

Appendix B. Supplementary Online Appendix

Locus of Control and Job Search Strategies

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This supplementary appendix contains additional information to the following chapters in the paper:

- Chapter 3.1: In addition to Table 2 in the paper, Table B.1 contains a more extensive set of descriptives.
- Chapter 3.2: Figure B.1 shows the distribution of the reservation wage and the search intensity.
- Chapter 4.1: Table B.2 contains the full estimation results corresponding to Table 4 in the paper.
- Chapter 4.2.1: Tables B.3 and B.4 contain the full estimation results corresponding to Table 5 in the paper.
- Chapter 4.2.2: Table B.5 contains the propensity score estimation results mentioned in Figure 3 and Table 6.
- Chapter 4.2.3: Tables B.6 to B.13 contain the results from the robustness analysis.

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Table B.1: Selected Descriptive Statistics by Locus of Control

Variable	LOC Indicator 1 ^(a)		t-test p-value
	External	Internal	
N	4003	3836	
<i>Socio-Demographic Variables</i>			
West Germany	0.68	0.68	0.73
Female	0.53	0.48	0.00
German citizenship	0.94	0.96	0.00
Age	36.86	34.41	0.00
Married (or cohabiting)	0.42	0.38	0.00
One child	0.19	0.18	0.24
Two (or more) children	0.14	0.14	0.75
School Leaving Degree			
None, special needs, other	0.03	0.02	0.00
Lower secondary school	0.33	0.25	0.00
Middle secondary school	0.42	0.44	0.32
Specialized upper secondary school	0.21	0.29	0.00
Higher Education			
None	0.11	0.08	0.00
Internal or external professional training, others	0.73	0.70	0.00
Technical college or university degree	0.16	0.23	0.00
<i>Employment History</i>			
Months in Unemployment (div. by age-18)	0.87	0.68	0.00
Months in Employment (div. by age-18)	8.27	8.21	0.68
Unemployment Benefit Recipient (yes)	0.79	0.80	0.83
Level of Unemployment Benefit in €/month (missings=0)	506.52	549.75	0.00
Employment status before Unemployment			
Employed	0.67	0.64	0.01
Subsidized employment	0.07	0.06	0.06
School, apprentice, military, etc.	0.12	0.18	0.00
Maternity leave	0.05	0.05	0.14
Other	0.09	0.06	0.00
Months in regular employment in Year $t - x$ Before Unemployment			
t-1	7.42	7.49	0.56
t-2	7.10	7.49	0.00
t-3	6.62	6.99	0.00
Ln(Wage) in Euro in Year $t - x$ Before Unemployment			
t-1	3.05	3.03	0.61
t-2	2.83	2.91	0.04
t-3	2.59	2.69	0.01
Expected job separation rate	0.14	0.12	0.00
Missing	0.07	0.07	0.64
Expected exit rate to employment	2.25	2.16	0.19
Missing	0.33	0.40	0.00
Previous sector of employment			
Agriculture	0.03	0.02	0.07
Manufacturing	0.31	0.26	0.00
Technical occupations	0.03	0.04	0.03
Services	0.60	0.65	0.00
Others	0.03	0.03	0.42
<i>Other Personality Traits and Intergenerational Transmission</i>			
Big-5 (7 = completely applies, 1 = does not apply) ^(b)			
Openness	4.97	5.06	0.00
Conscientiousness	6.14	6.38	0.00
Extraversion	4.94	5.40	0.00
Neuroticism	4.11	3.42	0.00
Intergenerational: Father has A-Level qualifications?			
Not known	0.06	0.06	0.15
Yes	0.13	0.16	0.00
No	0.80	0.78	0.03
Intergenerational: Father in employment when interviewee was 15 years old?			

Table to be continued.

Table continued.

Variable	LOC Indicator 1		t-test
	External	Internal	p-value
Not known or already dead	0.11	0.10	0.08
Yes	0.83	0.85	0.02
No	0.06	0.05	0.14
<i>Other Variables</i>			
Available Means of communication:			
Landline Phone	0.85	0.86	0.27
Mobile	0.92	0.94	0.00
Computer	0.82	0.88	0.00
Printer	0.74	0.80	0.00
Internet	0.73	0.78	0.00
Email	0.69	0.77	0.00
Regional Unemployment Rate:			
below 5%	0.17	0.15	0.12
5-10%	0.44	0.44	0.39
10-15%	0.27	0.29	0.07
15+%	0.13	0.12	0.05

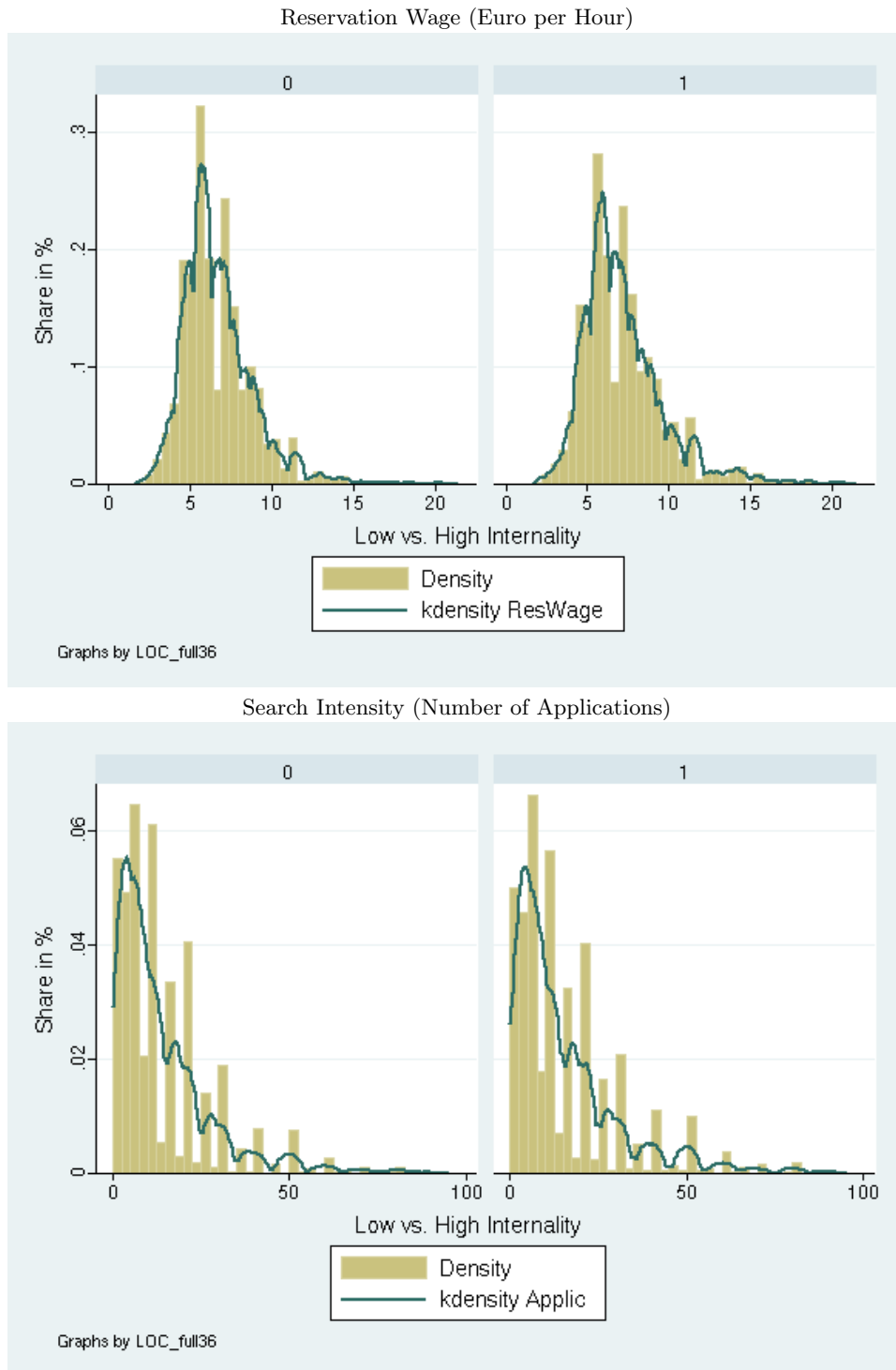
Source: *IZA Evaluation Data Set*, own calculations.

