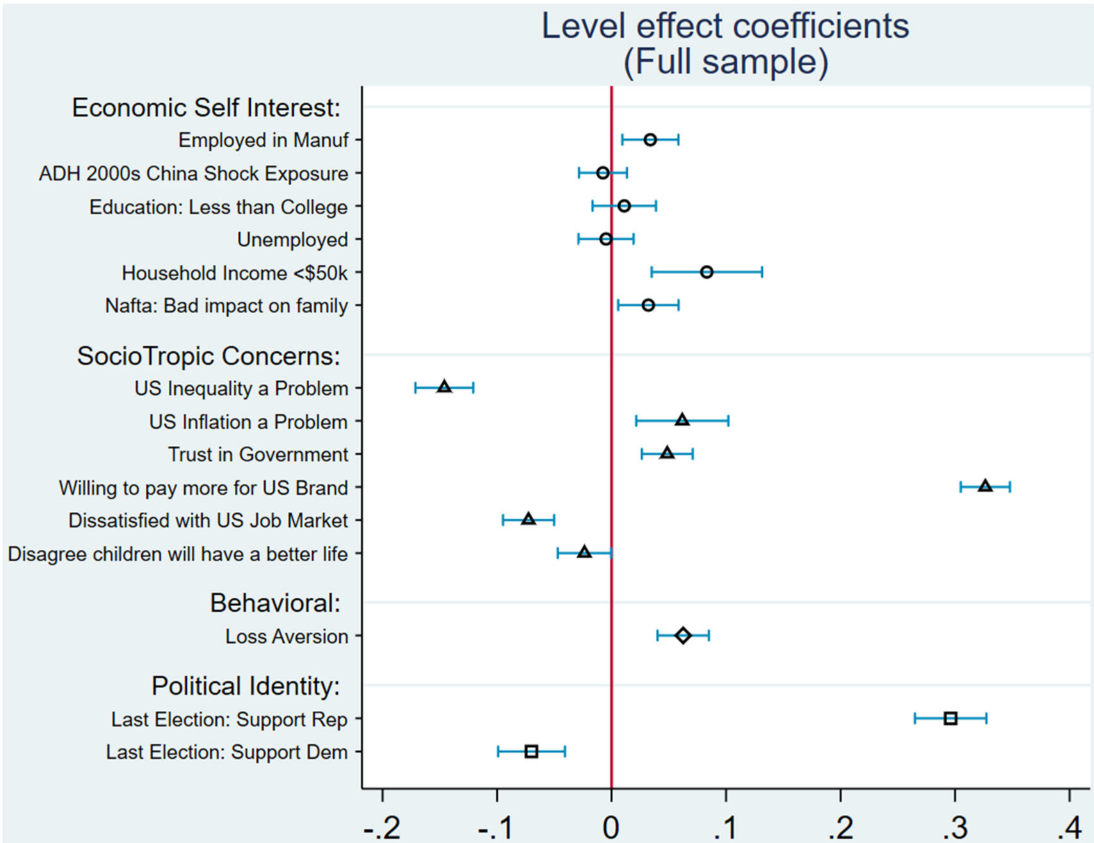
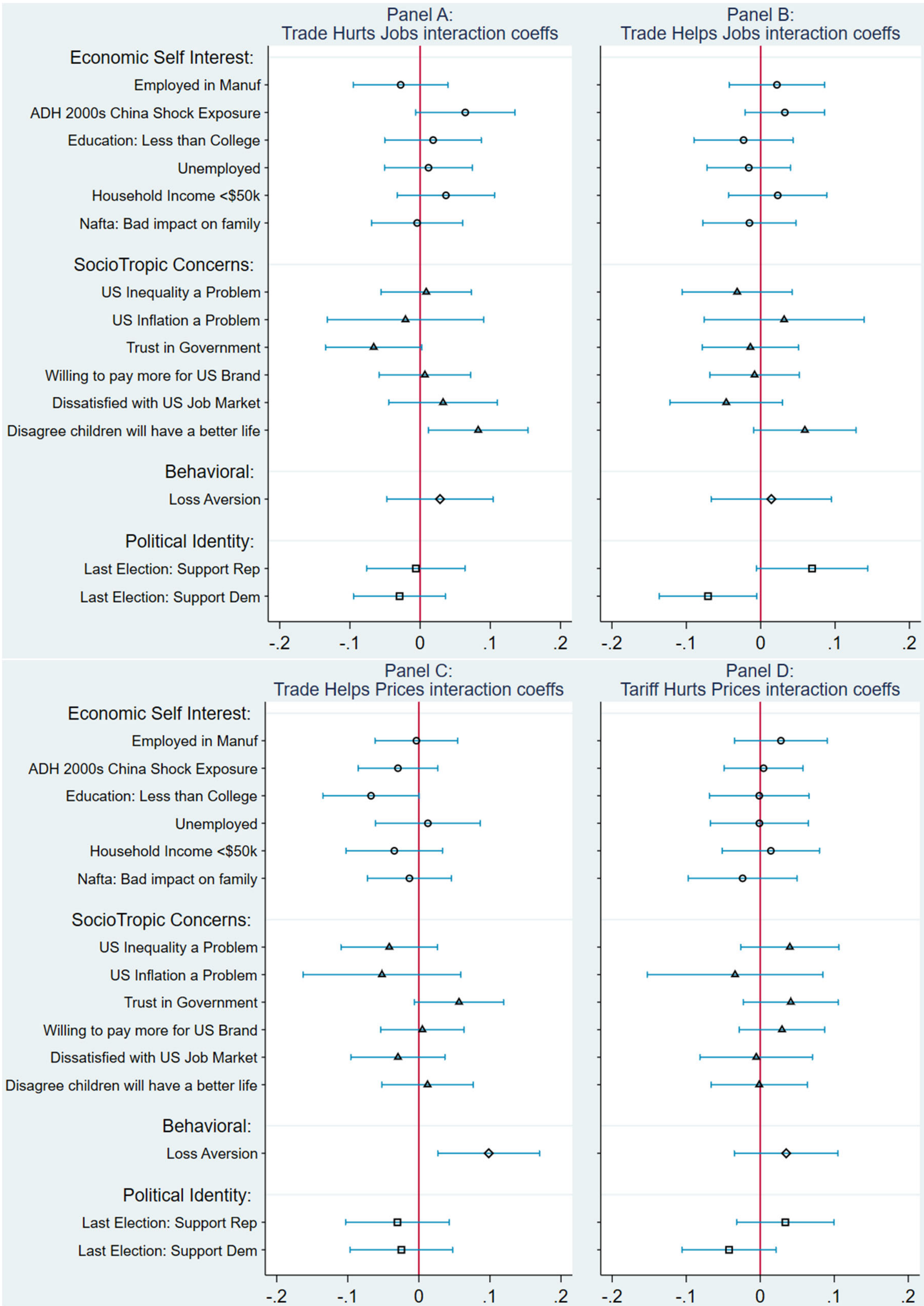
Appendix Figure 1
Exploring Mechanisms: Respondent Characteristics and Preferences for Protection
(Level Effects, Full Sample)



Notes: Coefficient point estimates with 90% confidence intervals are illustrated; standard errors are clustered by respondent county. Each coefficient is from a separate OLS regression; sample comprises respondents in the "Control" group, and respondents in the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatment groups, from Round 2 (2020), Round 3 (2021), and Round 4 (2022). Each respondent characteristic is expressed as a z-score.

Appendix Figure 2
Respondent Characteristics and Preferences for Protection (Interaction Effects, Full Sample)

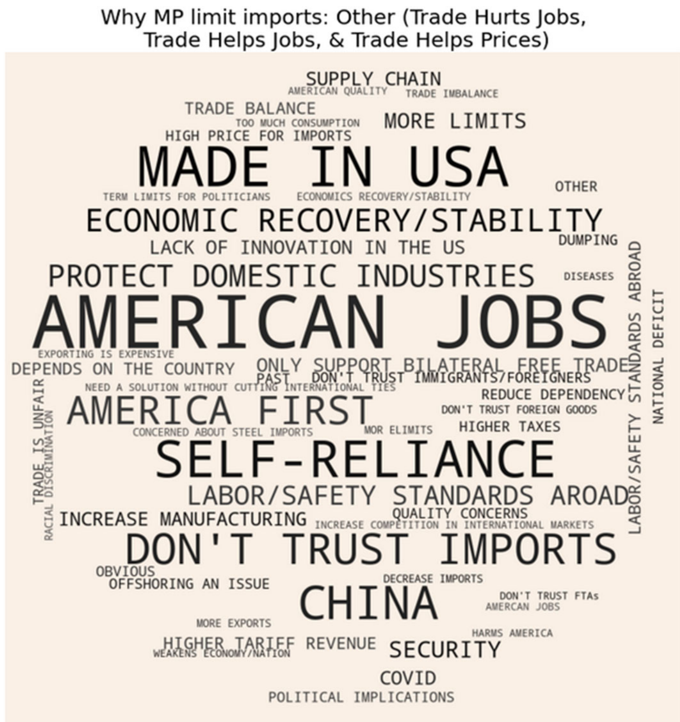


Notes: Coefficient point estimates with 90% confidence intervals are illustrated; standard errors are clustered by respondent county. Each coefficient is from a separate OLS regression with treatment group indicators interacted with the respondent characteristic in question; sample comprises respondents in the "Control" group, and respondents in the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatment groups, from Round 2 (2020), Round 3 (2021), and Round 4 (2022). Each respondent characteristic is expressed as a z-score.

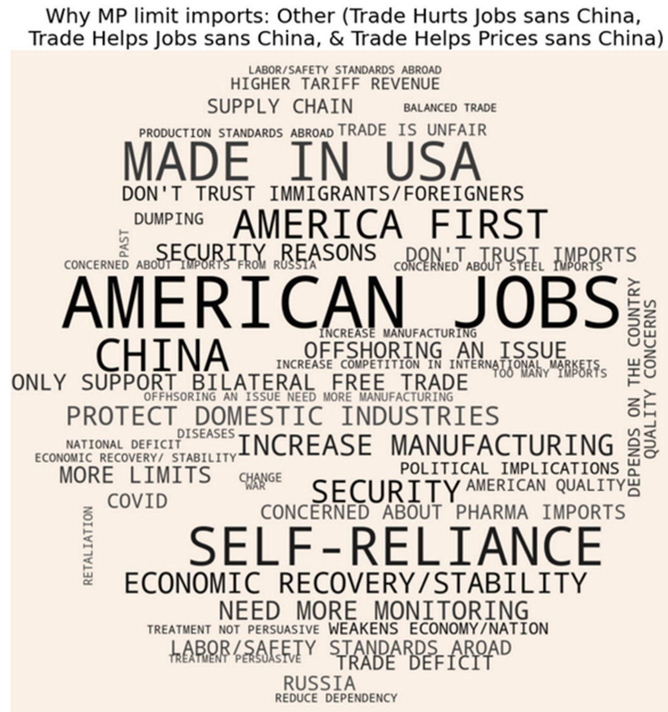
Appendix Figure 3
Word Clouds: Additional Illustrations

A: What other reasons led you to select “More limits on imports” as a preferred policy?

<u>“With China”</u> in the wording



<u>“Sans China”</u> in the wording



B: On which countries do you support placing more limits on imports?

Treatments about <u>Jobs</u>

Treatments about <u>Prices</u>

Notes: The top panel compares the occurrence of “Jobs” in the written responses across treatment groups with versus sans China in the treatment wording. The bottom panel compares the occurrence of “China” in the written responses across groups that received treatments about jobs versus treatments about prices.

