**Supplementary materials for manuscript “*Willing or complying?***

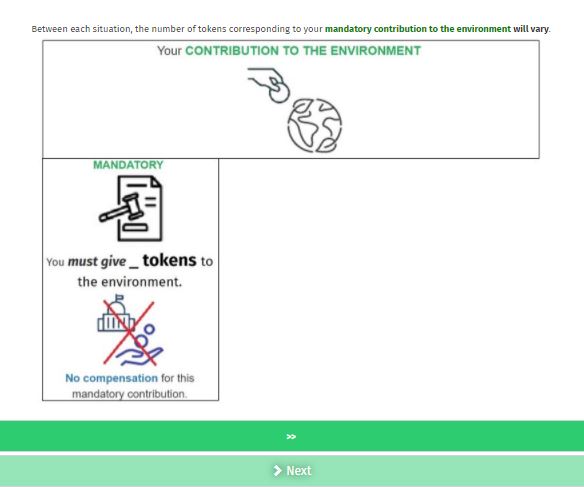
***The delicate interplay between voluntary and mandatory interventions to promote farmers' environmental behaviour*” submitted for peer review to Food Policy – Special Issue *Applying Behavioural Science to Agriculture, Food, and Agri-Environmental Policy***

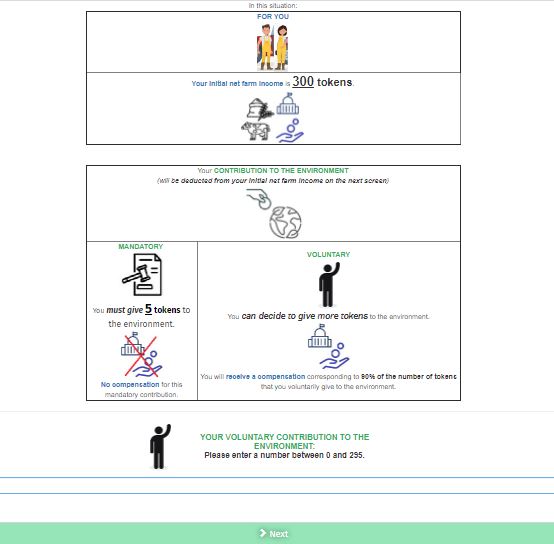
[**SM1. Implementation of decision task in the experiment – each screen presented in a new page (framing factor: variation on mandatory contribution - English master file - farmers saw translations into their local language). 2**](#_Toc111716509)

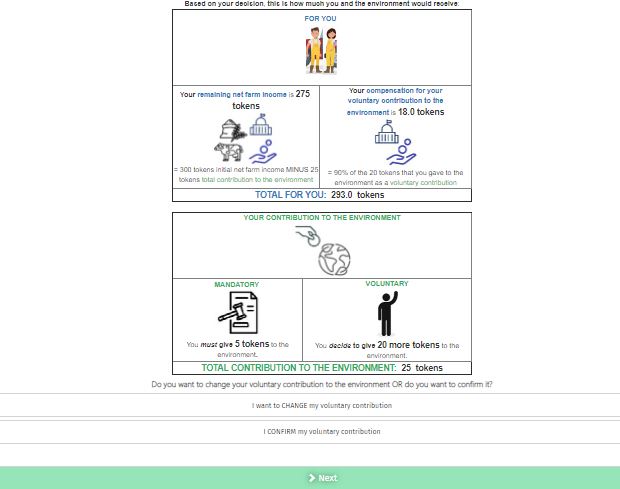
[**SM2. Screenshots of the detailed instructions presented to farmers before the experiment – (English master file - farmers saw translations into their local language). 9**](#_Toc111716510)

[**SM3. Attention checks – (English master file - farmers saw translations into their local language). 18**](#_Toc111716511)