Note: All numbers are shares unless stated otherwise; p -value refers to a two-sided t -test of mean equality between both groups. Descriptive statistics for all variables are available on request from the authors.

^(a) See Table 1 for a definition of the LOC indicator.

^(b) The fifth BIG-5 item “agreeableness” is not observed for all of the individuals.

Figure B.1: Distribution of Reservation Wages and Number of Applications by Locus of Control



Source: *IZA Evaluation Dataset*, own calculations.

People with internal (external) locus of control based based on LOC Indicator 1 are depicted on the right (left) hand side.

Table B.2: Probit Estimation Results: Probability of Finding a Job is Very High (Marginal Effects)

	(1)	(2)	(3)
Number of own Applications	-.002*** (0.0004)	-.002*** (0.0005)	-.002*** (0.0007)
Number of Own Applications x LOC Indicator 1 ^(a)	0.002*** (0.0005)	0.002*** (0.0006)	
Number of Own Applications x LOC Indicator 2 ^(a)			0.003*** (0.0009)
LOC Full Index (Standardized) ^(b)	0.049*** (0.008)		
LOC Indicator 1 ^(a)		0.083*** (0.016)	
LOC Indicator 2 ^(a)			0.113*** (0.024)
Log(Reservation wage)	0.089*** (0.024)	0.091*** (0.024)	0.107*** (0.036)
<i>Socio-Demographic Variables</i>			
West Germany	-.002 (0.025)	-.001 (0.025)	-.028 (0.036)
Female	-.079*** (0.015)	-.080*** (0.015)	-.089*** (0.022)
German citizenship	-.030 (0.034)	-.026 (0.034)	-.028 (0.05)
Married (or cohabiting)	-.052*** (0.016)	-.052*** (0.016)	-.084*** (0.023)
Children (Ref.: No children)			
One child	0.005 (0.018)	0.005 (0.018)	0.023 (0.026)
Two (or more) children	-.034 (0.021)	-.034 (0.021)	-.040 (0.032)
Age			
17-24 years			
25-34 years	0.028 (0.021)	0.028 (0.021)	0.052* (0.032)
35-44 years	-.031 (0.022)	-.033 (0.022)	-.019 (0.034)
45-55 years	-.150*** (0.023)	-.154*** (0.023)	-.107*** (0.034)
School leaving degree			
None, special needs, other (Ref.)			
Lower secondary school	0.022 (0.041)	0.022 (0.041)	0.062 (0.062)
Middle secondary school	0.034 (0.042)	0.035 (0.042)	0.063 (0.063)
Specialized upper secondary school	0.054 (0.044)	0.054 (0.044)	0.071 (0.066)
Higher Education			
None (Ref.)			
Int. or ext. prof. training, others	-.007 (0.023)	-.005 (0.023)	-.011 (0.035)
Technical college or university degree	0.006 (0.029)	0.008 (0.029)	-.015 (0.044)
<i>Employment History</i>			
Months in unemployment (div. by age-18)	-.022*** (0.005)	-.022*** (0.005)	-.022*** (0.008)
Months in employment (div. by age-18)	0.002* (0.001)	0.002* (0.001)	0.003 (0.002)
Unemployment Benefit Recipient (yes)	-.012 (0.033)	-.011 (0.033)	-.036 (0.048)
Level of UB in Euro/month	0.003 (0.005)	0.003 (0.005)	0.005 (0.007)

Table to be continued.

Table continued.

	(1)	(2)	(3)
Employment status before Unemployment			
Employed			
School, apprentice, military, etc.	0.033 (0.025)	0.032 (0.025)	0.046 (0.038)
Maternity leave	-.136*** (0.035)	-.135*** (0.035)	-.132** (0.055)
Other	-.057** (0.025)	-.057** (0.025)	-.047 (0.037)
Seeking self-employment	0.008 (0.026)	0.01 (0.026)	0.025 (0.038)
Months in employment in Year t-x			
t-1	-.005* (0.003)	-.005* (0.003)	-.0001 (0.004)
t-2	0.001 (0.002)	0.001 (0.002)	-.001 (0.004)
t-3	-.008*** (0.002)	-.008*** (0.002)	-.013*** (0.003)
Ln(Wage) in Euro in Year t-x before Unemployment			
t-1	0.022*** (0.007)	0.022*** (0.007)	0.002 (0.011)
t-2	0.022*** (0.007)	0.022*** (0.007)	0.034*** (0.01)
t-3	0.024*** (0.007)	0.024*** (0.007)	0.033*** (0.01)
<i>Other Traits and Intergenerational Transmission</i>			
Big Five (Small set)			
Openness (standardized)	0.029*** (0.007)	0.028*** (0.007)	0.022** (0.011)
Conscientiousness (standardized)	0.005 (0.007)	0.007 (0.007)	0.007 (0.011)
Extraversion (standardized)	0.022*** (0.008)	0.024*** (0.007)	0.034*** (0.011)
Neuroticism (standardized)	-.009 (0.007)	-.014** (0.007)	-.013 (0.01)
Father has A-level qualifications?			
Not known (ref.)			
Yes	-.022 (0.034)	-.020 (0.034)	-.002 (0.051)
No	-.002 (0.03)	-3.48e-06 (0.03)	0.011 (0.044)
Father employed at age 15?			
Not known or already dead (ref.)			
Yes	0.001 (0.023)	0.0009 (0.023)	-.012 (0.036)
No	-.011 (0.034)	-.012 (0.034)	-.072 (0.051)
<i>Other Variables</i>			
Available means of communication:			
Landline telephone	-.040* (0.021)	-.039* (0.021)	-.003 (0.032)
Personal mobile phone	0.035 (0.026)	0.038 (0.026)	0.102*** (0.036)
Computer	-.014 (0.03)	-.016 (0.03)	-.040 (0.045)
Printer	-.028 (0.022)	-.027 (0.022)	-.018 (0.034)
Internet	0.013 (0.032)	0.01 (0.032)	-.025 (0.048)
Email	0.019 (0.029)	0.024 (0.029)	0.017 (0.043)
Living Situation			

Table to be continued.

