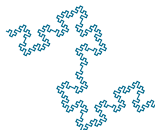


Does the Study Abroad Experience Affect Attitudes Towards other Nationalities?

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STEREOTYPES ACROSS EUROPE

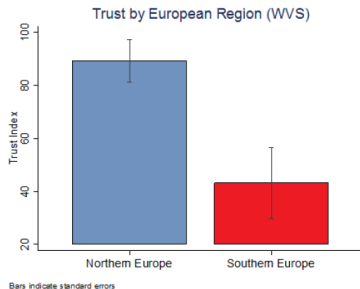
Stereotyping in Europe						
Who Is Trustworthy, Arrogant and Compassionate						
<i>EU nation most likely to be named...</i>						
<u>Views in:</u>	Most Trustworthy	Least Trustworthy	Most Arrogant	Least Arrogant	Most Compassionate	Least Compassionate
Britain	Germany	France	France	Britain	Britain	Germany
France	Germany	Greece	France	France	France	Britain
Germany	Germany	Greece/Italy	France	Germany	Germany	Britain
Italy	Germany	Italy	Germany	Spain	Italy	Germany
Spain	Germany	Italy	Germany	Spain	Spain	Germany
Greece	Greece	Germany	Germany	Greece	Greece	Germany
Poland	Germany	Germany	Germany	Poland	Poland	Germany
Czech Rep.	Germany	Greece	Germany	Slovakia	Czech Rep.	Germany

PEW RESEARCH CENTER Q44a-Q46b.

Source: Pew Research Centre, May 2013

INTERPERSONAL TRUST BY EUROPEAN REGION

- ▶ WVS Q: Generally speaking, would you say that most people can be trusted or that you need to be very careful in dealing with people?



- ▶ Do people learn about these differences with international experience?

RESEARCH QUESTION

Does international experience affect individual preferences towards foreigners and stereotypes about other nationalities?

- ▶ **Learning about differences across nationalities?**
 - ▶ Start to discriminate more/better across foreigners
 - ▶ Channel based on beliefs
- ▶ **Role of identity?**
 - ▶ Channel based on preferences
 - ▶ Change in identity
 - ▶ My nation → "European citizen" → "World citizen"
 - ▶ Stop distinguishing between same nationality and foreigners
 - ▶ Increased salience of national identity
 - ▶ Increased in-group bias (same nationality vs. foreigners)

ERASMUS - "BECOMING A EUROPEAN CITIZEN"?

EU: Student mobility programmes (Erasmus Programme)

- ▶ Almost 3 million students have participated since 1987
- ▶ Currently about 250,000 students/year
- ▶ *"the perfect example of a European success story"*
- ▶ *"changing lives, opening minds"*
- ▶ *"...their experiences give students a better sense of what it means to be a European citizen."* (European Commission)

BUT lack of evaluation

- ▶ Main problem: effect of the program vs. selection effect

RELATED LITERATURE

Identity and group membership

- ▶ Tajfel et. al (1971), Akerlof & Kranton (2000), Charness, Rigotti & Rustichini (2007), Chen & Li (2009)

Variation in informal institutions

- ▶ Henrich et al. (2001), Henrich et. al (2006), Herrmann et. al (2008), Tabellini (2010); **Trust**: Holm & Danielson (2005), Buchan et al. (2006), Willinger et al. (2003)

Experimental methodology to study inter-group interactions, discrimination and stereotypes

- ▶ Fershtman & Gneezy (2001), Bernhard et al. (2006), Goette, Huffman & Meier (2006), Tanaka & Camerer (2010); **EU nationalities**: Bornhorst et al. (2010)

Stability of group identity, preferences and discrimination

- ▶ Can change as a response to a big shock - war experience (Voors et al., 2012; Bauer et al., 2013)

⇒ **Can preferences towards other groups change just because of higher exposure to these groups?**

- ▶ Beaman et al (2012), Clingingsmith et al. (2009), Van Laar et al. (2005)