Appendix Table 1a
Treatment Balance: Survey Round 1 (2018-2019)

TREATMENT:	Control	Trade Hurts Jobs	Trade Helps Jobs	Trade Helps Prices
Biodata				
Gender: Male	0.49 [0.50]	0.48 [0.50]	0.50 [0.50]	0.49 [0.50]
Gender: Female	0.50 [0.50]	0.51 [0.50]	0.50 [0.50]	0.50 [0.50]
Age: Average (approx.)	47.14 [17.11]	48.10 [16.78]	47.82 [17.02]	47.17 [16.19]
Race: White	0.60 [0.49]	0.60 [0.49]	0.64 [0.48]	0.62 [0.49]
Race: African-American	0.13 [0.33]	0.11 [0.31]	0.11 [0.32]	0.11 [0.31]
Race: Hispanic	0.15 [0.36]	0.18 [0.38]	0.17 [0.37]	0.18 [0.38]
Born in US?	0.92 [0.28]	0.91 [0.29]	0.93 [0.25]	0.92 [0.27]
Socio-Economic Characteristics				
Household Income: Average $ (approx.)	56,283 [46,165]	59,436 [49,180]	60,356 [50,360]	56,851 [44,589]
Education: Average years (approx.)	11.84 [4.97]	11.98 [4.87]	11.70 [4.93]	11.73 [4.88]
Employment Status: Not in Labor Force	0.41 [0.49]	0.39 [0.49]	0.38 [0.49]	0.40 [0.49]
Employment Status: Unemployed	0.11 [0.32]	0.09 [0.28]	0.10 [0.30]	0.09 [0.29]
Employment Status: Employed	0.48 [0.50]	0.52 [0.50]	0.52 [0.50]	0.50 [0.50]
Employment Sector: Manufacturing	0.07 [0.26]	0.08 [0.27]	0.08 [0.27]	0.07 [0.25]
Employment Sector: Services	0.36 [0.48]	0.41 [0.49]	0.41 [0.49]	0.40 [0.49]
Student?	0.04 [0.20]	0.03 [0.17]	0.03 [0.16]	0.03 [0.17]
Baseline Socio-Political Attributes				
Last Presidential election: Supported Dem.	0.42 [0.49]	0.41 [0.49]	0.42 [0.49]	0.41 [0.49]
Last Presidential election: Supported Rep.	0.34 [0.48]	0.34 [0.47]	0.34 [0.47]	0.34 [0.48]
Trust in government? (Scale: 1 to 5)	2.42 [1.06]	2.45 [1.10]	2.64 [1.02]	2.51 [1.02]
Impact of NAFTA on family (Scale: 1 to 5)	3.15 [0.89]	3.12 [0.95]	3.18 [0.86]	3.17 [0.88]
Children born into better life? (Scale: 1 to 5)	3.03 [1.09]	3.09 [1.17]	3.08 [1.11]	3.07 [1.14]
Satisfied with health of US job market?	0.46 [0.50]	0.48 [0.50]	0.48 [0.50]	0.52 [0.50]
Willing to pay more for US brand?	0.59 [0.49]	0.59 [0.49]	0.59 [0.49]	0.57 [0.49]
Inequality in US a problem? (Scale: 1 to 4)	3.07 [0.93]	2.94 [1.01]	3.02 [0.93]	3.01 [0.94]
News consumption patterns				
Number of days per week (approx.)	4.90 [2.52]	5.11 [2.47]	5.03 [2.45]	5.02 [2.44]
Main tv source: Broadcast tv	0.26 [0.44]	0.31 [0.46]	0.28 [0.45]	0.29 [0.45]
Main tv source: CNN, MSNBC	0.18 [0.38]	0.17 [0.38]	0.18 [0.38]	0.15 [0.36]
Main tv source: Fox News	0.15 [0.36]	0.14 [0.35]	0.16 [0.37]	0.17 [0.38]
Location Characteristics				
Share with college and above (age>=25)	0.31 [0.11]	0.30 [0.10]	0.30 [0.11]	0.29 [0.11]
Autor-Dorn-Hanson measure for 2000s	2.58 [1.80]	2.50 [1.66]	2.59 [1.83]	2.56 [2.00]
Share of manufacturing in employment	0.16 [0.11]	0.16 [0.11]	0.17 [0.12]	0.17 [0.12]
Urban?	0.89 [0.31]	0.87 [0.34]	0.83 [0.37]	0.84 [0.36]
Survey Characteristics				
Duration to complete (secs.)	594 [571]	619 [406]	936 [2,683]	774 [1,324]
Treatment duration	---	47 [70]	45 [50]	50 [74]
Mobile device?	0.57 [0.50]	0.57 [0.50]	0.65 [0.48]	0.64 [0.48]

Notes: Mean values reported for each control or treatment group, with standard deviations in brackets. For respondent age, household income, and frequency of news consumpton, this is approximated by a weighted average of the midpoint values of the response option bins, using the share of respondents picking each bin as weights. For respondent years of education, an analogous weighted average is taken that assigns 6 years to "High school or less", 14 years to "Some college", 16 years to "College graduate", and 18 years to "Post graduate". The randomization-t p-value (c.f., Young 2019) for a multiple hypothesis test of the orthogonality of the above covariates with respect to the Round 1 treatment dummies is 0.864 (based on 1,000 iterations, controlling for survey-week fixed effects); we exclude from the covariate set examined in this test the survey and treatment duration variables (which mechanically differ across treatments), and the male gender and out of labor force dummies (due to collinearity with other variables).

Appendix Table 1b
Treatment Balance: Survey Round 2 (2020)

TREATMENT:	Control	Trade Hurts Jobs	Trade Helps Jobs	Trade Helps Prices	Tariff Hurts Prices	Trade Hurts Helps Jobs	Trade Helps Hurts Jobs	Trade Helps Prices sans China	Trade Helps Prices sans Cheaper
Biodata									
Gender: Male	0.45 [0.50]	0.47 [0.50]	0.48 [0.50]	0.48 [0.50]	0.49 [0.50]	0.49 [0.50]	0.48 [0.50]	0.44 [0.50]	0.46 [0.50]
Gender: Female	0.55 [0.50]	0.53 [0.50]	0.52 [0.50]	0.51 [0.50]	0.51 [0.50]	0.50 [0.50]	0.52 [0.50]	0.55 [0.50]	0.53 [0.50]
Age: Average (approx.)	44.34 [16.48]	44.88 [17.10]	44.43 [16.88]	44.15 [16.48]	45.31 [16.77]	45.76 [16.75]	47.32 [16.38]	46.78 [15.91]	48.80 [15.52]
Race: White	0.69 [0.46]	0.66 [0.47]	0.67 [0.47]	0.64 [0.48]	0.68 [0.47]	0.69 [0.46]	0.70 [0.46]	0.65 [0.48]	0.64 [0.48]
Race: African-American	0.11 [0.32]	0.13 [0.34]	0.13 [0.34]	0.16 [0.37]	0.12 [0.32]	0.13 [0.34]	0.13 [0.34]	0.11 [0.31]	0.10 [0.30]
Race: Hispanic	0.11 [0.32]	0.14 [0.35]	0.13 [0.33]	0.14 [0.35]	0.13 [0.34]	0.11 [0.32]	0.10 [0.31]	0.18 [0.38]	0.17 [0.38]
Born in US?	0.93 [0.25]	0.93 [0.26]	0.93 [0.26]	0.92 [0.28]	0.91 [0.28]	0.92 [0.27]	0.93 [0.25]	0.92 [0.27]	0.90 [0.30]
Socio-Economic Characteristics									
Household Income: Average $ (approx.)	66,541 [54,351]	64,642 [53,897]	63,792 [54,351]	64,681 [54,427]	66,636 [55,145]	65,231 [52,956]	63,136 [50,864]	64,825 [55,512]	63,651 [54,416]
Education: Average years (approx.)	12.09 [4.83]	11.62 [4.90]	11.74 [4.78]	11.74 [4.82]	11.55 [4.90]	11.66 [4.73]	11.54 [4.85]	10.68 [4.93]	10.96 [4.92]
Employment Status: Not in Labor Force	0.36 [0.48]	0.40 [0.49]	0.36 [0.48]	0.38 [0.49]	0.39 [0.49]	0.42 [0.49]	0.40 [0.49]	0.38 [0.49]	0.41 [0.49]
Employment Status: Unemployed	0.15 [0.36]	0.12 [0.32]	0.12 [0.32]	0.10 [0.30]	0.10 [0.30]	0.10 [0.30]	0.09 [0.29]	0.13 [0.33]	0.09 [0.29]
Employment Status: Employed	0.49 [0.50]	0.48 [0.50]	0.52 [0.50]	0.52 [0.50]	0.51 [0.50]	0.48 [0.50]	0.51 [0.50]	0.49 [0.50]	0.50 [0.50]
Employment Sector: Manufacturing	0.07 [0.25]	0.09 [0.29]	0.09 [0.29]	0.09 [0.28]	0.11 [0.31]	0.08 [0.27]	0.07 [0.25]	0.09 [0.28]	0.08 [0.27]
Employment Sector: Services	0.37 [0.48]	0.32 [0.47]	0.38 [0.48]	0.37 [0.48]	0.36 [0.48]	0.35 [0.48]	0.38 [0.49]	0.36 [0.48]	0.38 [0.48]
Student?	0.04 [0.19]	0.05 [0.22]	0.05 [0.21]	0.05 [0.21]	0.05 [0.22]	0.05 [0.21]	0.04 [0.20]	0.02 [0.14]	0.03 [0.17]
Loss aversion (Scale: 1 to 5)	3.08 [1.46]	3.09 [1.47]	3.23 [1.44]	3.15 [1.45]	3.10 [1.46]	3.06 [1.52]	3.02 [1.46]	3.11 [1.48]	3.10 [1.56]
Baseline Socio-Political Attributes									
Last Presidential election: Supported Dem.	0.41 [0.49]	0.41 [0.49]	0.39 [0.49]	0.42 [0.49]	0.42 [0.49]	0.39 [0.49]	0.42 [0.49]	0.42 [0.49]	0.42 [0.49]
Last Presidential election: Supported Rep.	0.36 [0.48]	0.35 [0.48]	0.36 [0.48]	0.36 [0.48]	0.37 [0.48]	0.38 [0.49]	0.36 [0.48]	0.33 [0.47]	0.39 [0.49]
Trust in government? (Scale: 1 to 5)	2.77 [1.13]	2.79 [1.13]	2.83 [1.14]	2.82 [1.12]	2.77 [1.12]	2.78 [1.11]	2.83 [1.16]	2.69 [1.15]	2.79 [1.16]
Impact of NAFTA on family (Scale: 1 to 5)	3.39 [0.91]	3.34 [0.85]	3.34 [0.94]	3.41 [0.88]	3.32 [0.89]	3.35 [0.91]	3.33 [0.86]	3.33 [0.90]	3.29 [0.95]
Children born into better life? (Scale: 1 to 5)	3.24 [1.09]	3.26 [1.11]	3.27 [1.07]	3.27 [1.08]	3.23 [1.08]	3.19 [1.10]	3.24 [1.08]	3.11 [1.14]	3.15 [1.15]
Satisfied with health of US job market?	0.34 [0.47]	0.36 [0.48]	0.34 [0.47]	0.37 [0.48]	0.34 [0.47]	0.32 [0.47]	0.33 [0.47]	0.36 [0.48]	0.32 [0.47]
Willing to pay more for US brand?	0.66 [0.48]	0.64 [0.48]	0.64 [0.48]	0.68 [0.47]	0.63 [0.48]	0.64 [0.48]	0.65 [0.48]	0.64 [0.48]	0.68 [0.47]
Inequality in US a problem? (Scale: 1 to 4)	2.92 [0.95]	2.95 [0.96]	2.97 [0.94]	2.98 [0.93]	2.98 [0.94]	2.84 [0.98]	2.93 [0.91]	3.07 [0.95]	3.01 [0.96]
News consumption patterns									
Number of days per week (approx.)	5.41 [2.26]	5.24 [2.38]	5.17 [2.45]	5.36 [2.28]	5.16 [2.40]	5.35 [2.30]	5.58 [2.16]	5.19 [2.39]	5.33 [2.36]
Main tv source: Broadcast tv	0.24 [0.43]	0.29 [0.45]	0.24 [0.43]	0.25 [0.44]	0.26 [0.44]	0.25 [0.43]	0.28 [0.45]	0.22 [0.41]	0.26 [0.44]
Main tv source: CNN, MSNBC	0.22 [0.41]	0.20 [0.40]	0.21 [0.41]	0.20 [0.40]	0.20 [0.40]	0.20 [0.40]	0.19 [0.39]	0.23 [0.42]	0.21 [0.41]
Main tv source: Fox News	0.18 [0.38]	0.17 [0.38]	0.20 [0.40]	0.16 [0.37]	0.17 [0.38]	0.17 [0.38]	0.19 [0.40]	0.15 [0.36]	0.16 [0.37]
Location Characteristics									
Share with college and above (age>=25)	0.32 [0.12]	0.31 [0.12]	0.31 [0.12]	0.31 [0.12]	0.32 [0.12]	0.30 [0.11]	0.31 [0.11]	0.32 [0.12]	0.30 [0.12]
Autor-Dorn-Hanson measure for 2000s	2.59 [2.02]	2.46 [1.91]	2.71 [2.40]	2.51 [2.18]	2.55 [2.05]	2.60 [2.32]	2.66 [1.88]	2.51 [1.79]	2.55 [2.34]
Share of manufacturing in employment	0.16 [0.11]	0.15 [0.11]	0.16 [0.11]	0.15 [0.11]	0.15 [0.11]	0.16 [0.11]	0.16 [0.12]	0.16 [0.12]	0.16 [0.12]
Urban?	0.89 [0.32]	0.88 [0.33]	0.86 [0.35]	0.87 [0.33]	0.88 [0.33]	0.89 [0.32]	0.87 [0.34]	0.89 [0.31]	0.84 [0.36]
Survey Characteristics									
Duration to complete (secs.)	887 [1,812]	871 [1,204]	952 [2,337]	1,031 [4,706]	924 [1,263]	779 [727]	831 [1,113]	854 [737]	1,003 [2,240]
Treatment duration	---	26 [78]	33 [96]	32 [165]	26 [44]	34 [46]	34 [42]	28 [55]	31 [60]
Mobile device?	0.71 [0.46]	0.71 [0.46]	0.69 [0.46]	0.70 [0.46]	0.69 [0.46]	0.64 [0.48]	0.65 [0.48]	0.77 [0.42]	0.72 [0.45]