Table continued.

	(1)	(2)	(3)
Own appartement/house (ref.)			
Rent	-0.010 (0.014)	-0.010 (0.014)	-0.033 (0.021)
Subletting	0.048 (0.033)	0.047 (0.033)	0.014 (0.05)
Other	0.13 (0.09)	0.141 (0.089)	0.107 (0.132)
Without	-0.081 (0.196)	-0.057 (0.199)	-0.071 (0.239)
Local Unemployment Rate at Entry			
below 5% (ref.)			
5-10%	-0.052*** (0.018)	-0.051*** (0.018)	-0.049* (0.027)
10-15%	-0.072*** (0.025)	-0.071*** (0.025)	-0.074** (0.037)
15+%	-0.124*** (0.033)	-0.122*** (0.033)	-0.137*** (0.047)
Previous sector of employment			
Agriculture(ref.)			
Manufacturing	-0.007 (0.041)	-0.005 (0.041)	0.011 (0.057)
Technical occupation	-0.136*** (0.05)	-0.134*** (0.05)	-0.040 (0.075)
Service	-0.020 (0.04)	-0.020 (0.04)	0.001 (0.056)
Others	-0.009 (0.056)	-0.009 (0.056)	-0.008 (0.084)
Expected exit rate to employment	0.01*** (0.003)	0.01*** (0.003)	0.012*** (0.004)
Missing	-0.031* (0.018)	-0.029 (0.018)	-0.011 (0.027)
Expected job separation rate	-0.014 (0.035)	-0.013 (0.035)	-0.007 (0.052)
Missing	0.026 (0.034)	0.025 (0.034)	-0.009 (0.052)
Obs.	7056	7056	3249
Pseudo-R ²	0.095	0.094	0.114
log-Likelihood	-4424.963	-4432.4	-1990.636

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

Additional control variables used in the estimation: Months of entry into unemployment (June 2007 - April 2008) and time between entry and interview (in weeks). Full estimation results are available on request by the authors.

^(a) See Table 1 for a definition of the LOC indicators.

^(b) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

Table B.3: OLS Estimation Results: Log(Reservation Wage)

	(1)	(2)	(3)	(4)	(5)	(6)
LOC Full Index (Standardized) ^(a)	0.015*** (0.003)	0.015*** (0.003)				
LOC Full Index - Squared		0.005** (0.002)				
LOC Indicator 1 ^(b)			0.024*** (0.006)			
LOC Indicator 1b (1 if Full Index \geq 75%, 0 if \leq 25%) ^(b)				0.042*** (0.009)		
LOC Indicator 2 ^(b)					0.027*** (0.01)	
LOC Indicator 2b ^(b) Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.014** (0.007)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.014* (0.008)
<i>Socio-Demographic Variables</i>						
West Germany	0.128*** (0.012)	0.128*** (0.012)	0.128*** (0.012)	0.114*** (0.016)	0.136*** (0.017)	0.129*** (0.012)
Female	-.109*** (0.007)	-.109*** (0.007)	-.109*** (0.007)	-.126*** (0.01)	-.127*** (0.01)	-.109*** (0.007)
German citizenship	-.008 (0.016)	-.007 (0.016)	-.007 (0.016)	-.008 (0.022)	0.012 (0.024)	-.008 (0.016)
Married (or cohabiting)	-.004 (0.007)	-.004 (0.007)	-.003 (0.007)	0.008 (0.01)	0.005 (0.011)	-.004 (0.007)
Children (Ref.: No children)						
One child	0.031*** (0.008)	0.031*** (0.008)	0.031*** (0.008)	0.014 (0.011)	0.025** (0.012)	0.031*** (0.008)
Two (or more) children	0.066*** (0.01)	0.066*** (0.01)	0.066*** (0.01)	0.057*** (0.014)	0.062*** (0.015)	0.066*** (0.01)
Age						
17-24 years						
25-34 years	0.085*** (0.01)	0.084*** (0.01)	0.085*** (0.01)	0.091*** (0.014)	0.069*** (0.015)	0.085*** (0.01)
35-44 years	0.131*** (0.011)	0.13*** (0.011)	0.13*** (0.011)	0.137*** (0.015)	0.123*** (0.016)	0.13*** (0.011)
45-55 years	0.141*** (0.011)	0.14*** (0.011)	0.139*** (0.011)	0.142*** (0.016)	0.121*** (0.017)	0.138*** (0.011)
School leaving degree						
None, special needs, other (Ref.)						
Lower secondary school	0.036* (0.02)	0.037* (0.02)	0.035* (0.02)	0.017 (0.025)	-.007 (0.03)	0.036* (0.02)
Middle secondary school	0.04** (0.02)	0.042** (0.02)	0.04** (0.02)	0.027 (0.025)	0.025 (0.03)	0.042** (0.02)
Specialized upper secondary school	0.114*** (0.021)	0.116*** (0.021)	0.114*** (0.021)	0.103*** (0.027)	0.08*** (0.031)	0.117*** (0.021)
Higher Education						
None (Ref.)						
Int. or ext. prof. training, others	0.075*** (0.011)	0.075*** (0.011)	0.076*** (0.011)	0.07*** (0.015)	0.075*** (0.016)	0.077*** (0.011)
Technical college or university degree	0.212*** (0.013)	0.212*** (0.013)	0.213*** (0.013)	0.205*** (0.019)	0.217*** (0.02)	0.214*** (0.013)
<i>Employment History</i>						
Months in unemployment (div. by age-18)	-.012*** (0.002)	-.012*** (0.002)	-.012*** (0.002)	-.010*** (0.004)	-.008** (0.003)	-.012*** (0.002)
Months in employment (div. by age-18)	0.0001 (0.0006)	0.0001 (0.0006)	0.0001 (0.0006)	0.0007 (0.0008)	-.0001 (0.0009)	0.0001 (0.0006)
Unemployment Benefit Recipient (yes)	-.056*** (0.015)	-.056*** (0.015)	-.056*** (0.015)	-.049** (0.021)	-.042* (0.022)	-.056*** (0.015)

Table to be continued.

Table continued.