Methodology

METHODOLOGY

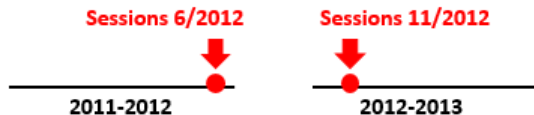
Experiment on a specific subject pool that differs in the degree of international experience

- ▶ **Erasmus program participation as the source of variation in international experience**
 - ▶ Problem of self-selection and selection
 - ▶ Students who are just about to leave for Erasmus as a control group for students who have just returned from Erasmus
- ▶ **2 games: trust game, triple dictator games,**
 - ▶ Partners of the same nationality vs. foreigners
 - ▶ Fershtman & Gneezy (2001), Bauer & Lively (in progress)
 - ▶ "business-like vs. handout interaction "
 - ▶ statistical vs. taste-based discrimination

RECRUIT "BEFORE / AFTER ERASMUS" STUDENTS

Outgoing Erasmus student at Charles University in Prague

- ▶ Database of all outgoing students for 2 consecutive years
- ▶ Academic year 2011-2012 (1009 students)
 - ▶ "After Erasmus" students in 6/2012 and 11/2012 sessions
- ▶ Academic year 2012-2013 (923 students)
 - ▶ "Before Erasmus" students in 6/2012 sessions



- ▶ Invited by e-mail, personal link, register through a web interface (no mention about Erasmus)

ASSUMPTIONS

- ▶ **Students going on Erasmus in 2011-12 and 2012-13 have the same underlying preferences & stereotypes**
 - ▶ No difference in Erasmus selection processes
 - ▶ (Pre-Erasmus) summary statistics not different
- ▶ **Selection into experiment is not an issue**
 - ▶ No difference in the recruitment process
 - ▶ Response rates similar (came/invited, slots filled/slots available)
 - ▶ Summary statistics not different except for age
- ▶ **No differences in preferences in June/2012 vs. November/2012**
 - ▶ Some After Erasmus students already in June, check that

SAMPLE

- ▶ 75 Czech students "Before Erasmus"
- ▶ 124 Czech students "After Erasmus"
- ▶ 2 HELP samples
 - ▶ Ensure nationality variation during sessions
 - ▶ 164 foreigners (47 "North", 81 "South", 36 "East")
 - ▶ Look on the selection into Erasmus
 - ▶ 53 Czech (and Slovak) students "Never Erasmus"

SAMPLE CHARACTERISTICS

			Total	Nationality group			Foreign
				CZ Before Erasmus	CZ After Erasmus	CZ Never Erasmus	
Gender	Female	%	52,9	61,3	56,5	35,8	51,8
Age	Mean		23,0	22,6	23,9	22,7	22,5
	Standard Deviation		2,04	1,54	1,59	2,62	2,10
Field of study	Business, Economics or Law	%	24,8	17,3	21,8	35,8	26,8
	Humanities, Social Sciences or Education	%	29,8	32,0	30,7	22,6	30,5
	Math, Physics, Natural Sciences or Technical	%	14,9	16,0	21,0	11,3	11,0
	Medicine	%	12,5	14,7	9,7	15,1	12,8
	Arts, Philosophy or Languages	%	18,0	20,0	16,9	15,1	18,9
Host Country	North	%	66,0	65,3	66,1	0,0	75,0
	South	%	27,1	29,3	25,8	0,0	25,0
	New EU	%	6,9	5,4	8,1	0,0	0,0
	Valid N	N	203	75	124	0	4
Participants	Total	N	416	75	124	53	164

RECRUITMENT SUCCESS

- ▶ All Charles University outgoing Erasmus students vs. our sample

			Database 2012/13		Database 2011/12	
			All contacts	Experiment participants	All contacts	Experiment participants
Gender	Female	%	69,6	61,3	69,9	56,9
Level of study	BA	%	38,1	50	28,1	32,5
	MA	%	59,4	50	69	65,5
Field of study	Business, Economics or Law	%	14,3	16,2	16,1	17,3
	Humanities, Arts, Social Sciences	%	52,7	54,1	48,2	52
	Math, Physics, Natural Sciences	%	13,7	17,6	12	16
	Medicine	%	19,4	14,7	23,8	14,7
Host Contry	North	%	64,4	65,3	60,9	65,1
	South	%	30,2	32	32,7	26,7
	New EU	%	5,4	2,3	6,4	7,8
Total		N	923	75	1009	118