Notes: Mean values reported for each control or treatment group, with standard deviations in brackets. For respondent age, household income, and frequency of news consumpton, this is approximated by a weighted average of the midpoint values of the response option bins, using the share of respondents picking each bin as weights. For respondent years of education, an analogous weighted average is taken that assigns 6 years to "High school or less", 14 years to "Some college", 16 years to "College graduate", and 18 years to "Post graduate". The randomization-t p-value (c.f., Young 2019) for a multiple hypothesis test of the orthogonality of the above covariates with respect to the Round 2 treatment dummies is 0.019 when age and education years are included, and 0.546 when these two variables are excluded (based on 1,000 iterations, controlling for survey-week fixed effects); we exclude from the covariate set examined in this test the survey and treatment duration variables (which mechanically differ across treatments), and the male gender and out of labor force dummies (due to collinearity with other variables).

Appendix Table 1c
Treatment Balance: Survey Round 3 (2021)

TREATMENT:	Control	Trade Hurts Jobs	Trade Helps Jobs	Trade Helps Prices	Tariff Hurts Prices	Trade Hurts Helps Jobs	Trade Helps Hurts Jobs	Trade Helps Prices sans China	Trade Helps Prices sans Cheaper
Biodata									
Gender: Male	0.46 [0.50]	0.50 [0.50]	0.46 [0.50]	0.51 [0.50]	0.48 [0.50]	0.50 [0.50]	0.50 [0.50]	0.48 [0.50]	0.50 [0.50]
Gender: Female	0.54 [0.50]	0.50 [0.50]	0.53 [0.50]	0.49 [0.50]	0.52 [0.50]	0.49 [0.50]	0.50 [0.50]	0.52 [0.50]	0.50 [0.50]
Age: Average (approx.)	45.53 [17.23]	45.91 [16.49]	46.29 [16.50]	47.19 [16.97]	45.96 [17.10]	46.76 [16.15]	47.44 [16.77]	47.65 [16.57]	46.20 [16.43]
Race: White	0.61 [0.49]	0.61 [0.49]	0.62 [0.49]	0.64 [0.48]	0.64 [0.48]	0.60 [0.49]	0.62 [0.49]	0.63 [0.48]	0.63 [0.48]
Race: African-American	0.13 [0.33]	0.13 [0.34]	0.12 [0.33]	0.11 [0.31]	0.10 [0.30]	0.12 [0.33]	0.13 [0.34]	0.12 [0.33]	0.10 [0.30]
Race: Hispanic	0.16 [0.37]	0.18 [0.38]	0.18 [0.39]	0.17 [0.37]	0.17 [0.37]	0.18 [0.38]	0.16 [0.37]	0.19 [0.39]	0.20 [0.40]
Born in US?	0.90 [0.30]	0.91 [0.28]	0.91 [0.29]	0.94 [0.24]	0.92 [0.27]	0.91 [0.29]	0.89 [0.31]	0.93 [0.26]	0.92 [0.28]
Socio-Economic Characteristics									
Household Income: Average $ (approx.)	61,560 [50,471]	61,932 [48,021]	60,963 [46,445]	66,472 [54,351]	64,456 [51,312]	59,767 [49,064]	60,991 [48,760]	58,790 [46,746]	63,182 [49,566]
Education: Average years (approx.)	11.83 [4.89]	11.57 [4.87]	11.89 [4.82]	11.52 [4.98]	11.86 [4.83]	11.72 [4.80]	11.95 [4.90]	11.57 [4.89]	11.43 [4.89]
Employment Status: Not in Labor Force	0.42 [0.49]	0.36 [0.48]	0.41 [0.49]	0.44 [0.50]	0.40 [0.49]	0.34 [0.48]	0.41 [0.49]	0.40 [0.49]	0.37 [0.48]
Employment Status: Unemployed	0.09 [0.29]	0.11 [0.32]	0.11 [0.31]	0.08 [0.28]	0.10 [0.30]	0.13 [0.33]	0.10 [0.30]	0.09 [0.29]	0.11 [0.31]
Employment Status: Employed	0.49 [0.50]	0.53 [0.50]	0.49 [0.50]	0.47 [0.50]	0.50 [0.50]	0.53 [0.50]	0.50 [0.50]	0.51 [0.50]	0.52 [0.50]
Employment Sector: Manufacturing	0.07 [0.26]	0.07 [0.26]	0.10 [0.30]	0.07 [0.26]	0.05 [0.21]	0.09 [0.28]	0.06 [0.23]	0.08 [0.27]	0.08 [0.27]
Employment Sector: Services	0.38 [0.49]	0.42 [0.49]	0.36 [0.48]	0.37 [0.48]	0.40 [0.49]	0.39 [0.49]	0.41 [0.49]	0.39 [0.49]	0.40 [0.49]
Student?	0.06 [0.24]	0.02 [0.15]	0.04 [0.21]	0.05 [0.21]	0.05 [0.22]	0.02 [0.16]	0.04 [0.18]	0.05 [0.22]	0.03 [0.17]
Loss aversion (Scale: 1 to 5)	3.14 [1.48]	3.16 [1.48]	3.17 [1.55]	3.07 [1.51]	3.08 [1.52]	2.97 [1.49]	2.93 [1.45]	3.06 [1.52]	3.08 [1.47]
Baseline Socio-Political Attributes									
Last Presidential election: Supported Dem.	0.51 [0.50]	0.53 [0.50]	0.49 [0.50]	0.48 [0.50]	0.48 [0.50]	0.48 [0.50]	0.52 [0.50]	0.50 [0.50]	0.45 [0.50]
Last Presidential election: Supported Rep.	0.30 [0.46]	0.32 [0.47]	0.32 [0.47]	0.35 [0.48]	0.32 [0.47]	0.31 [0.46]	0.31 [0.47]	0.34 [0.47]	0.36 [0.48]
Trust in government? (Scale: 1 to 5)	2.66 [1.11]	2.69 [1.16]	2.63 [1.07]	2.80 [1.16]	2.77 [1.10]	2.59 [1.10]	2.73 [1.10]	2.61 [1.11]	2.69 [1.08]
Impact of NAFTA on family (Scale: 1 to 5)	3.30 [0.88]	3.32 [0.92]	3.28 [0.90]	3.40 [0.88]	3.33 [0.85]	3.30 [0.83]	3.28 [0.87]	3.23 [0.85]	3.33 [0.85]
Children born into better life? (Scale: 1 to 5)	3.11 [1.16]	3.16 [1.17]	3.10 [1.08]	3.25 [1.19]	3.21 [1.14]	3.17 [1.14]	3.12 [1.11]	3.07 [1.17]	3.22 [1.15]
Satisfied with health of US job market?	0.37 [0.48]	0.42 [0.49]	0.37 [0.48]	0.42 [0.49]	0.41 [0.49]	0.40 [0.49]	0.39 [0.49]	0.41 [0.49]	0.37 [0.48]
Willing to pay more for US brand?	0.61 [0.49]	0.63 [0.48]	0.63 [0.48]	0.66 [0.47]	0.65 [0.48]	0.60 [0.49]	0.64 [0.48]	0.64 [0.48]	0.64 [0.48]
Inequality in US a problem? (Scale: 1 to 4)	2.94 [1.01]	2.97 [0.98]	3.00 [0.95]	3.01 [0.92]	3.03 [0.92]	3.02 [0.94]	2.93 [0.98]	2.94 [0.97]	2.93 [0.95]
News consumption patterns									
Number of days per week (approx.)	4.94 [2.45]	4.90 [2.45]	4.88 [2.49]	5.25 [2.31]	4.99 [2.47]	4.85 [2.49]	5.05 [2.45]	5.09 [2.46]	5.10 [2.32]
Main tv source: Broadcast tv	0.25 [0.43]	0.26 [0.44]	0.24 [0.43]	0.27 [0.44]	0.24 [0.43]	0.23 [0.42]	0.27 [0.44]	0.25 [0.44]	0.25 [0.44]
Main tv source: CNN, MSNBC	0.20 [0.40]	0.19 [0.39]	0.19 [0.40]	0.20 [0.40]	0.21 [0.41]	0.22 [0.42]	0.21 [0.41]	0.19 [0.39]	0.17 [0.38]
Main tv source: Fox News	0.15 [0.36]	0.16 [0.37]	0.15 [0.36]	0.14 [0.35]	0.14 [0.35]	0.15 [0.36]	0.13 [0.34]	0.13 [0.34]	0.17 [0.38]
Location Characteristics									
Share with college and above (age>=25)	0.30 [0.10]	0.30 [0.11]	0.31 [0.11]	0.30 [0.11]	0.31 [0.11]	0.30 [0.10]	0.31 [0.11]	0.30 [0.11]	0.31 [0.11]
Autor-Dorn-Hanson measure for 2000s	2.46 [1.68]	2.46 [1.60]	2.50 [1.60]	2.63 [1.98]	2.57 [1.84]	2.55 [1.84]	2.53 [1.82]	2.64 [1.75]	2.50 [1.77]
Share of manufacturing in employment	0.16 [0.11]	0.16 [0.11]	0.16 [0.11]	0.16 [0.11]	0.17 [0.12]	0.16 [0.11]	0.16 [0.11]	0.17 [0.12]	0.16 [0.10]
Urban?	0.88 [0.33]	0.88 [0.33]	0.86 [0.35]	0.85 [0.36]	0.85 [0.36]	0.86 [0.34]	0.86 [0.35]	0.85 [0.36]	0.86 [0.35]
Survey Characteristics									
Duration to complete (secs.)	881 [853]	873 [1,106]	859 [846]	901 [672]	857 [601]	956 [949]	892 [807]	847 [621]	923 [1,959]
Treatment duration	---	26 [30]	30 [47]	31 [56]	29 [79]	41 [63]	38 [97]	31 [52]	25 [32]
Mobile device?	0.60 [0.49]	0.57 [0.50]	0.62 [0.49]	0.54 [0.50]	0.57 [0.49]	0.59 [0.49]	0.57 [0.49]	0.56 [0.50]	0.57 [0.50]

Notes: Mean values reported for each control or treatment group, with standard deviations in brackets. For respondent age, household income, and frequency of news consumpton, this is approximated by a weighted average of the midpoint values of the response option bins, using the share of respondents picking each bin as weights. For respondent years of education, an analogous weighted average is taken that assigns 6 years to "High school or less", 14 years to "Some college", 16 years to "College graduate", and 18 years to "Post graduate". The randomization-t p-value (c.f., Young 2019) for a multiple hypothesis test of the orthogonality of the above covariates with respect to the Round 3 treatment dummies is 0.509 (based on 1,000 iterations, controlling for survey-week fixed effects); we exclude from the covariate set examined in this test the survey and treatment duration variables (which mechanically differ across treatments), and the male gender and out of labor force dummies (due to collinearity with other variables).