	(1)	(2)	(3)	(4)	(5)	(6)
Level of UB in Euro/month	0.009*** (0.002)	0.009*** (0.002)	0.009*** (0.002)	0.009*** (0.003)	0.007** (0.003)	0.009*** (0.002)
Previous sector of employment						
Agriculture(ref.)						
Manufacturing	0.063*** (0.019)	0.063*** (0.019)	0.063*** (0.019)	0.065** (0.027)	0.069*** (0.027)	0.063*** (0.019)
Technical occupation	0.14*** (0.025)	0.14*** (0.025)	0.14*** (0.025)	0.164*** (0.035)	0.141*** (0.036)	0.141*** (0.025)
Service	0.08*** (0.019)	0.08*** (0.019)	0.08*** (0.019)	0.083*** (0.026)	0.086*** (0.026)	0.08*** (0.019)
Others	0.065** (0.026)	0.065** (0.026)	0.065** (0.026)	0.058 (0.037)	0.04 (0.039)	0.065** (0.026)
Employment status before Unemployment						
Employed						
School, apprentice, military, etc.	-0.014 (0.012)	-0.014 (0.012)	-0.015 (0.012)	-0.012 (0.016)	-0.035** (0.018)	-0.014 (0.012)
Maternity leave	0.034** (0.017)	0.035** (0.017)	0.034** (0.017)	0.054** (0.023)	0.035 (0.025)	0.034** (0.017)
Other	0.013 (0.012)	0.012 (0.012)	0.013 (0.012)	0.027 (0.016)	0.003 (0.018)	0.013 (0.012)
Seeking self-employment	0.039*** (0.012)	0.04*** (0.012)	0.04*** (0.012)	0.026 (0.017)	0.047*** (0.018)	0.04*** (0.012)
Months in employment in Year t-x						
t-1	-0.006*** (0.001)	-0.006*** (0.001)	-0.006*** (0.001)	-0.006*** (0.002)	-0.007*** (0.002)	-0.006*** (0.001)
t-2	-0.001 (0.001)	-0.001 (0.001)	-0.001 (0.001)	0.001 (0.002)	0.0007 (0.002)	-0.001 (0.001)
t-3	-0.001 (0.001)	-0.001 (0.001)	-0.001 (0.001)	-0.002 (0.001)	-0.0009 (0.002)	-0.001 (0.001)
Ln(Wage) in Euro in Year t-x before Unemployment						
t-1	0.02*** (0.003)	0.02*** (0.003)	0.02*** (0.003)	0.016*** (0.005)	0.024*** (0.005)	0.02*** (0.003)
t-2	0.018*** (0.003)	0.018*** (0.003)	0.018*** (0.003)	0.016*** (0.005)	0.015*** (0.005)	0.018*** (0.003)
t-3	0.016*** (0.003)	0.016*** (0.003)	0.016*** (0.003)	0.016*** (0.004)	0.016*** (0.005)	0.016*** (0.003)
Expected exit rate to employment						
Missing	-0.00003 (0.001)	0.00005 (0.001)	6.23e-06 (0.001)	-0.0006 (0.002)	0.0002 (0.002)	-0.00002 (0.001)
Expected job separation rate						
Missing	0.033*** (0.009)	0.034*** (0.009)	0.034*** (0.009)	0.029** (0.012)	0.047*** (0.013)	0.035*** (0.009)
<i>Other Traits and Intergenerational</i>						
Big Five (Small set)						
Openness (standardized)	0.016*** (0.003)	0.016*** (0.003)	0.016*** (0.003)	0.015*** (0.005)	0.01* (0.005)	0.016*** (0.003)
Conscientiousness (standardized)	-1.00e-05 (0.003)	-0.002 (0.003)	0.0005 (0.003)	-0.0009 (0.005)	0.002 (0.005)	0.0006 (0.003)
Extraversion (standardized)	0.005 (0.004)	0.005 (0.004)	0.006 (0.004)	0.006 (0.005)	0.009 (0.005)	0.006 (0.004)
Neuroticism (standardized)	-0.013*** (0.003)	-0.013*** (0.003)	-0.014*** (0.003)	-0.007* (0.004)	-0.011** (0.005)	-0.016*** (0.003)
Father has A-level qualifications?						
Not known (ref.)						
Yes	0.031* (0.016)	0.031* (0.016)	0.032* (0.016)	0.022 (0.022)	0.022 (0.024)	0.031* (0.016)
No	-0.003 (0.014)	-0.002 (0.014)	-0.002 (0.014)	-0.015 (0.02)	-0.018 (0.02)	-0.002 (0.014)
Father employed at age 15?						

Table to be continued.

Table continued.

	(1)	(2)	(3)	(4)	(5)	(6)
Not known or already dead (ref.)						
Yes	0.007 (0.011)	0.007 (0.011)	0.007 (0.011)	0.018 (0.015)	0.003 (0.017)	0.008 (0.011)
No	0.02 (0.016)	0.02 (0.016)	0.02 (0.016)	0.027 (0.023)	-0.016 (0.024)	0.02 (0.016)
<i>Other Variables</i>						
Available means of communication:						
Landline telephone	-0.024** (0.01)	-0.024** (0.01)	-0.023** (0.01)	-0.033** (0.014)	-0.033** (0.015)	-0.023** (0.01)
Personal mobile phone	0.03** (0.012)	0.031*** (0.012)	0.031*** (0.012)	0.032** (0.016)	0.035** (0.017)	0.031*** (0.012)
Computer	-0.004 (0.014)	-0.004 (0.014)	-0.005 (0.014)	-0.021 (0.019)	-0.013 (0.021)	-0.004 (0.014)
Printer	-0.006 (0.011)	-0.006 (0.011)	-0.006 (0.011)	-0.009 (0.015)	-0.007 (0.016)	-0.005 (0.011)
Internet	0.023 (0.015)	0.023 (0.015)	0.022 (0.015)	0.044** (0.02)	0.019 (0.022)	0.022 (0.015)
Email	0.023* (0.014)	0.024* (0.014)	0.025* (0.014)	0.028 (0.018)	0.03 (0.02)	0.026* (0.014)
Living Situation						
Own appartement/house (ref.)						
Rent	-0.005 (0.007)	-0.005 (0.007)	-0.005 (0.007)	-0.006 (0.009)	-0.001 (0.01)	-0.005 (0.007)
Subletting	-0.030* (0.015)	-0.030** (0.015)	-0.030* (0.015)	-0.012 (0.021)	-0.017 (0.024)	-0.031** (0.015)
Other	0.004 (0.045)	0.003 (0.045)	0.007 (0.045)	-0.032 (0.063)	-0.034 (0.068)	0.005 (0.045)
Without	0.034 (0.099)	0.027 (0.099)	0.04 (0.099)	-0.001 (0.118)	0.019 (0.132)	0.04 (0.099)
Local Unemployment Rate at Entry						
below 5% (ref.)						
5-10%	-0.033*** (0.009)	-0.032*** (0.009)	-0.032*** (0.009)	-0.032*** (0.012)	-0.037*** (0.013)	-0.032*** (0.009)
10-15%	-0.037*** (0.012)	-0.037*** (0.012)	-0.036*** (0.012)	-0.055*** (0.017)	-0.048*** (0.018)	-0.036*** (0.012)
15+%	-0.034** (0.016)	-0.034** (0.016)	-0.034** (0.016)	-0.043* (0.022)	-0.036 (0.023)	-0.034** (0.016)
Obs.	7839	7839	7839	4207	3617	7839
R ²	0.336	0.336	0.335	0.346	0.334	0.335
Adjusted R ²	0.329	0.329	0.329	0.333	0.319	0.328

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

Additional control variables used in the estimation: Months of entry into unemployment (June 2007 - April 2008) and time between entry and interview (in weeks). Full estimation results are available on request by the authors.