EXPERIMENTAL DESIGN - GAMES

Person A ("sender") or Person B ("receiver")

- ▶ Decisions for 16 different profiles of potential partners
- ▶ Both roles in a random order

Trust Game

- ▶ **Person A:** endowment of 100 points; **Person B:** 0 points
- ▶ **Person A:** transfer 0, 20, 40, 60, 80, or 100 points to person B; the points sent are tripled
- ▶ **Person B:** can send any amount back (strategy method for A sending 20, 40, 60, 80, and 100 points)
- ▶ First and second-order beliefs elicited

(Triple) Dictator Game

- ▶ without the 2nd stage, Person B is passive recipient

VARIATIONS/TREATMENTS

"Differences-in-Differences Design:"

- ▶ **Erasmus status of Czech students:**
 - ▶ "Before Erasmus", "After Erasmus" (+ "Never Erasmus")
 - ▶ *Between-subject design*
- ▶ **Interacting with Czechs vs. interacting with foreigners**
 - ▶ Foreigners: different nationalities -"North" vs. "South" vs. "East" (New EU Member States, Eastern Europe, Other)
 - ▶ *Within-subject design*: Several repetitions of each game, partners' profiles changing (no feedback)

INFORMATION ABOUT PARTNER'S IDENTITY

Salience vs. experimenter demand effect

▶ Profiles - different aspects of identity

- ▶ Nationality
- ▶ Gender
- ▶ Age
- ▶ Field of study (5 categories)
 - ▶ Business, Economics or Law
 - ▶ Humanities, Social Sciences or Education
 - ▶ Math, Physics, Natural or Technical Sciences
 - ▶ Medicine
 - ▶ Arts, Philosophy or Languages
- ▶ (Religion and race - not relevant in the Czech Republic)

▶ Hypothetical profiles added

- ▶ 16 different partners in each game; 12 real, 4 hypothetical
- ▶ No deception

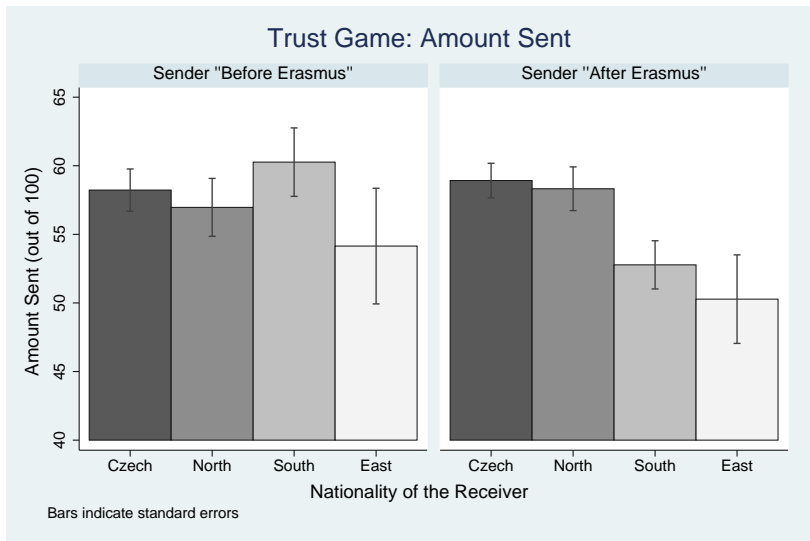
CLASSIFICATION OF COUNTRIES

"North"	"South"	"East"
Austria	France	Bulgaria
Belgium	Greece	Georgia
UK	Italy	Hungaria
Netherlands	Portugal	Lithuania
Germany	Spain	Macedonia
Ireland		Russia
USA		Slovenia
		Turkey
		Ukraine
		Vietnam
		Other

