**Online Appendices:**

Figure A-1: Number of groups identified per DG



Figure A-2: Distribution of the dependent variable



Table A-1: Summary statistics of variables

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | **N** | **Mean** | **St. Dev.** | **Min** | **Median** | **Max** |
| Distance | 1,027 | 45.30 | 35.32 | 0 | 50 | 100 |
| IG knowledge | 943 | 2.99 | 1.14 | 0 | 3 | 4 |
| IG knowledge (side) | 999 | 3.55 | 0.83 | 0 | 4 | 4 |
| Friendly DG | 1,043 | 0.45 | 0.50 | 0 | 0 | 1 |
| Friendly DG (side) | 1,043 | 0.45 | 0.44 | 0.00 | 0.50 | 1.00 |
| Regulation | 1,043 | 0.35 | 0.48 | 0 | 0 | 1 |
| Side | 1,043 | 6.14 | 3.70 | 1 | 5 | 15 |
| Media (logged) | 1,043 | 2.58 | 0.89 | 0.00 | 2.64 | 4.69 |
| Business | 1,043 | 0.62 | 0.48 | 0 | 1 | 1 |

**Table A-2: Alternative operationalizations of IG knowledge (side)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Model A1**  **(mean knowledge)** | **Model A2**  **(mean knowledge)** | **Model A3**  **(20/80 cut-off)** | **Model A4**  **(20/80 cut-off)** |
| IG knowledge (side, mean) | -5.04\*\*\* (1.57) | 1.86 (2.16) |  |  |
| Friendly DG (side) | 3.23 (3.24) | 46.47\*\*\* (9.67) |  |  |
| IG knowledge (side, mean) \* Friendly DG (side) |  | -14.60\*\*\* (3.08) |  |  |
| IG knowledge (side 20/80) |  |  | -6.10\*\*\* (1.63) | -0.50 (2.16) |
| Friendly DG (side 20/80) |  |  | 0.03 (0.03) | 0.48\*\*\* (0.12) |
| Side (20/80) |  |  | 1.39\*\*\* (0.43) | 1.44\*\*\* (0.43) |
| IG knowledge (side 20/80)\* Friendly DG (side 20/80) |  |  |  | -0.13\*\*\* (0.03) |
| Regulation | 10.65\* (5.72) | 12.36\*\* (6.02) | 10.88\*\* (5.31) | 12.43\*\* (5.60) |
| Side | 2.12\*\*\* (0.40) | 2.30\*\*\* (0.39) |  |  |
| Media (logged) | 0.72 (3.21) | 1.00 (3.38) | -0.15 (2.96) | 0.29 (3.12) |
| Business | 11.56\*\*\* (2.47) | 12.20\*\*\* (2.45) | 12.73\*\*\* (2.45) | 13.43\*\*\* (2.44) |
| Intercept | 36.47\*\*\* (9.47) | 13.60 (10.96) | 48.75\*\*\* (9.46) | 26.94\*\* (11.18) |
| Observations | 985 | 985 | 985 | 985 |

\*\*\*p < 0.01, \*\*p < 0.05, \*p < 0.1

**Table A-3: Ordinal regression**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Model A5**  **(individual)** | **Model A6**  **(side)** | **Model A7**  **(individual)** | **Model A8**  **(side)** |
| IG knowledge | -0.15\* (0.08) |  | 0.03 (0.11) |  |
| Friendly DG | -0.02 (0.21) |  | 1.25\*\* (0.51) |  |
| Friendly DG\* IG knowledge |  |  | -0.42\*\*\* (0.16) |  |
| IG knowledge (side) |  | -0.60\*\*\* (0.13) |  | -0.27\* (0.16) |
| Friendly DG (side) |  | 0.15 (0.25) |  | 3.20\*\*\* (0.95) |
| IG knowledge (side)\* Friendly DG (side) |  |  |  | -0.88\*\*\* (0.26) |
| Regulation | 0.95\* (0.50) | 1.08\*\* (0.52) | 1.01\*\* (0.51) | 1.18\*\* (0.55) |
| Side | 0.17\*\*\* (0.04) | 0.23\*\*\* (0.04) | 0.18\*\*\* (0.04) | 0.25\*\*\* (0.04) |
| Media (logged) | 0.12 (0.27) | 0.13 (0.29) | 0.12 (0.28) | 0.15 (0.30) |
| Business | 0.89\*\*\* (0.22) | 0.62\*\*\* (0.19) | 0.95\*\*\* (0.22) | 0.67\*\*\* (0.20) |
| Intercept 1 | 0.21 (0.79) | -1.18 (0.88) | 0.85 (0.84) | 0.16 (0.99) |
| Intercept 2 | 2.52\*\*\* (0.80) | 1.18 (0.89) | 3.18\*\*\* (0.85) | 2.55\*\* (1.00) |
| Var (Proposal) | 1.20 (0.73) | 1.37\* (0.78) | 1.25 (0.76) | 1.65\* (0.86) |
| Var (Issue) | 2.94\*\*\* (0.83) | 3.16\*\*\* (0.88) | 3.07\*\*\* (0.87) | 3.33\*\*\* (0.93) |
| Observations | 929 | 985 | 929 | 985 |

\*\*\*p < 0.01, \*\*p < 0.05, \*p < 0.1