Appendix Table 1d
Treatment Balance: Survey Round 4 (2022)

TREATMENT:	Control	Trade Hurts Jobs	Trade Helps Jobs	Trade Helps Prices	Tariff Hurts Prices	Trade Hurts Helps Jobs	Trade Helps Hurts Jobs
Biodata							
Gender: Male	0.48 [0.50]	0.46 [0.50]	0.47 [0.50]	0.49 [0.50]	0.50 [0.50]	0.49 [0.50]	0.46 [0.50]
Gender: Female	0.52 [0.50]	0.53 [0.50]	0.53 [0.50]	0.51 [0.50]	0.49 [0.50]	0.50 [0.50]	0.53 [0.50]
Age: Average (approx.)	46.02 [16.90]	46.58 [16.11]	46.88 [16.84]	47.47 [16.51]	45.66 [17.02]	46.94 [16.14]	46.04 [17.48]
Race: White	0.61 [0.49]	0.63 [0.48]	0.63 [0.48]	0.62 [0.49]	0.62 [0.49]	0.65 [0.48]	0.61 [0.49]
Race: African-American	0.12 [0.33]	0.13 [0.34]	0.11 [0.32]	0.12 [0.33]	0.11 [0.31]	0.13 [0.33]	0.14 [0.35]
Race: Hispanic	0.18 [0.38]	0.15 [0.36]	0.18 [0.39]	0.17 [0.38]	0.18 [0.39]	0.15 [0.36]	0.15 [0.36]
Born in US?	0.91 [0.29]	0.93 [0.26]	0.93 [0.25]	0.93 [0.26]	0.93 [0.26]	0.91 [0.28]	0.90 [0.29]
Socio-Economic Characteristics							
Household Income: Average $ (approx.)	56,923 [44,204]	58,259 [45,365]	61,117 [47,971]	61,637 [48,177]	58,484 [44,529]	60,407 [44,629]	58,900 [45,744]
Education: Average years (approx.)	11.55 [4.81]	11.73 [4.85]	11.71 [4.95]	11.91 [4.89]	11.93 [4.84]	11.98 [4.77]	11.68 [4.88]
Employment Status: Not in Labor Force	0.38 [0.49]	0.38 [0.48]	0.41 [0.49]	0.39 [0.49]	0.41 [0.49]	0.38 [0.49]	0.40 [0.49]
Employment Status: Unemployed	0.12 [0.32]	0.11 [0.31]	0.10 [0.30]	0.09 [0.29]	0.09 [0.29]	0.08 [0.28]	0.09 [0.29]
Employment Status: Employed	0.50 [0.50]	0.52 [0.50]	0.48 [0.50]	0.52 [0.50]	0.50 [0.50]	0.53 [0.50]	0.51 [0.50]
Employment Sector: Manufacturing	0.08 [0.27]	0.05 [0.22]	0.07 [0.25]	0.06 [0.25]	0.07 [0.25]	0.05 [0.22]	0.07 [0.26]
Employment Sector: Services	0.39 [0.49]	0.42 [0.49]	0.39 [0.49]	0.41 [0.49]	0.39 [0.49]	0.43 [0.49]	0.42 [0.49]
Student?	0.02 [0.15]	0.03 [0.16]	0.03 [0.17]	0.03 [0.16]	0.04 [0.20]	0.04 [0.20]	0.04 [0.19]
Loss aversion (Scale: 1 to 5)	3.12 [1.46]	3.13 [1.53]	2.98 [1.53]	3.01 [1.51]	3.06 [1.47]	3.04 [1.48]	3.12 [1.47]
Baseline Socio-Political Attributes							
Last Presidential election: Supported Dem.	0.43 [0.50]	0.47 [0.50]	0.47 [0.50]	0.46 [0.50]	0.45 [0.50]	0.42 [0.49]	0.41 [0.49]
Last Presidential election: Supported Rep.	0.34 [0.48]	0.31 [0.46]	0.33 [0.47]	0.36 [0.48]	0.35 [0.48]	0.39 [0.49]	0.36 [0.48]
Trust in government? (Scale: 1 to 5)	2.54 [1.12]	2.57 [1.06]	2.62 [1.08]	2.51 [1.06]	2.54 [1.06]	2.50 [1.02]	2.53 [1.01]
Impact of NAFTA on family (Scale: 1 to 5)	3.10 [0.91]	3.23 [0.90]	3.15 [0.86]	3.09 [0.88]	3.08 [0.88]	3.13 [0.89]	3.10 [0.87]
Children born into better life? (Scale: 1 to 5)	2.92 [1.18]	3.00 [1.13]	3.08 [1.09]	3.01 [1.10]	2.96 [1.12]	3.03 [1.13]	2.99 [1.09]
Satisfied with health of US job market?	0.41 [0.49]	0.45 [0.50]	0.40 [0.49]	0.43 [0.50]	0.38 [0.48]	0.41 [0.49]	0.42 [0.49]
Willing to pay more for US brand?	0.60 [0.49]	0.62 [0.48]	0.65 [0.48]	0.59 [0.49]	0.60 [0.49]	0.60 [0.49]	0.63 [0.48]
Inequality in US a problem? (Scale: 1 to 4)	2.99 [0.93]	3.02 [0.92]	3.03 [0.95]	3.04 [0.89]	3.07 [0.95]	2.92 [0.93]	2.91 [0.95]
Inflation in US a problem? (Scale: 1 to 4)	3.40 [0.82]	3.45 [0.78]	3.41 [0.80]	3.38 [0.79]	3.47 [0.78]	3.42 [0.79]	3.43 [0.76]
News consumption patterns							
Number of days per week (approx.)	4.86 [2.51]	4.90 [2.52]	5.03 [2.48]	5.10 [2.47]	4.92 [2.54]	4.92 [2.51]	4.90 [2.46]
Main tv source: Broadcast tv	0.24 [0.43]	0.27 [0.44]	0.25 [0.43]	0.27 [0.45]	0.28 [0.45]	0.26 [0.44]	0.26 [0.44]
Main tv source: CNN, MSNBC	0.15 [0.36]	0.15 [0.36]	0.19 [0.40]	0.15 [0.36]	0.16 [0.37]	0.15 [0.35]	0.15 [0.36]
Main tv source: Fox News	0.16 [0.37]	0.16 [0.37]	0.15 [0.36]	0.18 [0.38]	0.15 [0.35]	0.17 [0.38]	0.15 [0.36]
Location Characteristics							
Share with college and above (age>=25)	0.30 [0.10]	0.30 [0.10]	0.29 [0.10]	0.31 [0.11]	0.30 [0.11]	0.30 [0.11]	0.31 [0.11]
Autor-Dorn-Hanson measure for 2000s	2.63 [2.03]	2.45 [1.72]	2.49 [1.78]	2.74 [1.89]	2.61 [2.11]	2.46 [1.79]	2.72 [2.13]
Share of manufacturing in employment	0.16 [0.11]	0.16 [0.10]	0.15 [0.10]	0.17 [0.11]	0.16 [0.11]	0.17 [0.11]	0.17 [0.11]
Urban?	0.86 [0.35]	0.85 [0.35]	0.83 [0.38]	0.86 [0.35]	0.85 [0.36]	0.85 [0.35]	0.87 [0.33]
Survey Characteristics							
Duration to complete (secs.)	892 [957]	862 [674]	885 [644]	938 [889]	857 [618]	836 [590]	944 [1,246]
Treatment duration	---	29 [53]	29 [49]	30 [63]	26 [27]	36 [40]	37 [56]
Mobile device?	0.57 [0.50]	0.49 [0.50]	0.43 [0.50]	0.51 [0.50]	0.45 [0.50]	0.51 [0.50]	0.51 [0.50]

Notes: Mean values reported for each control or treatment group (across Appendix Tables 1d and 1e for Round 4), with standard deviations in brackets. For respondent age, household income, and frequency of news consumpton, this is approximated by a weighted average of the midpoint values of the response option bins, using the share of respondents picking each bin as weights. For respondent years of education, an analogous weighted average is taken that assigns 6 years to "High school or less", 14 years to "Some college", 16 years to "College graduate", and 18 years to "Post graduate".The randomization-t p-value (c.f., Young 2019) for a multiple hypothesis test of the orthogonality of the above covariates with respect to the Round 4 treatment dummies is 0.438 (based on 1,000 iterations, controlling for survey-week fixed effects); we exclude from the covariate set examined in this test the survey and treatment duration variables (which mechanically differ across treatments), and the male gender and out of labor force dummies (due to collinearity with other variables).

Appendix Table 1e
Treatment Balance: Survey Round 4 (2022)