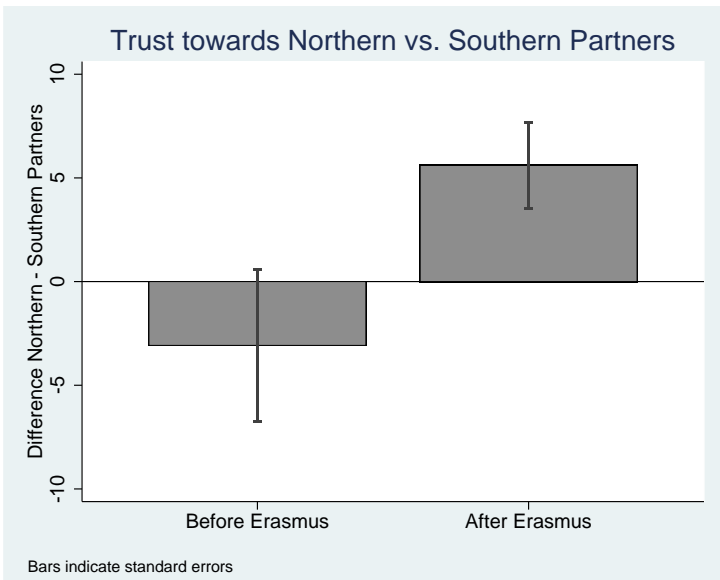
Results - Learning about differences among nationalities

Channel based on beliefs

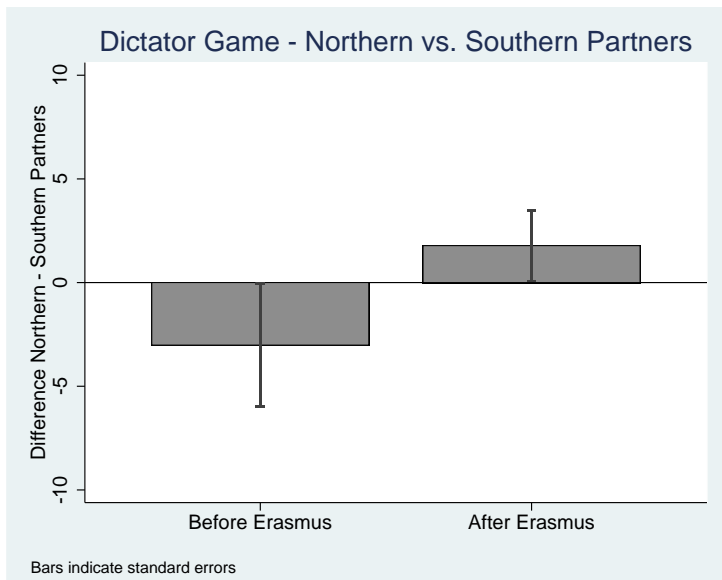
BEHAVIOR IN THE TRUST GAME



TRUST - DIFFERENTIATING BETWEEN PARTNERS?

