

Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*

Nava Ashraf
Harvard Business School

Abstract

Using an experimental design I elicit causal effects of spousal observability and communication on financial choices of married individuals in the Philippines. Making choices public moves men from putting money into their own account to consumption; communication with their spouse drives men to put income in their wives' account. The strong effect on men but not women of information and communication appears to be driven not as much by gender as by control: men whose wives control household savings are much more likely to exhibit this treatment effect and women whose husbands control savings exhibit the same pattern as men. These results suggest that existing household models and policies are incomplete without taking into account the bargaining process and, in particular, the way in which this process interacts with underlying control structures in the household.

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Household outcomes depend on decisions made by spouses who may often disagree. Given these potential differences in preferences, the particular conditions under which intra-household decisions are taken may matter a great deal for household outcomes. A large and growing literature in economics provides evidence from several countries that household savings and investment are significantly affected by how decision-making power is allocated between women and men. In particular, when intra-household financial decisions are made by women, savings and investment are often greater and repayment of debt is more likely.¹

Theoretical and empirical work in economics has generally overlooked the range of factors that influence intra-household decisions. Most models of household decisions have either treated the household as an individual decision maker—ignoring intra-household decisions completely—or modeled household decisions as a bargaining process between agents who are able to make binding commitments, have full information, and are able to communicate.² These models, all of which predict that outcomes will be Pareto optimal, are contradicted by empirical evidence against Pareto optimality (Christopher R. Udry, 1996)³ and complete information (Jan M. Pahl, 1983; Markus P. Goldstein and Udry, 1999; Michael A. Booser and Goldstein, 2003). More realistic assumptions, such as the possibility of private infor-

¹For example, income given to women is more likely to be used for investments in education, children's nutrition, and housing than income in the hands of men (Duncan Thomas, 1990, 1994; John Hoddinott and Lawrence Haddad, 1995; Shadhidur R. Khandker, 1998; Esther Duflo, 2003). Mahabub Hossain (1988), David Hulme (1991), David Gibbons and Sukor Kasim (1991), Khandker; Baqui Khalily and Zahed Kahn (1995), and Beatriz Armendariz de Aghion and Jonathan Murdoch (2003) all find that microfinance loans made to women are significantly more likely to be repaid. Martin Browning (2000) provides an interesting model for how a difference in savings outcomes within one household could arise, due to differential incentives to save (women live longer, retire later and thus need to save more).

²See, for example, Marilyn E. Manser and Murray Brown (1980), Marjorie B. McElroy and Mary Jean Horney (1981) and Shelly Lundberg and Robert A. Pollak (1992). Pierre-Andre Chiappori (1992) and Browning and Chiappori (1998) do not make assumptions about the specific bargaining process or structure, but assume that the bargaining outcome will be efficient.

³Richard Akresh (2005) finds evidence in support of Pareto efficiency for other parts of Cote d'Ivoire using an alternative nationally representative dataset. He cites other work that has found some evidence of inefficiency using survey data from Cameroon (C. Jones, 1986), Cote d'Ivoire (Duflo and Udry, 2004), and Mexico (Habiba Djebbari, 2005).

mation and limited communication between spouses, may be needed.⁴ Indeed, more recent theoretical work has modeled households in which commitment between members is not assumed and is often limited; efficiency is not always attained (Ethan Ligon, 2002; Maurizio Mazzocco, 2004 and Mazzocco, 2007).

Empirical work on intra-household bargaining has increasingly used exogenous shocks to one spouse's income to identify its effect on household outcomes and infer individual preferences.⁵ However, who receives the income is only one factor which may affect the household outcome. There is a substantial sociological literature on the processes of intra-household decision making, which emphasizes the importance of financial management structures in the family and the role that information and communication can play in making decisions within a marriage (see, for example, Daisy H. Dwyer and Judith Bruce, 1988). Nonetheless, factors like privacy of information have not been widely incorporated into household models of decision making⁶; even within these models, it is not clear how information asymmetries affect outcomes, beyond a standard prediction of decreasing efficiency. Understanding how spouses adjust strategically when information about their income and subsequent financial decisions is private, or when elements of the bargaining process (such as communication) change, is important to understanding household decision outcomes — but requires exogenous variation to identify.

In order to identify how information and communication affect intra-household decisions, I use an experimental approach. I observe intra-household financial decisions in a randomized field study. These experiments were explicitly designed not to treat households as a unit, but to allow for as much individual decision making as possible while varying the degree of

⁴As Pranab Bardhan and Udry (1999) argue, “If the efficient household model cannot adequately account for the intra-household allocation of resources, it appears that it will be necessary to move towards more detailed, culturally and institutionally informed non-cooperative models of the interaction between household members”.