TREATMENT:	Trade Hurts Jobs sans China	Trade Helps Jobs sans China	Trade Helps Prices sans China	Trade Helps Prices sans Cheaper
Biodata				
Gender: Male	0.48 [0.50]	0.46 [0.50]	0.48 [0.50]	0.45 [0.50]
Gender: Female	0.51 [0.50]	0.53 [0.50]	0.52 [0.50]	0.54 [0.50]
Age: Average (approx.)	47.22 [16.45]	45.77 [17.13]	46.83 [16.84]	46.04 [17.00]
Race: White	0.58 [0.49]	0.60 [0.49]	0.64 [0.48]	0.62 [0.48]
Race: African-American	0.13 [0.34]	0.12 [0.32]	0.10 [0.31]	0.10 [0.30]
Race: Hispanic	0.17 [0.37]	0.18 [0.39]	0.17 [0.37]	0.19 [0.40]
Born in US?	0.92 [0.27]	0.91 [0.29]	0.91 [0.29]	0.93 [0.25]
Socio-Economic Characteristics				
Household Income: Average $ (approx.)	59,668 [48,033]	55,052 [45,223]	60,556 [45,293]	58,953 [46,291]
Education: Average years (approx.)	11.73 [4.90]	11.56 [4.87]	11.73 [4.84]	11.44 [4.95]
Employment Status: Not in Labor Force	0.38 [0.49]	0.41 [0.49]	0.40 [0.49]	0.36 [0.48]
Employment Status: Unemployed	0.12 [0.33]	0.09 [0.29]	0.09 [0.29]	0.10 [0.29]
Employment Status: Employed	0.50 [0.50]	0.50 [0.50]	0.50 [0.50]	0.54 [0.50]
Employment Sector: Manufacturing	0.09 [0.28]	0.07 [0.26]	0.07 [0.26]	0.08 [0.27]
Employment Sector: Services	0.36 [0.48]	0.38 [0.49]	0.41 [0.49]	0.42 [0.49]
Student?	0.02 [0.13]	0.04 [0.18]	0.03 [0.17]	0.03 [0.17]
Loss aversion (Scale: 1 to 5)	3.07 [1.50]	3.03 [1.47]	2.92 [1.52]	3.09 [1.55]
Baseline Socio-Political Attributes				
Last Presidential election: Supported Dem.	0.45 [0.50]	0.49 [0.50]	0.39 [0.49]	0.45 [0.50]
Last Presidential election: Supported Rep.	0.32 [0.47]	0.29 [0.46]	0.37 [0.48]	0.36 [0.48]
Trust in government? (Scale: 1 to 5)	2.53 [1.09]	2.57 [1.08]	2.53 [1.10]	2.55 [1.10]
Impact of NAFTA on family (Scale: 1 to 5)	3.07 [0.96]	3.12 [0.93]	3.06 [0.93]	3.10 [0.93]
Children born into better life? (Scale: 1 to 5)	2.83 [1.15]	2.97 [1.13]	2.94 [1.14]	2.83 [1.21]
Satisfied with health of US job market?	0.42 [0.49]	0.43 [0.50]	0.40 [0.49]	0.38 [0.49]
Willing to pay more for US brand?	0.59 [0.49]	0.60 [0.49]	0.63 [0.48]	0.63 [0.48]
Inequality in US a problem? (Scale: 1 to 4)	3.04 [0.94]	3.04 [0.93]	2.91 [1.00]	2.95 [0.96]
Inflation in US a problem? (Scale: 1 to 4)	3.40 [0.81]	3.40 [0.82]	3.45 [0.79]	3.41 [0.82]
News consumption patterns				
Number of days per week (approx.)	4.68 [2.57]	4.78 [2.56]	4.82 [2.52]	4.70 [2.54]
Main tv source: Broadcast tv	0.28 [0.45]	0.22 [0.42]	0.25 [0.43]	0.27 [0.45]
Main tv source: CNN, MSNBC	0.16 [0.36]	0.18 [0.38]	0.18 [0.38]	0.16 [0.37]
Main tv source: Fox News	0.16 [0.37]	0.17 [0.37]	0.16 [0.37]	0.16 [0.36]
Location Characteristics				
Share with college and above (age>=25)	0.30 [0.11]	0.29 [0.10]	0.30 [0.10]	0.30 [0.10]
Autor-Dorn-Hanson measure for 2000s	2.60 [1.89]	2.49 [1.80]	2.57 [2.51]	2.93 [2.47]
Share of manufacturing in employment	0.16 [0.11]	0.16 [0.12]	0.17 [0.11]	0.17 [0.11]
Urban?	0.83 [0.38]	0.85 [0.36]	0.87 [0.34]	0.85 [0.36]
Survey Characteristics				
Duration to complete (secs.)	931 [1,177]	960 [1,132]	862 [657]	883 [1,047]
Treatment duration	34 [126]	31 [90]	29 [36]	25 [34]
Mobile device?	0.66 [0.48]	0.65 [0.48]	0.52 [0.50]	0.54 [0.50]

Notes: See notes to Table 1d.

Appendix Table 2
Effect of Information Treatments on Preferences Towards Trade Policy: Full Results
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022)

Dependent Variable:	(1) First principal component OLS	(2) First principal component OLS	(3) Did information affect views? Ordered logit	(4) Impact of trade for most Americans? Ordered logit
Treatment dummies: (Omitted: Control group)				
Trade Hurts Jobs	0.211*** [0.042]	0.242*** [0.043]	0.048*** [0.015]	-0.248*** [0.016]
Trade Helps Jobs	0.049 [0.047]	0.081* [0.044]	0.030* [0.016]	-0.025* [0.015]
Trade Helps Prices	0.099** [0.040]	0.109*** [0.042]	0.028* [0.015]	-0.058*** [0.015]
Tariff Hurts Prices	0.075* [0.042]	0.099** [0.042]	0.046*** [0.016]	-0.164*** [0.016]
Most Pref., Randomization Order		-0.019*** [0.007]		
Individual Controls:				
Gender (Omitted: Male)				
Female		-0.044 [0.029]	-0.040*** [0.009]	-0.053*** [0.009]
Other		-0.200 [0.211]	0.075 [0.090]	0.028 [0.071]
Age (Omitted: 18-24)				
25-34		0.135*** [0.042]	0.008 [0.019]	-0.043*** [0.015]
35-44		0.330*** [0.047]	0.012 [0.019]	-0.081*** [0.017]
45-54		0.500*** [0.054]	-0.090*** [0.018]	-0.171*** [0.019]
55-64		0.621*** [0.060]	-0.116*** [0.020]	-0.171*** [0.020]
Above 65		0.696*** [0.064]	-0.108*** [0.021]	-0.155*** [0.021]
Race (Omitted: White)				
African-American		0.057 [0.047]	0.016 [0.018]	-0.022 [0.015]
Hispanic, Latino or Spanish Origin		0.023 [0.043]	-0.007 [0.017]	0.002 [0.013]
Asian		-0.087 [0.078]	-0.008 [0.022]	-0.028 [0.025]
Other		0.071 [0.081]	0.031 [0.029]	-0.010 [0.031]
Education: College and above?		-0.022 [0.035]	-0.005 [0.011]	0.037*** [0.011]
Household Income (Omitted: $0-$49,999)				
$50,000-$99,999		0.081** [0.033]	-0.005 [0.011]	0.003 [0.011]
$100,000-$150,000		0.114** [0.053]	0.011 [0.017]	0.054*** [0.020]
$150,000-$200,000		0.134* [0.077]	0.093** [0.037]	0.118*** [0.023]
>$200,000		0.254*** [0.088]	0.045 [0.037]	0.182*** [0.021]
Unsure		-0.164*** [0.058]	-0.033 [0.021]	-0.035 [0.022]
Employment Status (Omitted: Not in labor force)				
Not employed, looking for work		-0.013 [0.047]	0.039** [0.016]	0.002 [0.018]
Student		0.092 [0.073]	0.065* [0.035]	0.006 [0.025]
Employed, in Agriculture		0.301*** [0.084]	0.258*** [0.030]	0.163*** [0.025]
Employed, in Mining		0.354*** [0.093]	0.238*** [0.042]	0.137*** [0.028]
Employed, in Manufacturing		0.124** [0.055]	0.121*** [0.023]	0.060*** [0.022]
Employed, in Services		0.042 [0.038]	0.048*** [0.012]	0.028** [0.013]
Responded on Mobile Device?		0.170*** [0.031]	0.040*** [0.010]	0.010 [0.011]
In most recent presidential election (Omitted: Neither)				
Supported Democrat		-0.141*** [0.035]	0.093*** [0.013]	0.089*** [0.012]
Supported Republican		0.625*** [0.040]	0.084*** [0.013]	-0.002 [0.013]
Frequency following news (Omitted: < once a week)				
1-2 times a week		0.159*** [0.056]	0.056*** [0.016]	0.055*** [0.019]
3-6 times a week		0.169*** [0.050]	0.106*** [0.015]	0.083*** [0.019]
Daily		0.201*** [0.047]	0.105*** [0.014]	0.119*** [0.017]
Main News Source (Omitted: Broadcast TV news)				
CNN/BBC		-0.121*** [0.039]	0.007 [0.017]	0.037** [0.014]
Fox News		0.246*** [0.045]	-0.066*** [0.015]	-0.023 [0.016]
Local TV news station		0.010 [0.039]	-0.089*** [0.013]	-0.067*** [0.013]
News/Evening News/Other program source		-0.144*** [0.041]	-0.118*** [0.014]	-0.054*** [0.016]
Region of Birth (Omitted: New England)				
Mideast		0.136* [0.073]	0.031 [0.026]	0.013 [0.024]

Great Lakes		0.168** [0.069]	0.006 [0.023]	0.005 [0.022]
Plains		0.110 [0.078]	-0.021 [0.024]	-0.000 [0.027]
Southeast		0.096 [0.067]	0.018 [0.022]	0.017 [0.021]
Southwest		0.073 [0.077]	0.031 [0.026]	0.042* [0.023]
Rocky Mountain		-0.131 [0.103]	0.017 [0.030]	0.033 [0.035]
Far West		0.061 [0.067]	0.031 [0.026]	0.021 [0.022]
Others or Missing		-0.116 [0.185]	0.171** [0.077]	-0.056 [0.092]
Not born in US		-0.049 [0.083]	0.031 [0.026]	0.037 [0.027]
County Controls:				
Share with college education (age>=25)		-0.279 [0.172]	0.102 [0.079]	0.254*** [0.069]
Autor-Dorn-Hanson measure for 2000s		-0.003 [0.007]	0.002 [0.002]	-0.001 [0.003]
Share of manufacturing in employment		0.270* [0.158]	-0.055 [0.050]	0.068 [0.052]
Urban?		-0.019 [0.047]	-0.011 [0.016]	-0.014 [0.016]
County characteristics filled?		0.121** [0.059]	0.115*** [0.034]	0.086*** [0.030]
Round-Week Dummies: (Omitted: Rd 2, Wk 1)				
Round 2, Week 2		-0.494* [0.293]	-0.313*** [0.113]	-0.143** [0.065]
Round 2, Week 3		-0.628** [0.307]	-0.264** [0.113]	-0.090 [0.069]
Round 2, Week 4		-0.493* [0.284]	-0.283** [0.110]	-0.150** [0.064]
Round 2, Week 5		-0.605** [0.300]	-0.286** [0.117]	-0.108 [0.075]
Round 3, Week 1		-0.542 [0.387]	-0.347** [0.142]	-0.072 [0.125]
Round 3, Week 2		-0.519* [0.298]	-0.286** [0.113]	-0.118* [0.065]
Round 3, Week 3		-0.478 [0.294]	-0.278** [0.113]	-0.135** [0.065]
Round 3, Week 4		-0.551* [0.311]	-0.256* [0.131]	-0.206** [0.086]
Round 3, Week 5		-0.500 [0.387]	-0.246* [0.133]	-0.239** [0.114]
Round 4, Week 1		-0.207 [0.376]	-0.177 [0.135]	-0.195** [0.098]
Round 4, Week 2		-0.422 [0.296]	-0.281** [0.115]	-0.171*** [0.066]
Round 4, Week 3		-0.468 [0.297]	-0.311*** [0.116]	-0.152** [0.066]
Round 4, Week 4		-0.352 [0.295]	-0.272** [0.118]	-0.223*** [0.066]
Round 4, Week 5		-0.288 [0.307]	-0.326*** [0.120]	-0.156** [0.070]
Constant Term	-0.119*** [0.028]	-0.468 [0.305]	---	---
Observations	9,275	9,275	9,275	9,275
(Pseudo) R-squared	0.003	0.153	0.0488	0.0569

Notes: Based on the Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples; comprising respondents in the "Control" group who received no information treatment (the omitted category), as well as those who received the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatments. The dependent variable in Columns 1-2 is the first principal component measure (from Column 6 of Table 4) constructed to be increasing in preferences for more limits on trade; that in Column 3 is a categorical variable for degree of agreement with the statement that the information received affected one's views on trade policy (1="Strongly disagree", 5="Strongly agree"); while that in Column 4 is a categorical variable asked post-treatment on views on the impact that trade has had for most Americans (1="Extremely bad", 5="Extremely good"). Columns 1-2 report OLS estimates; while Columns 3-4 report marginal effects from ordered logit regressions, on the predicted probability that either the fourth or fifth highest ordered category is selected as the response. All marginal effects are evaluated setting the initial values of the treatment dummies to zero, while setting all other right-hand side controls at their in-sample mean values. Column 1 reports a basic specification without additional controls; while Columns 2-4 report the full set of coefficients from the Table 4, Columns 5-7 specifications respectively. Standard errors are clustered by respondent county; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 3
Robustness: Alternative Samples and Constructions of the Dependent Variable

