0.0343)
risk tolerance		-0.00613		-0.0202**
		(0.00597)		(0.00886)
N	790	790	790	790

Delta Method Standard errors in parentheses
* p<0.10; ** p<0.05; ***p<0.01