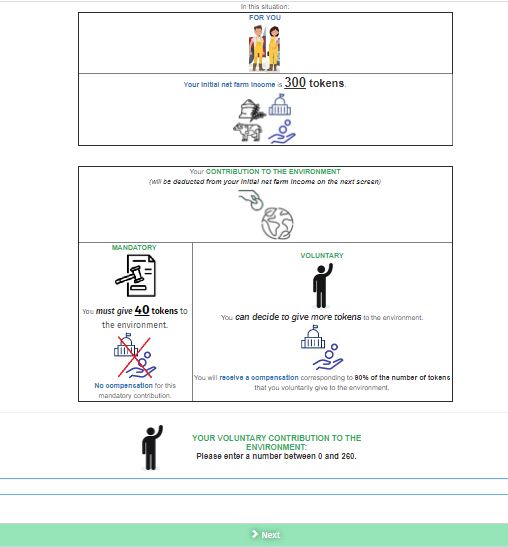
[**SM4. Items used to measure environmental concern and trait reactance. 22**](#_Toc111716512)

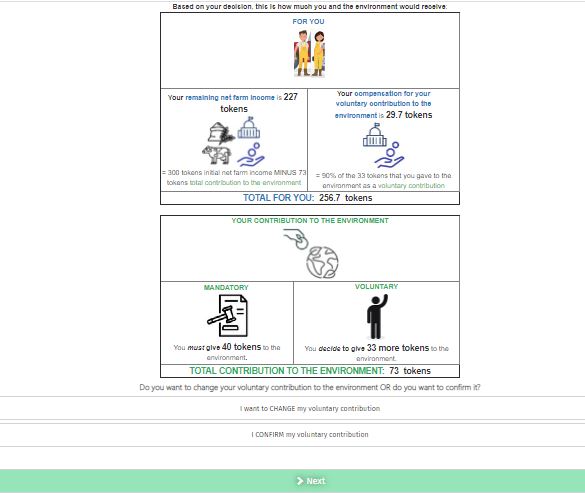
SM1. Implementation of decision task in the experiment – each screen presented in a new page (framing factor: variation on mandatory contribution - English master file - farmers saw translations into their local language). 

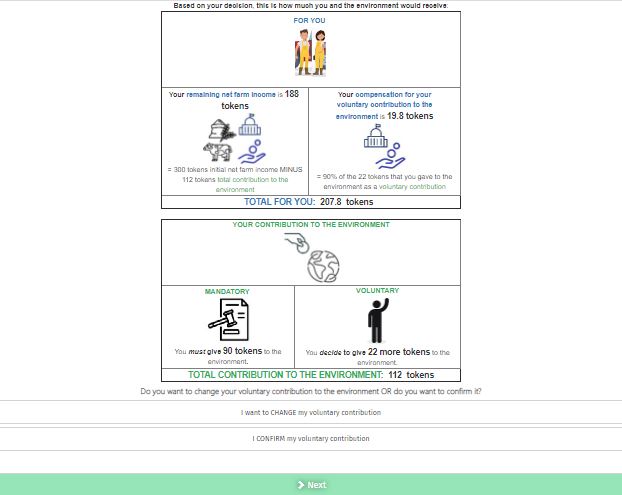
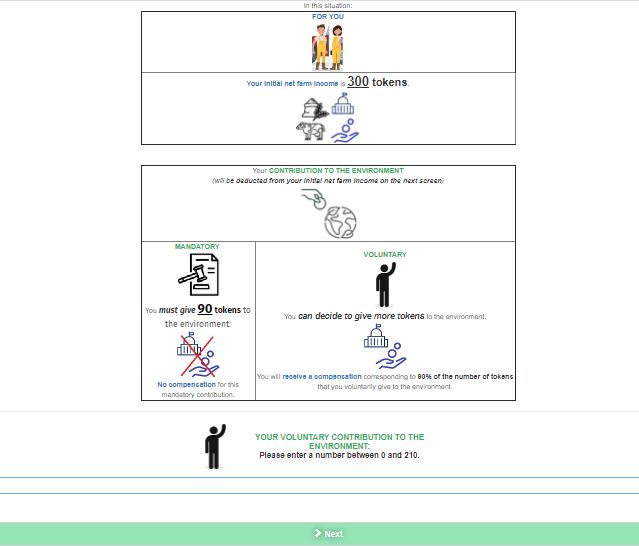




*Note:* displayed as if respondent decided to give **20** tokens voluntarily to the environment in the previous screen.