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Trade Policy Questions:	First principal component	First principal component	First principal component	First principal component	Unweighted average	Dummy: ≥3 protectionist policies	Factor Analysis, first factor
Survey Rounds:	2	3	4	1,2,3,4	2,3,4	2,3,4	2,3,4
	OLS	OLS	OLS	OLS	OLS	OLS	OLS
Treatment dummies:							
Trade Hurts Jobs	0.176***	0.342***	0.256***	0.242***	0.050***	0.070***	0.133***
	[0.061]	[0.083]	[0.082]	[0.043]	[0.009]	[0.016]	[0.023]
Trade Helps Jobs	0.045	0.050	0.160*	0.081*	0.016*	0.020	0.044*
	[0.063]	[0.083]	[0.084]	[0.044]	[0.009]	[0.016]	[0.024]
Trade Helps Prices	0.060	0.123	0.171**	0.109***	0.021**	0.021	0.061***
	[0.061]	[0.089]	[0.081]	[0.042]	[0.009]	[0.016]	[0.023]
Tariff Hurts Prices	0.096	0.072	0.123	0.099**	0.020**	0.024	0.055**
	[0.066]	[0.081]	[0.087]	[0.042]	[0.009]	[0.015]	[0.023]
Most Pref., Randomization Order	-0.016**	-0.021*	-0.021**	-0.019***	-0.004***	-0.007***	-0.010***
	[0.008]	[0.012]	[0.009]	[0.006]	[0.001]	[0.002]	[0.003]
Last Pres. Election:	-0.165***	-0.148*	-0.101	-0.141***	-0.040***	-0.045***	-0.066***
Supported Democrat	[0.052]	[0.076]	[0.062]	[0.035]	[0.007]	[0.013]	[0.019]
Last Pres. Election:	0.606***	0.615***	0.644***	0.625***	0.125***	0.186***	0.340***
Supported Republican	[0.063]	[0.085]	[0.069]	[0.040]	[0.008]	[0.014]	[0.021]
Individual, county, week controls?	Y	Y	Y	Y	Y	Y	Y
Observations	4,059	2,257	2,959	9,275	9,275	9,275	9,275
(Pseudo) R-squared	0.165	0.168	0.163	0.153	0.151	0.114	0.152
Std dev. of dep variable	1.342	1.379	1.403	1.371	0.286	0.473	0.743

Notes: The sample in each Column is from the respective survey rounds described in the column headings; comprising respondents in the "Control" group who received no information treatment (the omitted category), as well as those who received the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatments. The dependent variable in Columns 1-3 is the first principal component measure (as in Table 4, Column 6); that in Column 4 constructs the first principal component using the expanded sample that includes Round 1 (2018-2019); that in Column 6 is an unweighted average of the five policy variables in Table 4, Columns 1-5; that in Column 7 is an indicator variable equal to 1 if the responses on at least three of these five policy questions favored more protectionism; and that in Column 8 is the first factor from a factor analysis of these five policy variables constructed with two factors; each of these measures is constructed to be increasing in preferences for more limits on trade by taking one minus the "Support More FTAs" variable. The controls included (but not reported) are as listed in the Table 3 footnotes. All columns report OLS regressions; the bottom row reports the in-sample standard deviation of the dependent variable. Standard errors are clustered by respondent county; ***, ** anc * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 4
Robustness: Exploring the "Jobs" and "Prices" Treatments Simultaneously
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022)

Trade Policy Questions:	(1) More limits on imports	(2) US tariff rate increase	(3) Support higher tariff	(4) Support more FTAs	(5) Most Pref.: More limits on Imports	(6) First principal component	(7) Did information affect views?	(8) Impact of trade for most Americans?	(9) Confidence in answer to (8)
	Logit	Logit	Logit	Logit	Logit	OLS	Ordered logit	Ordered logit	Ordered logit
Treatment dummies:									
Trade Hurts Jobs	0.090***	0.072***	0.036**	-0.038**	0.033**	0.243***	0.048***	-0.247***	-0.022
	[0.016]	[0.016]	[0.017]	[0.018]	[0.015]	[0.043]	[0.015]	[0.016]	[0.016]
Trade Helps Jobs	0.022	0.023	0.026	-0.006	0.007	0.079*	0.031*	-0.024	-0.018
	[0.018]	[0.015]	[0.018]	[0.019]	[0.015]	[0.044]	[0.016]	[0.015]	[0.016]
Trade Helps Prices	0.057***	0.029**	-0.005	-0.002	0.030**	0.109***	0.029*	-0.059***	-0.022
	[0.017]	[0.014]	[0.017]	[0.017]	[0.015]	[0.042]	[0.015]	[0.016]	[0.015]
Tariff Hurts Prices	0.039**	0.022	0.018	-0.005	0.023	0.100**	0.047***	-0.164***	-0.029*
	[0.017]	[0.015]	[0.017]	[0.017]	[0.016]	[0.043]	[0.016]	[0.016]	[0.015]
Trade Hurts Helps Jobs	0.045**	0.031**	0.034*	-0.037**	0.049***	0.169***	0.031**	-0.092***	-0.031**
	[0.019]	[0.016]	[0.019]	[0.019]	[0.016]	[0.048]	[0.016]	[0.016]	[0.016]
Trade Helps Hurts Jobs	0.083***	0.054***	0.026	-0.032*	0.025	0.199***	0.039**	-0.205***	-0.029
	[0.018]	[0.017]	[0.020]	[0.019]	[0.016]	[0.045]	[0.016]	[0.016]	[0.018]
Trade Hurts Jobs sans China	0.053*	0.080***	-0.007	-0.025	0.002	0.153**	0.057**	-0.203***	-0.034
	[0.028]	[0.027]	[0.030]	[0.027]	[0.023]	[0.070]	[0.025]	[0.026]	[0.025]
Trade Helps Jobs sans China	0.055**	0.062**	0.015	0.023	-0.005	0.123	0.020	-0.020	0.004
	[0.028]	[0.026]	[0.032]	[0.028]	[0.023]	[0.076]	[0.025]	[0.022]	[0.026]
Trade Helps Prices sans China	0.043**	0.040***	-0.009	-0.020	0.019	0.102**	0.006	-0.047***	-0.014
	[0.020]	[0.016]	[0.019]	[0.018]	[0.017]	[0.047]	[0.016]	[0.017]	[0.016]
Trade Helps Prices sans Cheaper	0.060***	0.044**	0.017	-0.012	0.020	0.140***	0.017	-0.055***	-0.007
	[0.020]	[0.017]	[0.019]	[0.019]	[0.017]	[0.048]	[0.017]	[0.017]	[0.016]
Most Pref., Randomization Order					-0.010***	-0.018***			
					[0.001]	[0.004]			
Last Pres. Election:	0.011	0.024***	-0.040***	0.124***	-0.041***	-0.112***	0.097***	0.103***	0.065***
Supported Democrat	[0.011]	[0.008]	[0.011]	[0.010]	[0.009]	[0.027]	[0.009]	[0.009]	[0.010]
Last Pres. Election:	0.190***	0.126***	0.141***	-0.032***	0.145***	0.631***	0.082***	0.010	0.070***
Supported Republican	[0.012]	[0.011]	[0.011]	[0.012]	[0.011]	[0.031]	[0.010]	[0.011]	[0.010]
Individual, county, week controls?	Y	Y	Y	Y	Y	Y	Y	Y	Y
Observations	16,102	16,102	16,102	16,102	16,102	16,102	16,072	16,072	16,072
(Pseudo) R-squared	0.0694	0.0772	0.0435	0.0677	0.0752	0.146	0.0454	0.0539	0.0316

Notes: Based on the Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples; including respondents in the "Control" and all treatment groups. The dependent variable in Columns 1-4 is an indicator equal to 1 if the respondent indicated support for the policy in a directly-posed question; that in Column 5 is an indicator equal to 1 if the respondent identified "More limits on imports" among his/her three "Most preferred" out of the list of eight policies; that in Column 6 is the first principal component constructed to be increasing in preferences for more limits on trade; that in Column 7 is a categorical variable for degree of agreement with the statement that the information received affected one's views on trade policy (1="Strongly disagree", 5="Strongly agree"); that in Column 8 is a categorical variable asked post-treatment on views on the impact that trade has had for most Americans (1="Extremely bad", 5="Extremely good"); while that in Column 9 is an ordered categorical variable asking respondents how confident they are in their assessment on the impact trade has had for most Americans (1="Not at all confident", 5="Extremely confident"). The controls included (but not reported) are as listed in the Table 3 footnotes. Columns 1-5 report marginal effects from logit regressions; while Columns 7-9 report marginal effects from ordered logit regressions, on the predicted probability that either the fourth or fifth highest ordered category is selected as the response. All marginal effects are evaluated setting the initial values of the treatment dummies to zero, while setting all other right-hand side controls at their in-sample mean values. Column 6 reports an OLS regression. Standard errors are clustered by respondent county, and computed where necessary by the delta method; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 5
Summary Statistics: End-of-Survey Recollection of Treatment Information

SURVEY:	Round 2, 2020 (N=6,009)	Round 3, 2021 (N=4,058)	Round 4, 2022 (N=6,035)
Share of respondents who said information was about jobs	0.34 [0.47]	0.36 [0.48]	0.35 [0.48]
Share of respondents who said information was about prices	0.52 [0.50]	0.49 [0.50]	0.50 [0.50]
Share of respondents who said no information received	0.14 [0.35]	0.14 [0.35]	0.14 [0.35]
Correctly identified nature of information treatment	0.47 [0.50]	0.52 [0.50]	0.47 [0.50]
Conditional on receiving a treatment about jobs, correctly identified as such	0.42 [0.49]	0.49 [0.50]	0.46 [0.50]
Conditional on receiving a treatment about prices, correctly identified as such	0.59 [0.49]	0.63 [0.48]	0.65 [0.48]
Conditional on receiving no information treatment, correctly identified as such	0.19 [0.40]	0.25 [0.43]	0.22 [0.42]

Notes: Based on the Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples.

