

Appendix to

PERSONALITY TRAITS AND PERFORMANCE INCENTIVES: EVIDENCE FROM A FIELD EXPERIMENT AMONG MATERNITY CARE PROVIDERS IN INDIA

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Table showing balance across randomized treatment and control arms.

APPENDIX TABLE 1— PROVIDER DESCRIPTIVE STATISTICS

<i>Provider Characteristics</i>	Control Arm	Incentive Arm	Test of Equality (p-value)
Female provider (%)	0.55 (0.50)	0.57 (0.5)	0.840
MBBS (%)	0.20 (0.41)	0.19 (0.39)	0.850
BAMS (%)	0.14 (0.35)	0.15 (0.36)	0.840
Other qualification (%)	0.07 (0.25)	0.02 (0.14)	0.250
Years practicing (mean)	18.89 (11.04)	20.96 (10.89)	0.360
Years clinic operating (mean)	16.52 (11.24)	19.28 (12.78)	0.260
Conscientiousness	4.58 (0.52)	4.66 (0.42)	0.370
Neuroticism	1.77 (0.73)	1.84 (0.78)	0.640
N	44	53	

Notes: This table reports mean provider characteristics by study group. Standard deviations are reported in parentheses. Provider characteristics are self-reported and measured through interviews with the provider or with a staff member. Rows 2-4 refer to provider training: MBBS plus is a Bachelor of Medicine degree with a specialization such as obstetrics, MBBS is a Bachelor of Medicine degree with no additional specialization, BAMS is a degree in Ayurveda medicine. P-values in the final column are associated with F-tests of joint equality across the study groups.