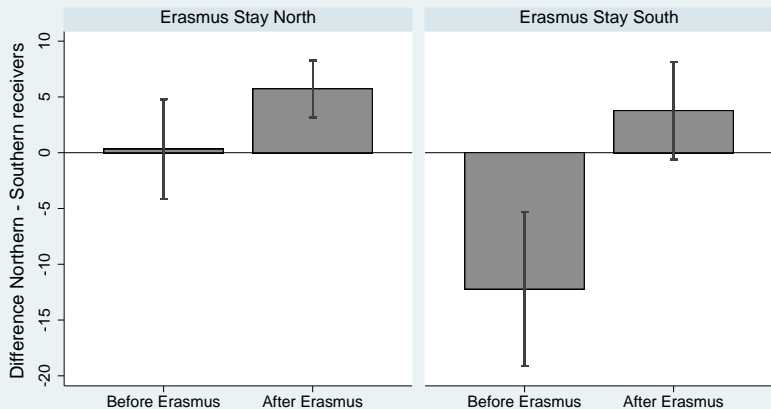


DG: NOT DRIVEN BY OTHER PREFERENCES



GOING NORTH OR GOING SOUTH

Trust towards Northern vs. Southern Partners by region of the Erasmus stay



Bars indicate standard errors

RESULTS - LEARNING ABOUT DIFFERENCES ACROSS COUNTRIES

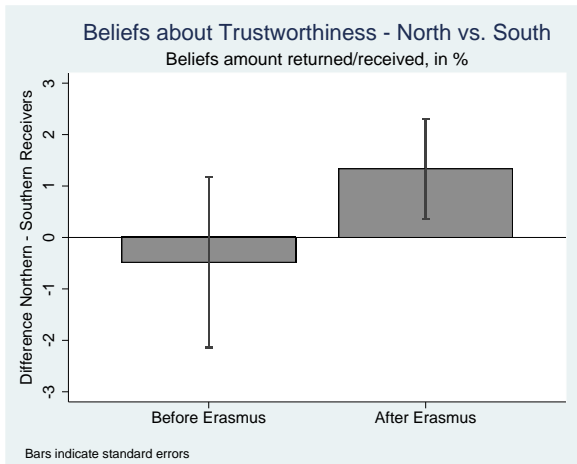
- ▶ Students with Erasmus experience start to differentiate between partners in the Trust game, sending less to partners from Southern Europe, relative to Northern partners
 - ▶ Holds when controlling for gender, age, field of study

▶ Estimation

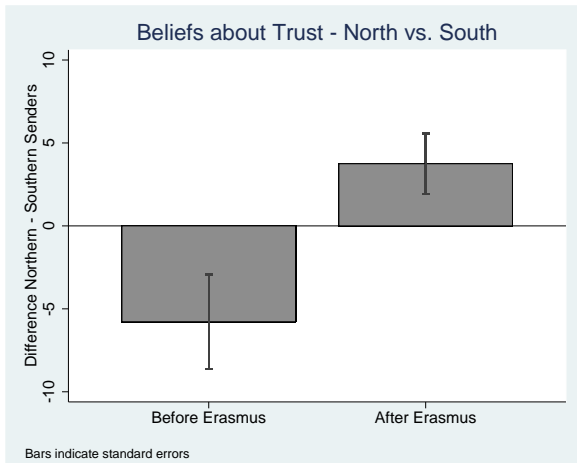
- ▶ Driven by learning about differences in values and behaviors
 - ▶ Becomes consistent with regional variation in trust
 - ▶ Cannot be explained by a change in social preferences (DG)
 - ▶ Beliefs about Southern partners change as well

▶ Beliefs

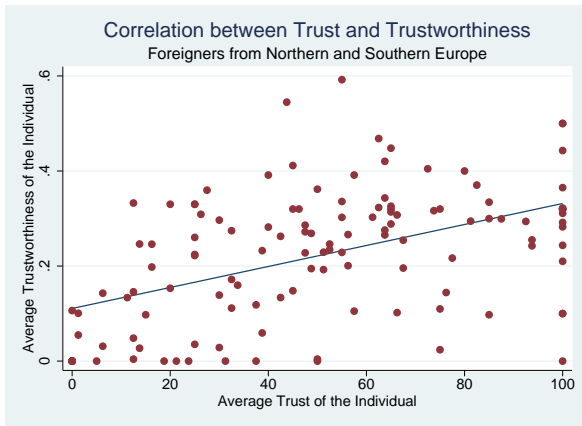
DRIVEN BY CHANGES IN BELIEFS

[▶ Back](#)