Appendix Table 6
Robustness: Controlling for Covid Mobility and Black Lives Matter Events

	(1)	(2)	(3)
Dependent variable:	First principal component, Preference for More Limits on Trade		
Sample:	Rds 2,3,4	Rds 2,3,4	Rds 2,3,4
	OLS	OLS	OLS
Indicator: Below Median Safegraph Mobility	0.027	--	0.028
	[0.047]		[0.047]
Indicator: BLM Events	--	0.108	0.098
		[0.067]	[0.070]
Trade Hurts Jobs	0.236***	0.244***	0.238***
	[0.043]	[0.043]	[0.043]
Trade Helps Jobs	0.079*	0.082*	0.080*
	[0.044]	[0.044]	[0.044]
Trade Helps Prices	0.100**	0.110***	0.101**
	[0.042]	[0.042]	[0.043]
Tariff Hurts Prices	0.090**	0.100**	0.090**
	[0.043]	[0.043]	[0.043]
Most Pref., Randomization Order	-0.019***	-0.019***	-0.019***
	[0.006]	[0.006]	[0.006]
Last Pres. Election:	-0.149***	-0.142***	-0.150***
Supported Democrat	[0.036]	[0.035]	[0.036]
Last Pres. Election:	0.620***	0.623***	0.619***
Supported Republican	[0.040]	[0.040]	[0.040]
Individual, county, week controls?	Y	Y	Y
Observations	9,090	9,275	9,090
(Pseudo) R-squared	0.155	0.153	0.155

Notes: Based on the pooled Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples; comprising respondents in the "Control" group who received no information treatment (the omitted category), as well as those who received the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatments. The dependent variable is the first principal component measure (from Column 6 of Table 4) constructed to be increasing in preferences for more limits on trade. The controls included (but not reported) are as listed in the Table 3 footnotes. All columns report OLS regressions. The "Below Median Safegraph Mobility" indicator is equal to 1 if the survey response was recorded in a county-week that had a lower than median number of visits to key locations of interest when compared across the Round 2 sample (as a proxy for the severity of covid-related mobility restrictions); the indicator is set to 0 in Rounds 3 and 4. The "BLM events" indicator is equal to 1 if the survey response was recorded in Round 2 from a county-week that experienced at least one Black Lives Matter event; the indicator is set to 0 in Rounds 3 and 4. Standard errors are clustered by respondent county; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 7
Exploring Mechanisms: Economic Self Interest
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022; Above-Median Treatment Duration)

Dependent variable:	First principal component, Preference for More Limits on Trade					
Respondent variable (Economic self-interest, z-scored):	Employed in Manuf.	ADH 2000s China Shock Exposure	Education: Less than College	Unemployed	Household inc. <$50,000	Nafta: Bad impact on family
	(1)	(2)	(3)	(4)	(5)	(6)
Trade Hurts Jobs	0.329***	0.331***	0.331***	0.330***	0.331***	0.328***
	[0.057]	[0.057]	[0.057]	[0.057]	[0.057]	[0.057]
Trade Helps Jobs	0.052	0.052	0.052	0.051	0.051	0.055
	[0.057]	[0.057]	[0.057]	[0.057]	[0.056]	[0.056]
Trade Helps Prices	0.090*	0.091*	0.091*	0.091*	0.091*	0.093*
	[0.053]	[0.053]	[0.053]	[0.053]	[0.053]	[0.053]
Tariff Hurts Prices	0.057	0.057	0.057	0.055	0.057	0.058
	[0.058]	[0.058]	[0.058]	[0.058]	[0.058]	[0.058]
Respondent variable	0.025	-0.023	0.001	-0.013	0.073	0.037
	[0.027]	[0.024]	[0.028]	[0.026]	[0.048]	[0.027]
Trade Hurts Jobs	-0.022	0.031	0.059	0.029	0.046	0.030
× Respondent variable	[0.055]	[0.053]	[0.053]	[0.052]	[0.056]	[0.057]
Trade Helps Jobs	0.041	0.043	0.022	-0.023	0.093*	0.090*
× Respondent variable	[0.048]	[0.052]	[0.054]	[0.045]	[0.053]	[0.049]
Trade Helps Prices	0.018	-0.013	-0.078	0.004	-0.000	0.036
× Respondent variable	[0.047]	[0.044]	[0.053]	[0.056]	[0.053]	[0.053]
Tariff Hurts Prices	0.007	-0.003	0.035	-0.036	0.028	0.057
× Respondent variable	[0.049]	[0.045]	[0.060]	[0.054]	[0.055]	[0.058]
Individual, county, week, randomization order controls?	Y	Y	Y	Y	Y	Y
Observations	5,754	5,754	5,754	5,754	5,754	5,754
R-squared	0.172	0.172	0.173	0.172	0.173	0.175

Notes: Based on the Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples; comprising respondents in the "Control" group who received no information treatment (the omitted category), as well as those who received the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatments. For these latter four treatment groups, the sample is restricted to respondents who spent an above-median duration on the treatment screen. The dependent variable is the first principal component measure (from Column 6 of Table 4) constructed tc be increasing in preferences for more limits on trade. The controls included (but not reported) are as listed in the Table 3 footnotes; all columns also control for Democrat and Republican dummies for the candidate supported in the most recent presidential election, as well as the randomization order in which "More Limits on Imports" appeared in the Most Preferred policy question. All columns are OLS regressions, in which the respective respondent variable (expressed as a z-score) is interacted with each of the treatment group dummies. Standard errors are clustered by respondent county; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 8
Exploring Mechanisms: Sociotropic Concerns
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022; Above-Median Treatment Duration)

Dependent variable:	First principal component, Preference for More Limits on Trade					
Respondent variable (Sociotropic concerns, z-scored):	Inequality in the US a problem?	Inflation in the US a problem?	Trust in Government	Willing to pay more for a US brand	Dissatisfied with US job market?	Disagree children will have a better life
	(1)	(2)	(3)	(4)	(5)	(6)
Trade Hurts Jobs	0.344***	0.309***	0.330***	0.312***	0.331***	0.332***
	[0.056]	[0.113]	[0.057]	[0.054]	[0.057]	[0.057]
Trade Helps Jobs	0.067	0.165	0.052	0.025	0.062	0.058
	[0.057]	[0.112]	[0.057]	[0.054]	[0.057]	[0.057]
Trade Helps Prices	0.103*	0.177	0.089*	0.070	0.092*	0.094*
	[0.053]	[0.108]	[0.053]	[0.053]	[0.053]	[0.053]
Tariff Hurts Prices	0.078	0.114	0.058	0.039	0.059	0.061
	[0.058]	[0.117]	[0.058]	[0.054]	[0.057]	[0.058]
Respondent variable	-0.126***	0.066*	0.050**	0.317***	-0.062*	-0.056**
	[0.028]	[0.035]	[0.025]	[0.025]	[0.032]	[0.025]
Trade Hurts Jobs	-0.026	0.061	-0.066	0.039	0.074	0.077
× Respondent variable	[0.053]	[0.109]	[0.056]	[0.052]	[0.055]	[0.057]
Trade Helps Jobs	-0.042	0.081	-0.046	0.032	-0.067	0.116**
× Respondent variable	[0.062]	[0.105]	[0.052]	[0.050]	[0.053]	[0.057]
Trade Helps Prices	-0.065	-0.070	0.035	0.058	-0.013	0.019
× Respondent variable	[0.055]	[0.095]	[0.052]	[0.047]	[0.050]	[0.052]
Tariff Hurts Prices	-0.001	0.084	-0.048	0.090**	0.051	-0.012
× Respondent variable	[0.053]	[0.118]	[0.051]	[0.046]	[0.060]	[0.052]
Individual, county, week, randomization order controls?	Y	Y	Y	Y	Y	Y
Observations	5,754	2,024	5,754	5,754	5,754	5,754
R-squared	0.181	0.180	0.173	0.226	0.175	0.174

Notes: See notes to Appendix Table 7.

Appendix Table 9
Exploring Mechanisms: Behavioral, Political Identity
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022; Above-Median Treatment Duration)

Dependent variable:	First principal component, Preference for More Limits on Trade		
	Behavioral	**Identity Politics**	
Respondent variable (z-scored):	Loss Aversion: No Fees vs. Discount	Supported Republican in last Pres. Election	Supported Democrat in last Pres. Election
	(1)	(2)	(3)
Trade Hurts Jobs	0.332***	0.332***	0.331***
	[0.057]	[0.057]	[0.056]
Trade Helps Jobs	0.054	0.051	0.052
	[0.057]	[0.057]	[0.057]
Trade Helps Prices	0.094*	0.090*	0.091*
	[0.053]	[0.053]	[0.054]
Tariff Hurts Prices	0.061	0.057	0.059
	[0.058]	[0.057]	[0.058]
Respondent variable	0.024	0.274***	-0.011
	[0.034]	[0.033]	[0.033]
Trade Hurts Jobs	0.007	0.031	-0.121**
× Respondent variable	[0.061]	[0.056]	[0.052]
Trade Helps Jobs	0.036	0.123**	-0.113**
× Respondent variable	[0.062]	[0.060]	[0.053]
Trade Helps Prices	0.103*	0.086	-0.119**
× Respondent variable	[0.054]	[0.056]	[0.056]
Tariff Hurts Prices	0.023	0.119**	-0.153***
× Respondent variable	[0.054]	[0.053]	[0.052]
Individual, county, week, randomization order controls?	Y	Y	Y
Observations	5,754	5,754	5,754
R-squared	0.174	0.174	0.174

Notes: See notes to Appendix Table 7.

Appendix Table 10
Reasons for "More Limits on Imports": The importance of "Jobs" and "China"
(Pooled: Round 3, 2021; Round 4, 2022)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Dependent variable: (5=Strongly agree, 1=Strongly disagree)	Agreement Score: Reason for "More Limits on Imports" as a Most Preferred Policy									
	OLS									
Treaments in sample:	All	Control	Trade Hurts Jobs	Trade Hurts Jobs sans China	Trade Helps Jobs	Trade Helps Jobs sans China	Trade Helps Prices	Trade Helps Prices sans China	Tariff Hurts Prices	All other treatments
Reasons:										
Quality Concerns	0.182***	---	-0.113	-0.011	0.169**	0.009	0.452***	0.203**	0.338***	0.235***
	[0.024]		[0.072]	[0.085]	[0.072]	[0.076]	[0.072]	[0.079]	[0.098]	[0.039]
National Security	0.005	-0.129*	-0.375***	-0.092	0.058	-0.224**	0.118	0.035	0.221**	0.066
	[0.026]	[0.067]	[0.071]	[0.084]	[0.076]	[0.088]	[0.079]	[0.092]	[0.094]	[0.045]
Compete with Jobs	0.498***	0.308***	0.250***	0.327***	0.442***	0.297***	0.763***	0.598***	0.669***	0.526***
	[0.024]	[0.058]	[0.061]	[0.073]	[0.078]	[0.079]	[0.072]	[0.076]	[0.089]	[0.046]
Concerns about imports from China	0.551***	0.415***	0.194***	0.181**	0.662***	0.316***	0.748***	0.586***	0.845***	0.599***
	[0.024]	[0.064]	[0.068]	[0.075]	[0.072]	[0.099]	[0.074]	[0.081]	[0.094]	[0.043]
Other reasons	0.222***	0.059	-0.019	0.049	0.190***	-0.025	0.599***	0.316***	0.429***	0.191***
	[0.024]	[0.067]	[0.066]	[0.084]	[0.072]	[0.085]	[0.069]	[0.083]	[0.082]	[0.043]
Response Randomization Order	0.024***	0.056***	0.002	0.007	0.029**	0.029**	0.048***	0.000	0.027**	0.021***
	[0.004]	[0.015]	[0.011]	[0.015]	[0.013]	[0.015]	[0.013]	[0.013]	[0.014]	[0.007]
Jobs vs Quality, p-value	[0.000]	---	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]
Jobs vs Nat. Security, p-value	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]
Jobs vs Other Concerns, p-value	[0.000]	[0.001]	[0.000]	[0.000]	[0.001]	[0.000]	[0.004]	[0.000]	[0.002]	[0.000]
China vs Quality, p-value	[0.000]	---	[0.000]	[0.013]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]
China vs Nat. Security, p-value	[0.000]	[0.000]	[0.000]	[0.001]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]	[0.000]
China vs Other Concerns, p-value	[0.000]	[0.000]	[0.001]	[0.053]	[0.000]	[0.000]	[0.008]	[0.000]	[0.000]	[0.000]
Individual fixed effects?	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Observations	15,759	1,485	1,584	1,098	1,410	1,026	1,500	1,536	1,470	4,650
Number of respondents	2,676	297	264	183	235	171	250	256	245	775
R-squared	0.518	0.576	0.514	0.582	0.512	0.484	0.529	0.490	0.471	0.531