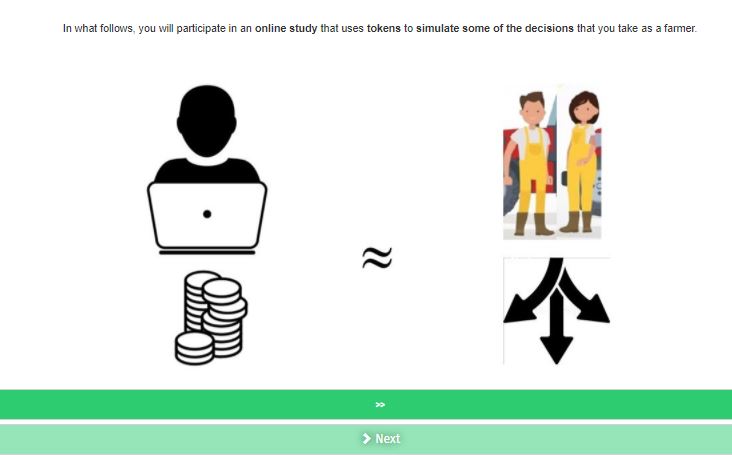


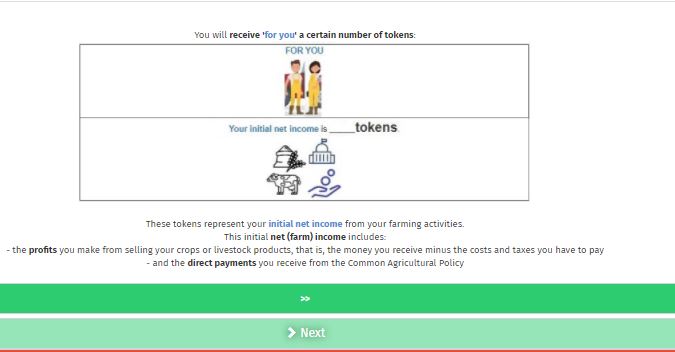
 *Note:* displayed as if respondent decided to give **33** tokens voluntarily to the environment in the previous screen.

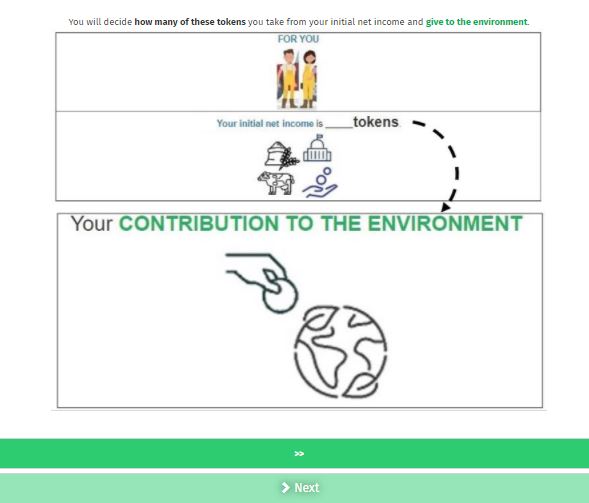
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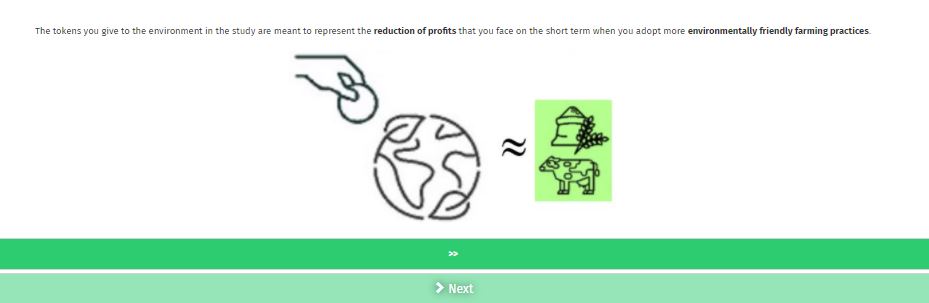
*Note:* displayed as if respondent decided to give **22** tokens voluntarily to the environment in the previous screen.

