

Supplementary Materials

Table A1: International Socioeconomic Index (ISEI) Scores for Occupations included in the Position Generator, and Descriptive Statistics of Occupations Accessed via Friends or Acquaintances.

Occupation	ISEI score	Frequency ¹	Percentage
Cleaner	17	207	0.19
Construction worker	22	272	0.25
Gardener	24	200	0.19
Butcher	29	124	0.12
Hairdresser	32	298	0.28
Mailman	32	149	0.14
Salesperson	33	240	0.22
Truck driver	36	205	0.19
Production worker	37	143	0.13
Plumber	38	211	0.20
Secretary	42	277	0.26
Care taker	42	309	0.29
Conductor	44	76	0.07
Accountant	45	318	0.30
Chef	47	206	0.19
Musician	50	259	0.24
Mechanic	51	239	0.22
Police officer	53	234	0.22
Insurance officer	57	174	0.16
Policy advisor	62	250	0.23
Teacher	63	285	0.27
Broker	67	186	0.17
Mortgage advisor	67	121	0.11

Trade union director	68	82	0.08
Scientist	69	175	0.16
Director of a medium sized company	70	246	0.23
Architect	71	179	0.17
Lawyer	85	226	0.21
Judge	88	102	0.10
Doctor	89	239	0.22

Note: ¹ Frequency refers to the number respondents who have a friend or acquaintance in the respective occupation; $N = 1069$.

Table A2: Five Item Personality Inventory

“Where do you place yourself on a sliding scale between these extremes?”

	1	2	3	4	5	6	7	8	9	10	
Extraverted, enthusiastic, sociable, assertive, talkative, active											Introverted, reserved, quiet
Agreeable, kind, trusting, generous, sympathetic, cooperative											Not cooperative, rather cold, aggressive
Dependable, organized, hard- working, responsible, self-disciplined, thorough											Careless, impulsive
Emotionally stable, calm, relaxed, self- confident											Anxious, moody, easily upset, stressed
Open to new experiences, imaginative, curious, creative, open-minded											Conventional, traditional

Source: “Very brief measure of the Big Five personality domain” by Gosling, Rentfrow, and Swann Jr. (2003)

Table A3: Linear Predictions of Instrumental Social Capital Accessed via Friends and Acquaintances

	Friends		Acquaintances	
	No. of Positions	Total Prestige	No. of Positions	Total Prestige
Extraversion	0.17*** (0.05)	9.74*** (2.76)	0.14 ⁺ (0.08)	8.35* (3.78)
Openness	0.15* (0.06)	7.99* (3.18)	0.17 ⁺ (0.09)	8.12 ⁺ (4.36)
Emotional stability	0.05 (0.07)	2.14 (3.41)	-0.06 (0.09)	-2.35 (4.66)
Agreeableness	-0.06 (0.08)	-4.22 (4.23)	0.01 (0.12)	-0.68 (5.79)
Conscientiousness	-0.01 (0.08)	-1.00 (4.12)	0.22 ⁺ (0.11)	10.27 ⁺ (5.63)
Woman	0.15 (0.18)	7.41 (9.48)	-1.48*** (0.26)	-73.85*** (12.98)
18-27	Ref.	Ref.	Ref.	Ref.
28-37	1.51* (0.66)	73.69* (34.38)	0.32 (0.94)	5.60 (47.06)
38-47	1.14 (0.59)	60.64 (30.91)	1.37 (0.84)	55.21 (42.31)
48-57	1.22* (0.58)	72.51* (30.13)	2.18** (0.82)	101.26* (41.24)
58-67	0.17 (0.57)	24.45 (29.82)	1.53 (0.81)	70.59 (40.82)
68-77	-0.21 (0.58)	13.99 (30.23)	0.84 (0.82)	37.78 (41.38)
78-87	-0.51 (0.64)	-1.09 (33.38)	-0.37 (0.91)	-11.64 (45.69)
88-97	-0.43 (1.07)	-0.87 (55.86)	1.11 (1.52)	56.77 (76.46)
Primary to lower vocation	Ref.	Ref.	Ref.	Ref.
General sec. education to	0.84**	51.20***	1.42***	75.47***

pre-uni education	(0.27)	(14.14)	(0.38)	(19.35)
Intermediate to higher	1.66***	101.51***	2.25***	123.67***
vocational training	(0.25)	(13.03)	(0.35)	(17.83)
University	2.72***	188.82***	2.64***	164.87***
	(0.32)	(16.77)	(0.46)	(22.96)
NL	Ref.	Ref.	Ref.	Ref.
Western	-0.65	-24.25	-1.29*	-61.03*
	(0.40)	(20.87)	(0.57)	(28.57)
Non-Western	-0.04	4.16	-0.83	-43.05
	(0.37)	(19.32)	(0.53)	(26.45)
AorB	-0.27	-12.50	-0.64*	-31.88*
	(0.19)	(10.20)	(0.28)	(13.97)
Constant	-1.11	-78.16	-1.23	-68.43
	(0.85)	(44.38)	(1.21)	(60.75)
R^2	0.20	0.22	0.18	0.19

Standard errors in parentheses. ⁺ $p < 0.10$, * $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$