Notes: The regression sample comprises respondents in Round 3 (2021) and Round 4 (2022) who selected "More limits on imports" as a top three "Most preferred" policy out of the list of eight policies, specifically: in Column 1, pooled across the Control and all treatment groups; in Column 2, the Control group only; in Columns 3-9, the treatment groups listed in the respective column headings; and in Column 10, pooled across the remaining "Trade Hurts Helps Jobs", "Trade Helps Hurts Jobs", and "Trade Helps Prices sans Cheaper" treatment groups. The dependent variable in each column is the agreement score (on a scale of 1-5) with a given reason for selecting "More limits on imports". The omitted Reason category is "persuaded/not persuaded", except in Column 2 where "Quality concerns" is omitted ("persuaded/not persuaded" was not presented to the Control group as a response option). All columns control for individual fixed effects, as well as the reason randomization rank order. All regressions are run using OLS. The p-values reported are for tests of equality when comparing the "Compete with Jobs" and "Concerns about imports from China" coefficients against that estimated for the other listed reasons. Standard errors are clustered by respondent county; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 11
Analysis of Text Responses: Occurrence of "China" and "Jobs"
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022)

	(1)	(2)	(3)	(4)	(5)	(6)
Dependent variable:	Text response: Listed only China to limit imports from	Text response: Listed only China to limit imports from	Text response: China appears in reasons for more limits on imports	Text response: China appears in reasons for more limits on imports	Text response: Jobs appears in reasons for more limits on imports	Text response: Jobs appears in reasons for more limits on imports
	Logit	Logit	Logit	Logit	Logit	Logit
Treatments in sample:	Three pairs	All available	Three pairs	All available	Three pairs	All available
Treatment with China	0.008	-0.005	-0.005	-0.006		
	[0.023]	[0.015]	[0.054]	[0.024]		
Treatment sans China	0.023	0.008	0.027	0.018		
	[0.023]	[0.019]	[0.048]	[0.027]		
Treatment with Jobs					0.036	0.037
					[0.053]	[0.030]
Treatment with Prices					0.016	0.014
					[0.059]	[0.035]
Test for equality, p-value:	[0.496]	[0.518]	[0.260]	[0.400]	[0.569]	[0.532]
Individual, county, round controls?	Y	Y	Y	Y	Y	Y
Observations	814	1,323	559	965	644	1,034
(Pseudo) R-squared	0.217	0.200	0.136	0.103	0.112	0.087

Notes: Based on the Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples; the omitted category in each Column is the "Control" group who received no information treatment. The odd-numbered Columns include the "Trade Hurts Jobs" , "Trade Helps Jobs", and "Trade Helps Prices" treatment groups, and their "sans China" counterparts, while the even-numbered Columns include all treatment groups; only observations that gave meaningful text responses are included. The dependent variable in Columns 1-2 is an indicator variable for whether "China" was listed as a country on which the respondent supported placing more limits on imports; that in Columns 3-4 (respectively, Columns 5-6) is an indicator variable for whether "China" (respectively, "job"/"worker") appeared in the text response on other reasons for listing "More limits on imports" as a "Most Preferred" policy. The controls included (but not reported) are as listed in the Table 3 footnotes, except that round-group dummies are used in lieu of round-week dummies; we also include Democrat and Republican dummies for the candidate supported in the last presidential election. All columns report average marginal effects from logit regressions. Standard errors are clustered by respondent county, and computed where necessary by the delta method; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 12
Baseline versus "sans China" treatments
(Pooled: Round 2, 2020; Round 3, 2021; Round 4, 2022)

	(1)	(2)	(3)
Trade Policy Questions:	First principal component	Did information affect views?	Impact of trade for most Americans?
	OLS	Ordered logit	Ordered logit
Panel A: Trade Hurts Jobs			
Trade Hurts Jobs	0.239***	0.048***	-0.248***
	[0.043]	[0.016]	[0.017]
Trade Hurts Jobs sans China	0.143**	0.057**	-0.203***
	[0.071]	[0.025]	[0.026]
Test for equality, p-value:	[0.236]	[0.754]	[0.121]
Observations	4,617	4,617	4,617
(Pseudo) R-squared	0.153	0.048	0.072
Panel B: Trade Helps Jobs			
Trade Helps Jobs	0.069	0.030*	-0.029*
	[0.045]	[0.016]	[0.017]
Trade Helps Jobs sans China	0.125	0.019	-0.021
	[0.077]	[0.024]	[0.024]
Test for equality, p-value:	[0.534]	[0.715]	[0.786]
Observations	4,586	4,586	4,586
(Pseudo) R-squared	0.158	0.049	0.046
Panel C: Trade Helps Prices			
Trade Helps Prices	0.118***	0.027*	-0.064***
	[0.043]	[0.015]	[0.016]
Trade Helps Prices sans China	0.138***	0.007	-0.057***
	[0.051]	[0.017]	[0.018]
Test for equality, p-value:	[0.669]	[0.212]	[0.667]
Observations	5,386	5,386	5,386
(Pseudo) R-squared	0.142	0.050	0.052
Individual, county, week, rand. order controls?	Y	Y	Y

Notes: Based on the Round 2 (2020), Round 3 (2021), and Round 4 (2022) samples; comprising respondents in the "Control" group who received no information treatment (the omitted category), as well as those who received the treatments listed in the respective panels. The dependent variable in Column 1 is the first principal component measure (from Column 6 of Table 4) constructed to be increasing in preferences for more limits on trade; that in Column 2 is a categorical variable for degree of agreement with the statement that the information received affected one's views on trade policy (1="Strongly disagree", 5="Strongly agree"); while that in Column 3 is a categorical variable asked post-treatment on views on the impact that trade has had for most Americans (1="Extremely bad", 5="Extremely good"). The controls included (but not reported) are as listed in the Table 3 footnotes, as well as Democrat and Republican dummies for the candidate supported in the last presidential election; Column 1 further includes the randomization rank order in which "More Limits on Imports" appeared in the "Most Preferred" list of 8 policies. Column 1 reports an OLS regression. Columns 2-3 report marginal effects from ordered logit regressions, on the predicted probability that either the fourth or fifth highest ordered category is selected as the response; all marginal effects are evaluated setting the initial values of the treatment dummies to zero, while setting all other right-hand side controls at their in-sample mean values. The p-value reported in each column is for a test of equality of the cofficients/marginal effects for the respective "with China" and "sans China" treatments. Standard errors are clustered by respondent county, and computed where necessary by the delta method; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 13
Reasons for "More Limits on Imports": Comparing treatments "with" and "sans China"
(Pooled: Round 3, 2021; Round 4, 2022)

	(1)	(2)	(3)	(4)	(5)	(6)
Dependent variable: (5=Strongly agree, 1=Strongly disagree)	Agreement Score: Reason for "More Limits on Imports" as a Most Preferred Policy					
	OLS					
Treaments in sample:	Trade Hurts Jobs with/sans China		Trade Helps Jobs with/sans China		Trade Helps Prices with/sans China	
Omitted category:	Persuaded	Persuaded	Not persuaded	Not persuaded	Not persuaded	Not persuaded
Quality Concerns	-0.071	-0.011	0.102*	0.009	0.324***	0.201**
	[0.054]	[0.085]	[0.054]	[0.076]	[0.055]	[0.078]
National Security	-0.259***	-0.092	-0.060	-0.224**	0.077	0.034
	[0.054]	[0.084]	[0.057]	[0.088]	[0.060]	[0.092]
Compete with Jobs	0.282***	0.327***	0.381***	0.297***	0.674***	0.590***
	[0.045]	[0.072]	[0.056]	[0.079]	[0.051]	[0.077]
Concerns about imports from China	0.189***	0.181**	0.516***	0.316***	0.665***	0.586***
	[0.048]	[0.075]	[0.059]	[0.098]	[0.057]	[0.082]
Other reasons	0.009	0.049	0.100*	-0.025	0.455***	0.316***
	[0.051]	[0.084]	[0.055]	[0.085]	[0.054]	[0.083]
With China × Reason:						
Quality Concerns		-0.101		0.160		0.249**
		[0.113]		[0.100]		[0.103]
National Security		-0.282**		0.282**		0.087
		[0.112]		[0.118]		[0.121]
Compete with Jobs		-0.077		0.145		0.170
		[0.097]		[0.112]		[0.109]
Concerns about imports from China		0.014		0.346***		0.160
		[0.106]		[0.121]		[0.105]
Other reasons		-0.068		0.215*		0.282**
		[0.107]		[0.113]		[0.110]
Response Randomization Order	0.004	0.004	0.030***	0.029***	0.024**	0.024**
	[0.009]	[0.009]	[0.010]	[0.010]	[0.009]	[0.009]
Individual fixed effects?	Y	Y	Y	Y	Y	Y
Observations	2,682	2,682	2,436	2,436	3,036	3,036
Number of respondents	447	447	406	406	506	506
R-squared	0.543	0.545	0.502	0.505	0.505	0.507

Notes: The regression sample comprises respondents in Round 3 (2021) and Round 4 (2022) who selected "More limits on imports" as a top three "Most preferred" policy out of the list of eight policies; Columns 1-2, 3-4, 5-6 comprise respectively the "Trade Hurts Jobs", "Trade Helps Jobs", and "Trade Helps Prices" treatment groups, and their associated "sans China" counterparts. The dependent variable in each column is the agreement score (on a scale of 1-5) with a given reason for selecting "More limits on imports". "With China" is a dummy variable equal to 1 if the information treatment received contained a mention of "China", i.e., is equal to zero for the "sans China" treatments. The omitted Reason category is as listed in each column. All columns control for individual fixed effects, as well as the reason randomization rank order. All regressions are run using OLS. Standard errors are clustered by respondent county; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.

Appendix Table 14
Reasons for "More Limits on Imports": The Role of Political identity
(Pooled: Round 3, 2021; Round 4, 2022)

	(1)	(2)	(3)	(4)
Dependent variable: (5=Strongly agree, 1=Strongly disagree)	Agreement Score: Reason for "More Limits on Imports" as a Most Preferred Policy			
	OLS			
	Unrestricted by treatment duration		Above-median treatment duration	
Respondent political identity variable:	Support Republican	Support Democrat	Support Republican	Support Democrat
× Imports often of lower quality	0.040	-0.066*	0.063	-0.077
	[0.038]	[0.036]	[0.053]	[0.050]
× Potential threat to U.S. national security	0.071*	-0.069*	0.074	-0.077
	[0.040]	[0.037]	[0.054]	[0.051]
× Compete for jobs with U.S. workers	0.078**	-0.055*	0.051	-0.023
	[0.035]	[0.033]	[0.047]	[0.045]
× Concerned about imports from countries like China	0.142***	-0.106***	0.125***	-0.100**
	[0.036]	[0.036]	[0.046]	[0.044]
× Other more important concerns	-0.000	0.013	0.007	-0.015
	[0.035]	[0.033]	[0.046]	[0.042]
Response Randomization Order	0.030***	0.031***	0.030***	0.030***
	[0.006]	[0.006]	[0.007]	[0.007]
Individual fixed effects?	Y	Y	Y	Y
Treatment × Reason dummies?	N	N	Y	Y
Observations	7,449	7,449	4,971	4,971
Number of respondents	1,291	1,291	878	878
R-squared	0.525	0.524	0.521	0.520

Notes: Based on the Round 3 (2021) and Round 4 (2022) samples; comprising respondents in the "Control" group who received no information treatment (the omitted category), as well as those who received the "Trade Hurts Jobs", "Trade Helps Jobs", "Trade Helps Prices", and "Tariff Hurts Prices" treatments, and who then subsequently selected "More limits on imports" as a top three "Most preferred" policy out of the list of eight policies; Columns 3-4 restrict the treatment group observations further to respondents who spent an above-median duration on the treatment screen. The dependent variable in each column is the agreement score (on a scale of 1-5) with a given reason for selecting "More limits on imports". The omitted Reason category is "Persuaded" (for respondents in the "Trade Hurts Jobs" treatment group) or "Not Persuaded" (for respondents in the other treatment groups). All columns control for individual fixed effects and treatment-by-reason dummies. All columns are OLS regressions, in which the respective respondent political identity variable (expressed as a z-score) is interacted with each of the treatment group dummies. Standard errors are clustered by respondent county; ***, ** and * denote significance at the 1%, 5% and 10% levels respectively.