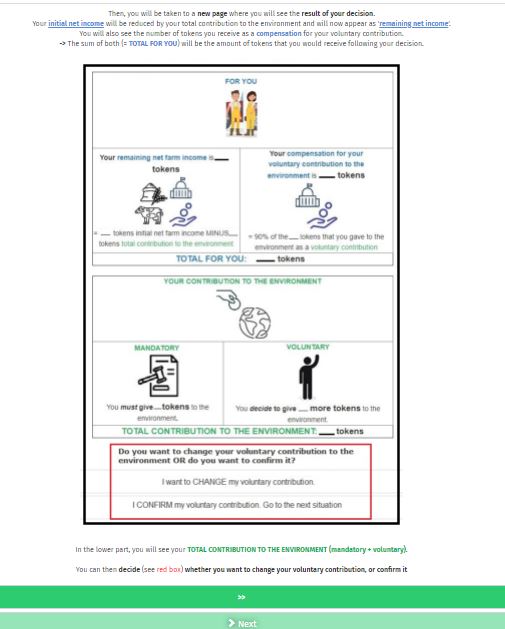
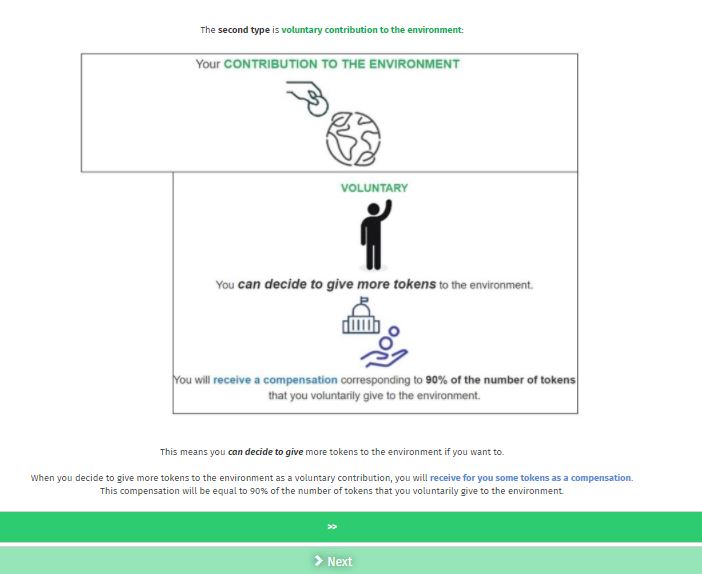
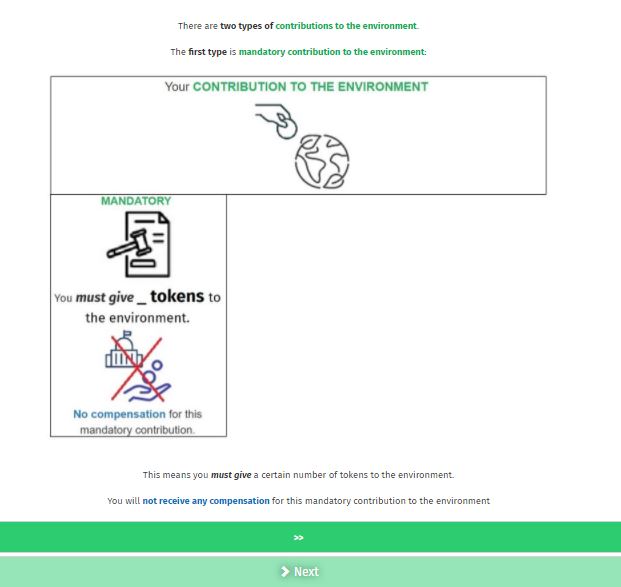
# SM2. Screenshots of the detailed instructions presented to farmers before the experiment – (English master file - farmers saw translations into their local language).