DRIVEN BY CHANGES IN BELIEFS

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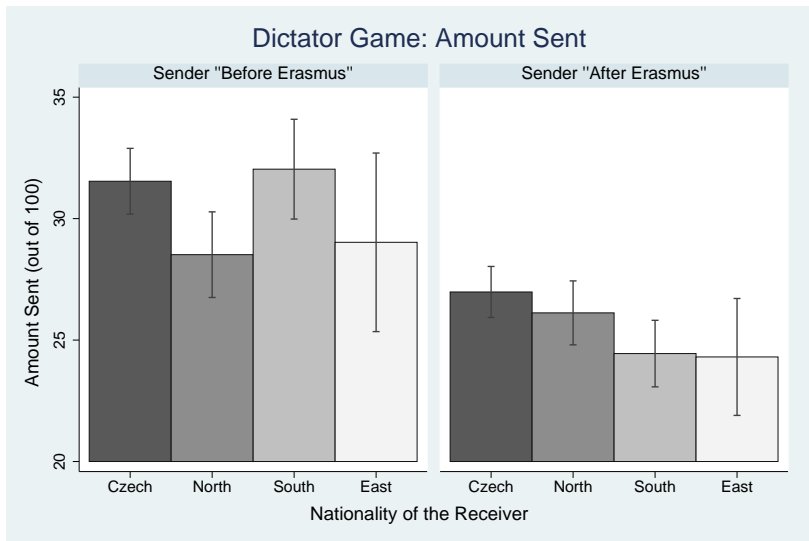
TRUST AND TRUSTWORTHINESS ARE RELATED

[▶ Back](#)

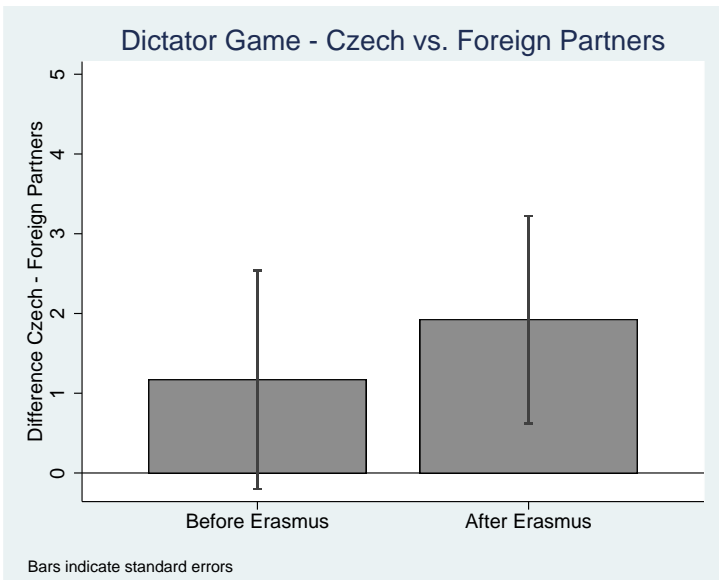
Results - The Role of Identity

Channel based on preferences

BEHAVIOR IN THE (TRIPLE) DICTATOR GAME



IN-GROUP BIAS?



IDENTITY STORY BASED ON SELECTION?

Results from the Questionnaire (WVS questions):

- ▶ Do you see yourself as part of the EU?

	Part of the EU
CZ Never Erasmus	58,5%
CZ Before Erasmus	
CZ After Erasmus	83,1%
Diff. After - Never	24,6% (***)
Diff. After - Before	

IDENTITY STORY BASED ON SELECTION?

Results from the Questionnaire (WVS questions):

- ▶ Do you see yourself as part of the EU?

	Part of the EU
CZ Never Erasmus	58,5%
CZ Before Erasmus	80,0%
CZ After Erasmus	83,1%
Diff. After - Never	24,6% (***)
Diff. After - Before	3,1%