^(a) The index is standardized in the following way: $Index_i^{st} =$

$$(Index_i - Mean(Index))/SD(Index).$$

^(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

Table B.4: OLS Estimation Results: Search Intensity

	(1)	(2)	(3)	(4)	(5)	(6)
LOC Full Index (Standardized) ^(a)	0.136 (0.293)	0.115 (0.294)				
LOC Full Index - Squared		-.160 (0.201)				
LOC Indicator 1 ^(b)			0.449 (0.567)			
LOC Indicator 1b (1 if Full Index \geq 75%, 0 if \leq 25%) ^(b)				0.448 (0.752)		
LOC Indicator 2 ^(b)					2.224** (0.99)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.240 (0.638)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						2.083*** (0.702)
<i>Socio-Demographic Variables</i>						
West Germany	1.744* (1.033)	1.754* (1.033)	1.749* (1.032)	1.192 (1.253)	2.177 (1.718)	1.796* (1.032)
Female	-1.938*** (0.626)	-1.946*** (0.626)	-1.936*** (0.626)	-1.221 (0.758)	-2.713** (1.068)	-1.879*** (0.626)
German citizenship	-.690 (1.449)	-.725 (1.450)	-.686 (1.448)	0.29 (1.723)	-2.843 (2.405)	-.717 (1.448)
Married (or cohabiting)	-.657 (0.667)	-.656 (0.667)	-.659 (0.667)	0.467 (0.819)	-.939 (1.133)	-.707 (0.667)
Children (Ref.: No children)						
One child	-1.042 (0.738)	-1.049 (0.738)	-1.037 (0.738)	-1.614* (0.911)	-1.527 (1.258)	-1.018 (0.737)
Two (or more) children	-1.754* (0.896)	-1.753* (0.896)	-1.749* (0.896)	-3.156*** (1.103)	-1.817 (1.525)	-1.723* (0.895)
Age						
17-24 years						
25-34 years	-3.535*** (0.872)	-3.518*** (0.872)	-3.530*** (0.872)	-4.584*** (1.094)	-3.789** (1.512)	-3.507*** (0.871)
35-44 years	-4.505*** (0.951)	-4.477*** (0.952)	-4.490*** (0.951)	-4.981*** (1.173)	-4.795*** (1.624)	-4.401*** (0.95)
45-55 years	-4.782*** (1.004)	-4.751*** (1.005)	-4.759*** (1.003)	-5.930*** (1.240)	-4.762*** (1.694)	-4.653*** (1.001)
School leaving degree						
None, special needs, other (Ref.)						
Lower secondary school	0.063 (1.779)	0.025 (1.780)	0.062 (1.779)	0.52 (1.973)	1.501 (3.011)	0.081 (1.778)
Middle secondary school	-.950 (1.787)	-.993 (1.787)	-.955 (1.786)	-.394 (1.986)	0.269 (3.020)	-.887 (1.786)
Specialized upper secondary school	-2.109 (1.868)	-2.166 (1.869)	-2.121 (1.868)	-1.976 (2.106)	-.908 (3.169)	-1.930 (1.867)
Higher Education						
None (Ref.)						
Int. or ext. prof. training, others	0.258 (0.972)	0.253 (0.972)	0.259 (0.971)	1.101 (1.194)	-.437 (1.652)	0.255 (0.971)
Technical college or university degree	1.836 (1.194)	1.841 (1.194)	1.827 (1.194)	3.169** (1.487)	3.333 (2.033)	1.833 (1.193)
<i>Employment History</i>						
Months in unemployment (div. by age-18)	0.291 (0.215)	0.291 (0.215)	0.293 (0.215)	0.543* (0.29)	1.048*** (0.356)	0.298 (0.215)
Months in employment (div. by age-18)	0.058 (0.056)	0.058 (0.056)	0.057 (0.056)	0.054 (0.063)	0.052 (0.093)	0.055 (0.056)
Unemployment Benefit Recipient (yes)	-1.110 (1.362)	-1.094 (1.362)	-1.096 (1.362)	-.988 (1.697)	-2.151 (2.266)	-1.113 (1.361)
Level of UB in Euro/month	0.256	0.255	0.253	0.492**	0.509	0.254

Table to be continued.

Table continued.

	(1)	(2)	(3)	(4)	(5)	(6)
	(0.196)	(0.196)	(0.196)	(0.244)	(0.324)	(0.196)
Previous sector of employment						
Agriculture(ref.)						
Manufacturing	0.476 (1.683)	0.469 (1.683)	0.481 (1.683)	0.005 (2.112)	-0.749 (2.703)	0.483 (1.682)
Technical occupation	2.597 (2.189)	2.591 (2.189)	2.588 (2.189)	1.719 (2.764)	-1.401 (3.627)	2.594 (2.188)
Service	4.528*** (1.657)	4.518*** (1.657)	4.518*** (1.657)	3.668* (2.084)	4.104 (2.673)	4.518*** (1.656)
Others	5.057** (2.313)	5.044** (2.313)	5.051** (2.313)	2.581 (2.939)	0.494 (3.971)	5.109** (2.312)
Employment status before Unemployment						
Employed						
School, apprentice, military, etc.	0.781 (1.042)	0.778 (1.042)	0.767 (1.042)	2.392* (1.305)	1.122 (1.804)	0.773 (1.042)
Maternity leave	-3.040** (1.475)	-3.064** (1.475)	-3.049** (1.475)	-2.692 (1.855)	-3.123 (2.593)	-3.096** (1.474)
Other	0.751 (1.067)	0.741 (1.067)	0.761 (1.067)	-0.070 (1.301)	1.999 (1.798)	0.812 (1.067)
Seeking self-employment	0.0005 (1.074)	-0.013 (1.074)	0.004 (1.074)	0.825 (1.350)	-0.987 (1.823)	-0.033 (1.073)
Months in employment in Year t-x						
t-1	-0.102 (0.109)	-0.102 (0.109)	-0.101 (0.109)	-0.348** (0.135)	-0.145 (0.185)	-0.101 (0.109)
t-2	-0.031 (0.103)	-0.031 (0.103)	-0.032 (0.103)	0.147 (0.127)	0.13 (0.173)	-0.035 (0.103)
t-3	-0.017 (0.096)	-0.016 (0.096)	-0.017 (0.096)	-0.006 (0.118)	0.083 (0.162)	-0.019 (0.096)
Ln(Wage) in Euro in Year t-x before Unemployment						
t-1	0.35 (0.308)	0.347 (0.308)	0.351 (0.308)	0.925** (0.38)	0.281 (0.529)	0.362 (0.307)
t-2	0.192 (0.298)	0.191 (0.298)	0.192 (0.297)	-0.055 (0.368)	0.02 (0.503)	0.187 (0.297)
t-3	-0.097 (0.281)	-0.097 (0.281)	-0.099 (0.281)	-0.215 (0.345)	-0.646 (0.475)	-0.087 (0.281)
Expected exit rate to employment	-0.013 (0.107)	-0.016 (0.107)	-0.013 (0.107)	0.052 (0.133)	-0.047 (0.18)	-0.015 (0.107)
Missing	-0.784 (0.769)	-0.792 (0.769)	-0.787 (0.768)	-1.113 (0.944)	-0.976 (1.298)	-0.789 (0.768)
Expected job separation rate	3.872*** (1.465)	3.884*** (1.465)	3.881*** (1.465)	0.492 (1.827)	2.535 (2.481)	3.903*** (1.464)
Missing	3.037** (1.375)	3.043** (1.376)	3.030** (1.375)	2.826 (1.720)	4.493* (2.331)	3.038** (1.375)
<i>Other Traits and Intergenerational</i>						
Big Five (Small set)						
Openness (standardized)	0.365 (0.298)	0.379 (0.299)	0.367 (0.298)	0.354 (0.359)	0.335 (0.506)	0.353 (0.298)
Conscientiousness (standardized)	1.276*** (0.299)	1.284*** (0.299)	1.268*** (0.298)	1.242*** (0.364)	1.210** (0.513)	1.178*** (0.299)
Extraversion (standardized)	0.546* (0.314)	0.549* (0.314)	0.541* (0.313)	0.569 (0.386)	0.525 (0.537)	0.469 (0.314)
Neuroticism (standardized)	-0.556* (0.289)	-0.560* (0.289)	-0.541* (0.284)	0.036 (0.346)	-0.466 (0.481)	-0.491* (0.278)
Father has A-level qualifications?						
Not known (ref.)						
Yes	0.971 (1.446)	0.958 (1.446)	0.974 (1.446)	-0.276 (1.767)	2.641 (2.398)	0.974 (1.445)
No	0.1 (1.268)	0.088 (1.269)	0.106 (1.268)	0.149 (1.549)	1.237 (2.082)	0.115 (1.268)
Father employed at age 15?						

