**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