- ▶ **Distinguish effect of the program from selection!**

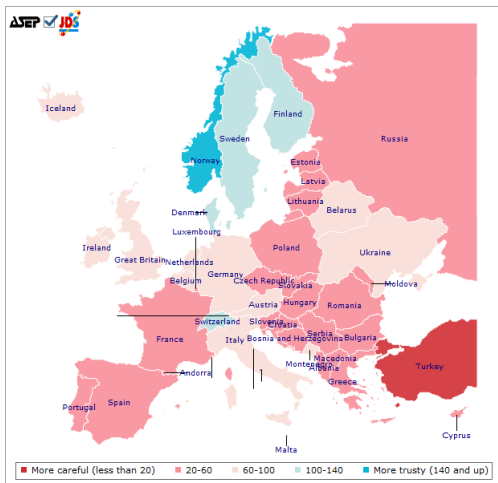
CONCLUSION

- ▶ **Economic experiment on a specific subject pool to identify the effect of international experience**
- ▶ **International experience changes attitudes towards other nationalities**
- ▶ **Not a "Becoming a European citizen" story**
 - ▶ No general in-group bias before or after Erasmus
 - ▶ In questionnaires: difference between those before Erasmus and those who do not go
 - ▶ A story based purely on selection?
- ▶ **Learning about differences across nationalities**
 - ▶ Start to discriminate between partners from Northern and Southern Europe in the Trust game
 - ▶ Seems to be due to learning about the variation in trust behavior across Europe

Thank you!

Appendix

MAP OF TRUST ACROSS EUROPE



Source: ASEP/JDS

Additional Results and Robustness checks

DISCRIMINATION BETWEEN NATIONALITIES

By the region of origin of the partner:

$$\begin{aligned} \text{AmountSent}_{i,j}^k &= \alpha + X'_{i,j}\beta + Y'_{i,j}\gamma + \delta_1 \text{AfterErasmus}_{i,j} \\ &\quad + \theta_1 \text{RecipientNorth}_{i,j} + \theta_2 \text{RecipientSouth}_{i,j} \\ &\quad + \theta_3 \text{RecipientEast}_{i,j} \\ &\quad + \lambda_1 \text{RecipientNorth}_{i,j} * \text{AfterErasmus}_{i,j} \\ &\quad + \lambda_2 \text{RecipientSouth}_{i,j} * \text{AfterErasmus}_{i,j} \\ &\quad + \lambda_3 \text{RecipientEast}_{i,j} * \text{AfterErasmus}_{i,j} + \varepsilon_{i,j} \end{aligned} \quad (1)$$

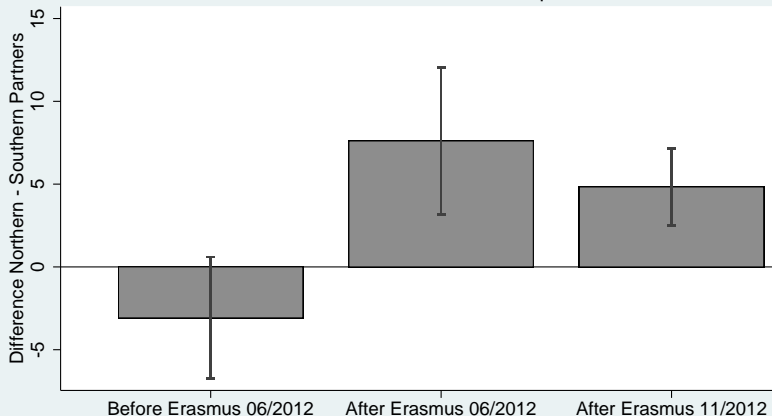
Sender i; Receiver j; k ∈ {DG, TG}

X_{i,j}; Y_{i,j} – gender, age and study major of i and j, respectively

ε_{i,j} clustered on the sender level

DRIVEN BY TIME EFFECT? JUNE VS. NOVEMBER?

Trust towards Northern vs. Southern Partners
Robustness Check - Time of the Experiment



Bars indicate standard errors

BEHAVIOR OF FOREIGNERS

"North" vs. "South" vs. "East"

- ▶ Mostly Erasmus students in Prague (representativeness?)

Trust Game:

- ▶ **Senders from North** send less to partners from the South (than to North or Czech)
 - ▶ Pattern similar to Czechs After Erasmus
- ▶ **Senders from South and East** are less trusting (once we control for DG)
 - ▶ Corresponds to the map of trust across Europe

▶ Back

IN-GROUP BIAS - DICTATOR GAME? II.

