

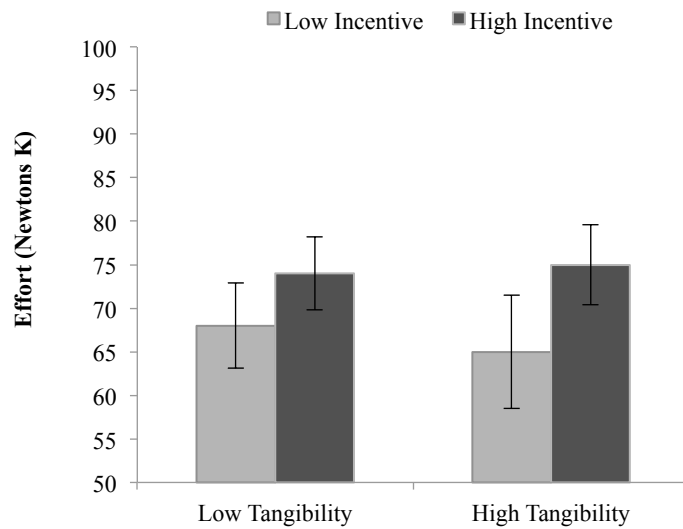
Is Altruism Sensitive to Scope? The Role of Tangibility

By Alex Imas and George Loewenstein

Online Appendix

Appendix figures 1a and 1b present average effort in the first round by treatment. The results mirror those of effort in the second round, though the effects are muted. This is likely due to the fact that while participants were told about the tangibility manipulation before the beginning of the first round, they did not *experience* them until before the second round.

Appendix Figure 1a: For Self Incentives



Appendix Figure 1b: For Others Incentives