Table to be continued.

Table continued.

	(1)	(2)	(3)	(4)	(5)	(6)
Not known or already dead (ref.)						
Yes	0.513 (0.987)	0.522 (0.987)	0.51 (0.987)	0.488 (1.224)	-0.583 (1.682)	0.522 (0.987)
No	1.439 (1.451)	1.452 (1.451)	1.440 (1.451)	2.414 (1.799)	-0.893 (2.457)	1.428 (1.451)
<i>Other Variables</i>						
Available means of communication:						
Landline telephone	-1.310 (0.905)	-1.317 (0.905)	-1.306 (0.905)	-1.369 (1.092)	-1.439 (1.500)	-1.277 (0.904)
Personal mobile phone	2.333** (1.062)	2.308** (1.062)	2.339** (1.062)	2.990** (1.278)	2.578 (1.730)	2.331** (1.061)
Computer	-1.942 (1.258)	-1.956 (1.258)	-1.952 (1.258)	-1.365 (1.514)	-1.009 (2.123)	-1.916 (1.257)
Printer	2.347** (0.952)	2.347** (0.952)	2.353** (0.952)	1.700 (1.155)	1.786 (1.637)	2.367** (0.952)
Internet	2.531* (1.349)	2.547* (1.349)	2.525* (1.349)	3.710** (1.610)	0.7 (2.247)	2.517* (1.348)
Email	-0.397 (1.205)	-0.412 (1.205)	-0.391 (1.204)	-1.351 (1.447)	1.461 (1.996)	-0.362 (1.203)
Living Situation						
Own appartement/house (ref.)						
Rent	0.89 (0.596)	0.886 (0.596)	0.897 (0.596)	1.246* (0.722)	0.4 (1.003)	0.924 (0.596)
Subletting	1.349 (1.364)	1.356 (1.364)	1.359 (1.364)	2.872* (1.697)	0.477 (2.411)	1.426 (1.363)
Other	-4.582 (3.967)	-4.521 (3.968)	-4.539 (3.967)	-5.415 (4.964)	-6.092 (6.954)	-4.510 (3.965)
Without	1.385 (8.822)	1.635 (8.828)	1.407 (8.820)	5.232 (9.358)	2.889 (13.430)	1.096 (8.815)
Local Unemployment Rate at Entry						
below 5% (ref.)						
5-10%	1.002 (0.774)	1.000 (0.774)	1.000 (0.774)	1.112 (0.947)	0.403 (1.321)	0.97 (0.774)
10-15%	1.878* (1.073)	1.884* (1.073)	1.876* (1.073)	1.298 (1.310)	2.311 (1.812)	1.815* (1.073)
15+%	1.908 (1.428)	1.917 (1.428)	1.915 (1.428)	1.170 (1.743)	1.212 (2.392)	1.919 (1.427)
Obs.	7839	7839	7839	4207	3617	7839
R ²	0.042	0.042	0.042	0.06	0.05	0.043
Adjusted R ²	0.032	0.032	0.032	0.042	0.029	0.033

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

Additional control variables used in the estimation: Months of entry into unemployment (June 2007 - April 2008) and time between entry and interview (in weeks). Full estimation results are available on request by the authors.

^(a) The index is standardized in the following way: $Index_i^{st} =$

$$(Index_i - Mean(Index))/SD(Index).$$

^(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

Table B.5: Propensity Score Estimation Results

	High vs. Low	
	LOC Indicator 1	LOC Indicator 2
<i>Socio-Demographic Variables</i>		
West Germany	-.039 (0.097)	-.184 (0.147)
Female	-.152** (0.059)	-.296*** (0.092)
German citizenship	0.137 (0.138)	0.283 (0.212)
Married (or cohabiting)	0.084 (0.063)	0.222** (0.098)
Children (Ref.: No children)		
One child	-.062 (0.069)	-.046 (0.109)
Two (or more) children	-.076 (0.084)	-.167 (0.131)
Age		
17-24 years		
25-34 years	-.064 (0.081)	-.091 (0.128)
35-44 years	-.428*** (0.089)	-.546*** (0.138)
45-55 years	-.726*** (0.094)	-.802*** (0.144)
School leaving degree		
None, special needs, other (Ref.)		
Lower secondary school	-.008 (0.173)	-.157 (0.267)
Middle secondary school	0.159 (0.173)	-.235 (0.267)
Specialized upper secondary school	0.241 (0.18)	-.489* (0.28)
Higher Education		
None (Ref.)		
Int. or ext. prof. training, others	0.184** (0.093)	0.069 (0.143)
Technical college or university degree	0.354*** (0.113)	0.138 (0.176)
<i>Employment History</i>		
Months in unemployment (div. by age-18)	-.045** (0.021)	-.039 (0.031)
Months in employment (div. by age-18)	0.009* (0.005)	0.013 (0.008)
Unemployment Benefit Recipient (yes)	-.259** (0.129)	-.129 (0.199)
Level of UB in Euro/month	0.047** (0.019)	0.033 (0.029)
Employment status before Unemployment		
Employed		
School, apprentice, military, etc.	0.245** (0.098)	0.201 (0.153)
Maternity leave	0.213 (0.137)	0.323 (0.218)
Other	-.211** (0.102)	-.363** (0.16)
Seeking self-employment	0.041 (0.1)	0.133 (0.154)
Months in employment in Year t-x		
t-1	-.007 (0.01)	-.019 (0.016)

Table to be continued.