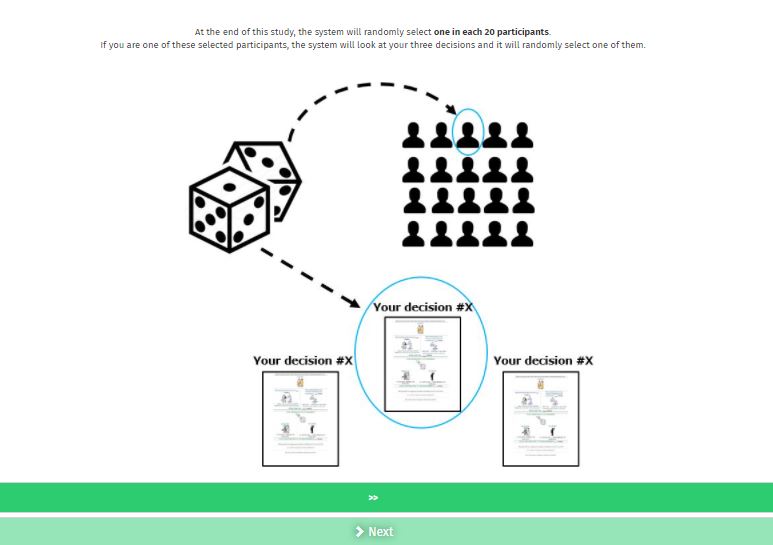


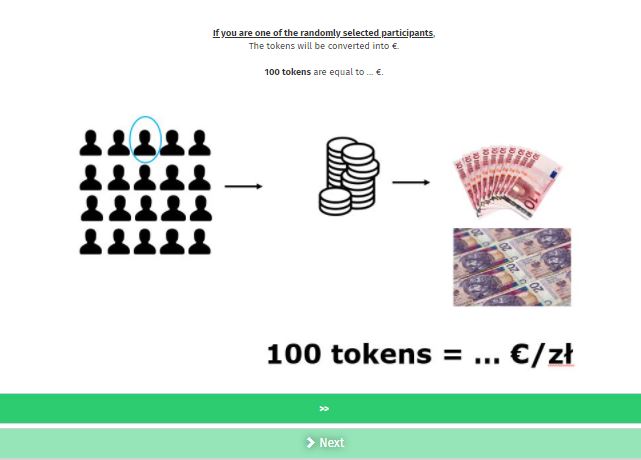


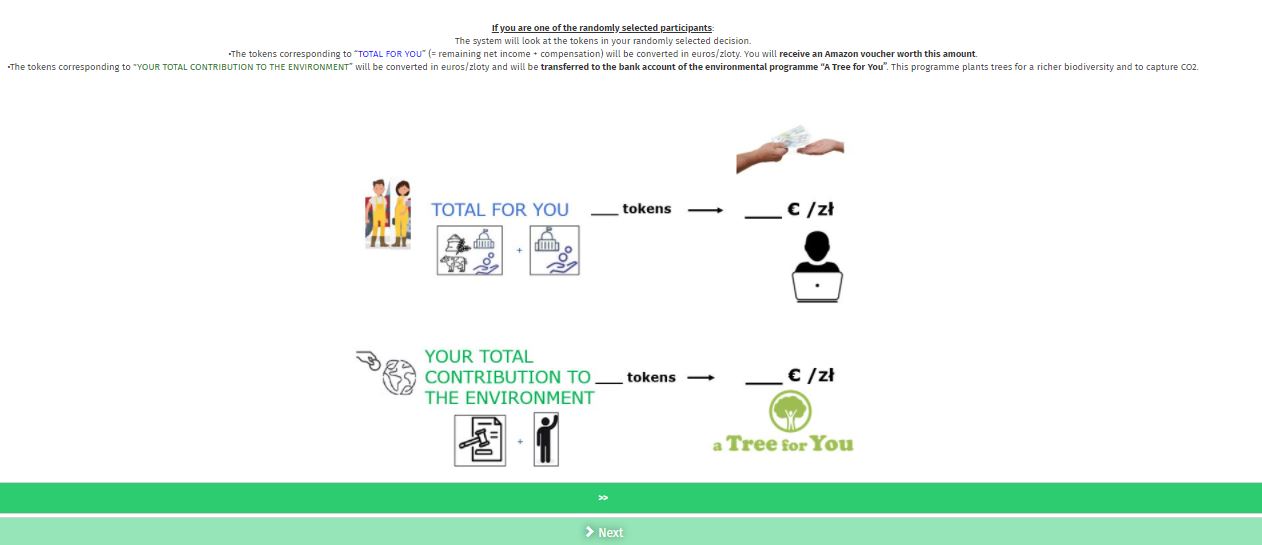


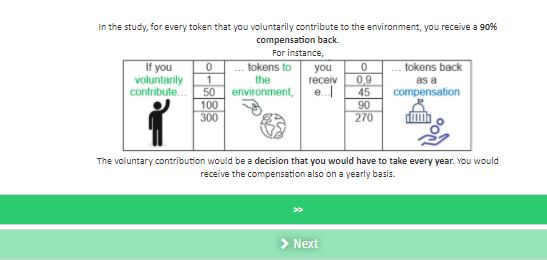




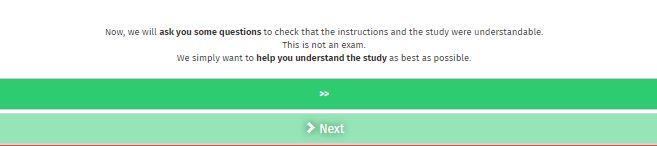








# SM3. Attention checks – (English master file - farmers saw translations into their local language).



|  |  |
| --- | --- |
|  | |
| **Next screen if response”true”** | **Next screen if response “false”** |
|  |  |

|  |  |
| --- | --- |
|  | |
| **Next screen if response”true”** | **Next screen if response “false”** |
|  |  |

|  |  |
| --- | --- |
|  | |
| **Next screen if response”true”** | **Next screen if response “false”** |
|  |  |

|  |  |
| --- | --- |
|  | |
| **Next screen if response “90”** | **Next screen if response “≠ 90”** |
|  |  |

# SM4. Items used to measure environmental concern and trait reactance.

|  |  |
| --- | --- |
| **Construct** | **Items** |
| **Environmental concern1** | Mankind is severely abusing the environment |
| There are limits to (economic) growth beyond which our society cannot expand |
| The earth is like a spaceship with only limited room and resources |
| The balance of nature is very delicate and easily upset |
| We are approaching the limit of the number of people the earth can support |
| Agriculture is severely abusing the environment \* |
| **Trait reactance2** | I become angry when my freedom of choice is restricted |
| Regulations trigger a sense of resistance in me |
| It irritates me when someone point out things which are obvious to me |
| When something is prohibited, I usually think "that's exactly what I am going to do" |
| I find contradicting others stimulating |
| I become frustrated when I am unable to make free and independent decisions |

\* Item not included in the original scale.

Source: 1 Dunlap and Van Liere (1978) and Dunlap (2008); 2 Hong and Faedda (1996)