Table continued.

	High vs. Low	
	LOC Indicator 1	LOC Indicator 2
t-2	0.008 (0.01)	0.023 (0.015)
t-3	-.011 (0.009)	-.008 (0.014)
Ln(Wage) in Euro in Year t-x before Unemployment		
t-1	-.036 (0.029)	-.021 (0.045)
t-2	0.04 (0.028)	0.023 (0.043)
t-3	0.042 (0.026)	-.008 (0.041)
Occupational group of previous job		
Agriculture(ref.)		
Manufacturing	-.017 (0.159)	0.255 (0.236)
Technical occupation	0.216 (0.206)	0.218 (0.316)
Service	0.177 (0.156)	0.373 (0.233)
Others	0.069 (0.217)	0.16 (0.348)
Expected Job Finding Probability		
Missing	0.192*** (0.072)	0.197* (0.111)
Expected Separation Rate		
Missing	0.02 (0.13)	-.135 (0.202)
<i>Other Traits and Intergenerational</i>		
Big Five (Small set)		
Openness (standardized)	-.070** (0.028)	-.018 (0.044)
Conscientiousness (standardized)	0.301*** (0.03)	0.62*** (0.053)
Extraversion (standardized)	0.262*** (0.03)	0.502*** (0.049)
Neuroticism (standardized)	-.587*** (0.027)	-.493*** (0.042)
Father has A-level qualifications?		
Not known (ref.)		
Yes	0.01 (0.136)	0.142 (0.206)
No	-.013 (0.119)	0.117 (0.177)
Father employed at age 15?		
Not known or already dead (ref.)		
Yes	0.036 (0.093)	-.112 (0.144)
No	-.020 (0.137)	-.057 (0.212)
<i>Other Variables</i>		
Available means of communication:		
Landline telephone	-.033 (0.085)	-.087 (0.129)
Personal mobile phone	0.068 (0.101)	0.119 (0.154)
Computer	0.059 (0.119)	-.169 (0.182)
Printer	-.031 (0.09)	-.146 (0.14)
Internet	-.041	0.123

Table to be continued.

Table continued.

	High vs. Low	
	LOC Indicator 1	LOC Indicator 2
	(0.128)	(0.195)
Email	0.165 (0.115)	-.015 (0.174)
Living Situation		
Own appartement/house (ref.)		
Rent	-.105* (0.056)	-.139 (0.086)
Subletting	-.233* (0.128)	-.209 (0.21)
Other	-.529 (0.389)	0.105 (0.602)
Without	0.747 (0.919)	1.199 (1.488)
Local Unemployment Rate at Entry		
below 5% (ref.)		
5-10%	0.089 (0.073)	0.153 (0.114)
10-15%	0.109 (0.101)	0.242 (0.155)
15+%	-.052 (0.134)	-.014 (0.205)
Obs.	7839	3617
Pseudo-R ²	0.117	0.166
log-Likelihood	-4797.482	-2060.859
e(hitrate)	66.79	32.34

Note: The propensity score is estimated using a logit model.

The groups are defined according to the LOC indicators defined in Table 1.

Additional control variables used in the estimation: Months of entry into unemployment (June 2007 - April 2008) and time between entry and interview (in weeks).

Full estimation results are available on request by the authors.

***/**/* indicate significance at the 1%/5%/10%-level.

Table B.6: OLS-Results: Reservation Wage and Search Intensity, Specification: Without Variables Potentially Determined by Locus of Control

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.025*** (0.003)	0.025*** (0.004)				
LOC Full Index - Squared		0.003 (0.002)				
LOC Indicator 1 ^(b)			0.045*** (0.007)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.072*** (0.01)		
LOC Indicator 2 ^(b)					0.032*** (0.01)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-0.024*** (0.008)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.006 (0.008)
Obs.	7839	7839	7839	4207	3617	7839
Adjusted R ²	0.227	0.227	0.226	0.235	0.216	0.223
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	0.061 (0.291)	0.041 (0.292)				
LOC Full Index - Squared		-0.152 (0.201)				
LOC Indicator 1 ^(b)			0.407 (0.564)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.391 (0.744)		
LOC Indicator 2 ^(b)					2.127** (0.988)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-0.252 (0.638)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						2.015*** (0.702)
Obs.	7839	7839	7839	4207	3617	7839
Adjusted R ²	0.025	0.025	0.025	0.032	0.02	0.026
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	No	No	No	No	No	No

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.

Table B.7: OLS-Results: Reservation Wage and Search Intensity, Specification: Without Personality Traits

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.02*** (0.003)	0.02*** (0.003)				
LOC Full Index - Squared		0.006** (0.002)				
LOC Indicator 1 ^(b)			0.034*** (0.006)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.051*** (0.009)		
LOC Indicator 2 ^(b)					0.039*** (0.009)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.021*** (0.007)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.021*** (0.008)
Obs.	7839	7839	7839	4207	3617	7839
Adjusted R ²	0.325	0.326	0.324	0.331	0.317	0.324
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	0.618** (0.272)	0.612** (0.273)				
LOC Full Index - Squared		-.062 (0.201)				
LOC Indicator 1 ^(b)			1.244** (0.541)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				1.228* (0.68)		
LOC Indicator 2 ^(b)					3.468*** (0.917)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.803 (0.629)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						2.732*** (0.694)
Obs.	7839	7839	7839	4207	3617	7839
Adjusted R ²	0.027	0.027	0.027	0.037	0.027	0.029
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	No	No	No	No	No	No
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.

Table B.8: OLS-Results: Reservation Wage and Search Intensity, Sample: Cognitive Skills Sample

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.019** (0.008)	0.018** (0.008)				
LOC Full Index - Squared		0.012** (0.006)				
LOC Indicator 1 ^(b)			0.027* (0.015)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.047** (0.022)		
LOC Indicator 2 ^(b)					0.032 (0.023)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.001 (0.017)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.027 (0.018)
Obs.	1564	1564	1564	816	713	1564
Adjusted R ²	0.314	0.316	0.313	0.351	0.305	0.312
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	-.374 (0.823)	-.366 (0.823)				
LOC Full Index - Squared		-.089 (0.606)				
LOC Indicator 1 ^(b)			1.092 (1.536)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				-.528 (1.928)		
LOC Indicator 2 ^(b)					2.122 (3.094)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.964 (1.774)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.817 (1.905)
Obs.	1564	1564	1564	816	713	1564
Adjusted R ²	0.024	0.023	0.024	0.012	0.01	0.024
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.

Table B.9: OLS-Results: Reservation Wage and Search Intensity, Sample: With Unemployment Experience

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.015*** (0.004)	0.016*** (0.004)				
LOC Full Index - Squared		0.007* (0.003)				
LOC Indicator 1 ^(b)			0.025*** (0.008)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.053*** (0.012)		
LOC Indicator 2 ^(b)					0.038*** (0.012)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.021** (0.009)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.015 (0.01)
Obs.	4970	4970	4970	2680	2360	4970
Adjusted R ²	0.305	0.306	0.305	0.302	0.292	0.305
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	0.201 (0.382)	0.182 (0.387)				
LOC Full Index - Squared		-.083 (0.26)				
LOC Indicator 1 ^(b)			0.639 (0.748)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.946 (0.98)		
LOC Indicator 2 ^(b)					2.057 (1.296)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.074 (0.827)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						2.109** (0.929)
Obs.	4970	4970	4970	2680	2360	4970
Adjusted R ²	0.028	0.028	0.028	0.041	0.026	0.029
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.

Table B.10: OLS-Results: Reservation Wage and Search Intensity, Sample: Without Unemployment Experience

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.014** (0.006)	0.014** (0.006)				
LOC Full Index - Squared		-0.0004 (0.004)				
LOC Indicator 1 ^(b)			0.023** (0.011)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.023 (0.017)		
LOC Indicator 2 ^(b)					0.008 (0.018)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.003 (0.013)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.011 (0.014)
Obs.	2869	2869	2869	1527	1257	2869
Adjusted R ²	0.368	0.367	0.367	0.37	0.371	0.366
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	0.033 (0.454)	0.056 (0.455)				
LOC Full Index - Squared		-.314 (0.322)				
LOC Indicator 1 ^(b)			0.171 (0.861)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				-.261 (1.197)		
LOC Indicator 2 ^(b)					2.986* (1.546)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.878 (1.006)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						1.987* (1.058)
Obs.	2869	2869	2869	1527	1257	2869
Adjusted R ²	0.044	0.044	0.044	0.033	0.035	0.046
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

^(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

^(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

^(c) Full estimation results are available on request from the authors.

^(d) Openness, Conscientiousness, Extraversion, Neuroticism.

^(e) Previous Employment Outcomes and Educational Attainment.

Table B.11: OLS-Results: Reservation Wage and Search Intensity, Sample: Above 20 years

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.015*** (0.003)	0.015*** (0.003)				
LOC Full Index - Squared		0.005** (0.002)				
LOC Indicator 1 ^(b)			0.023*** (0.006)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.043*** (0.01)		
LOC Indicator 2 ^(b)					0.026*** (0.01)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-0.013* (0.007)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.015* (0.008)
Obs.	7588	7588	7588	4086	3507	7588
Adjusted R ²	0.323	0.323	0.323	0.326	0.311	0.322
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	0.153 (0.295)	0.14 (0.296)				
LOC Full Index - Squared		-0.109 (0.204)				
LOC Indicator 1 ^(b)			0.532 (0.573)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.505 (0.754)		
LOC Indicator 2 ^(b)					2.361** (1.014)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-0.230 (0.643)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						2.236*** (0.709)
Obs.	7588	7588	7588	4086	3507	7588
Adjusted R ²	0.032	0.032	0.032	0.045	0.028	0.033
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.

Table B.12: OLS-Results: Reservation Wage and Search Intensity, Sample: Men

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.015*** (0.004)	0.015*** (0.004)				
LOC Full Index - Squared		0.011*** (0.003)				
LOC Indicator 1 ^(b)			0.028*** (0.009)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.04*** (0.013)		
LOC Indicator 2 ^(b)					0.04*** (0.014)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.007 (0.01)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.029*** (0.011)
Obs.	3878	3878	3878	2119	1817	3878
Adjusted R ²	0.368	0.37	0.368	0.369	0.329	0.367
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	0.625 (0.457)	0.617 (0.458)				
LOC Full Index - Squared		-.242 (0.306)				
LOC Indicator 1 ^(b)			1.325 (0.899)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				1.944* (1.122)		
LOC Indicator 2 ^(b)					4.021** (1.622)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.367 (1.029)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						3.334*** (1.078)
Obs.	3878	3878	3878	2119	1817	3878
Adjusted R ²	0.034	0.033	0.034	0.053	0.033	0.036
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.

Table B.13: OLS-Results: Reservation Wage and Search Intensity, Sample: Women

	(1)	(2)	(3)	(4)	(5)	(6)
<i>(A) Log Reservation Wage</i>						
LOC Full Index (Standardized) ^(a)	0.014*** (0.005)	0.013*** (0.005)				
LOC Full Index - Squared		-.001 (0.003)				
LOC Indicator 1 ^(b)			0.02** (0.009)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				0.038*** (0.014)		
LOC Indicator 2 ^(b)					0.017 (0.014)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						-.021** (0.01)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.0003 (0.012)
Obs.	3961	3961	3961	2088	1800	3961
Adjusted R ²	0.283	0.283	0.282	0.281	0.303	0.282
<i>(B) Search Intensity (Number of Own Applications)</i>						
LOC Full Index (Standardized) ^(a)	-.430 (0.365)	-.453 (0.37)				
LOC Full Index - Squared		-.103 (0.26)				
LOC Indicator 1 ^(b)			-.582 (0.698)			
LOC Indicator 1b (1 if Full Index $\geq 75\%$, 0 if $\leq 25\%$) ^(b)				-1.054 (1.008)		
LOC Indicator 2 ^(b)					0.304 (1.151)	
LOC Indicator 2b ^(b)						
Cat. 0: (Int. Index < Median and Ext. Index > Median)						0.2 (0.776)
Cat. 2: (Int. Index > Median and Ext. Index < Median)						0.933 (0.889)
Obs.	3961	3961	3961	2088	1800	3961
Adjusted R ²	0.053	0.052	0.053	0.061	0.055	0.052
Including Control Variables ^(c)	Yes	Yes	Yes	Yes	Yes	Yes
Including Personality Traits ^(d)	Yes	Yes	Yes	Yes	Yes	Yes
Including Variables potentially determined by LOC ^(e)	Yes	Yes	Yes	Yes	Yes	Yes

Note: ***/**/* indicate significance at the 1%/5%/10%-level.

(a) The index is standardized in the following way: $Index_i^{st} = (Index_i - Mean(Index))/SD(Index)$.

(b) See Table 1 for a definition of the LOC indicators. LOC Indicator 1b compares individuals scoring in the top quartile of the continuous locus of control index with individuals who score below the 25th percentile. Indicator 2b uses individuals who are neither internal nor external according to LOC indicator 2 as a reference group.

(c) Full estimation results are available on request from the authors.

(d) Openness, Conscientiousness, Extraversion, Neuroticism.

(e) Previous Employment Outcomes and Educational Attainment.