⁵See, as examples in a growing literature, Duflo (2003), Duflo and Udry (2004), Rangel (2004).

⁶Exceptions include Ligon (1998) and Dubois and Ligon (2004).

privacy of information and ability to bargain.

Experiments have recently emerged as a method for getting inside the household (Elizabeth A. Peters, Sinan Unur, Jeremy Clark, and William D. Schulze, 2004; Ian Bateman & Alistair Munro, 2003; Vegard Iversen, Cecile Jackson, Bereket Kebede, Alistair Munro, and Arjan Verschoor, 2006).⁷ These experimental papers have focused on testing predictions of existing (usually unitary) models of the household, similar to the empirical work in economics cited above. I use experiments rather as a method to tell us what existing economic models might be missing, by exogenously varying factors in household decision making that are difficult to measure or vary empirically: private information and communication. Using experiments to understand decision making within the household can be challenging: subjects have an ongoing relationship with each other, so behavior within the experiments can often be undone when spouses go home. I thus design outcomes that are difficult to undo, like time-limited, person-specific gift certificates. In addition, and similar to challenges facing experiments in other applications, one worries about subjects behaving differently under the "artificial" conditions of the laboratory. To overcome this, I ran the experiments in a familiar setting to all subjects (a local bank with which they had contact) and designed treatment conditions that mimic real world conditions under which couples made decisions. These conditions were decided upon through focus groups on couple decision making, where conditions of private information and conditions of communicating with one's spouse before decision making emerged as key situations; in debriefing, subjects talked about how much the treatment condition to which they were assigned reminded them of situations in which

⁷In "Free-Riding and the Provision of Public Goods in the Family: A Laboratory Experiment", Peters, Unur, Clark and Schulze play public goods games and conclude that there is more contribution to the public good fund when the group consists of family members. In "Testing Economic Models of the Household: An Experiment", Bateman and Munro found that overall, couples are more risk averse and follow predictions of income pooling when making choices jointly compared to when they make choices individually. In "What's love got to do with it? An experimental test of household models in East Africa", Iversen, Jackson, Kebede, Munro and Verschoor play variants of a public goods game and find that couples do not maximize surplus from cooperation.

they had to make decisions.

In the experiments reported in this paper, subjects were given a sum of money, approximately a day's wage, and asked to either directly deposit the money or take consumption in the form of committed consumption or cash. The experiments were carried out with a sample of existing or previous clients—and their spouses—of a rural bank in the Philippines. Each subject was randomly assigned, along with his or her spouse, to one of three settings that had different limitations placed on the privacy of information and the possibility of spousal communication.

In the first condition, Private Information without Pre-Play Communication (denoted "Private"), subjects are separated from their spouses at the onset of the experiment. They do not know what their spouse is doing, whether their spouse has received any income, what decisions their spouse is making, or what outcomes he/she receives; as much information as is possible is kept private from the spouse. In the second condition, Public information without Pre-Play Communication ("Public"), subjects and their spouses enter the room together. They learn about their own and each others' payoffs and choice sets, and make simultaneous decisions; however, they cannot communicate or see the decisions the other is making until after their decisions have been made. In the third condition, public information with Pre-Play Communication ("Negotiation"), subjects and their spouses follow the same procedure as "Public", but they communicate before making their decisions and their decisions are immediately observable to each other.⁸ Due to random assignment, the

⁸This combination of private-public information, and communication, suggests a fourth treatment: private information with pre-play communication. This treatment condition did not form part of the experiment because it was ultimately very difficult to ensure privacy of information when there is also pre-play communication. The pre-play communication in the third treatment condition takes the form of expressing one's preferences for allocating the income shock to one's spouse: doing this before the "Private" condition (in order to maintain the same structure of communication) would mean that spouses would have to know about the income shocks and about the choices available- which would leave very little to remain private in the first condition. In future experiments, private with pre-play communication would be an interesting condition to implement, to determine if just making the decisions in separate rooms - even having expressed one's preferences before- could in itself have a significant effect.

distribution of individual and household characteristics is approximately the same across all treatment conditions. Any significant difference in outcomes, therefore, can be attributed to the difference in treatment condition.

I find that men are more likely to deposit the money into their own account in Private and commit it to consumption in Public, and that this effect is mainly driven by men whose wives make the savings decisions in the household. Although initially it does not appear that women exhibit such behavior, women whose husbands control the savings decisions in the household behave as the men whose wives control the savings decisions. Finally, men are more likely to turn their money over to their spouse's account in the Negotiation condition, an effect which is greater for men who do not control the savings decisions in their household. Women whose husbands control the savings decisions in their household are also more likely to turn money over to their spouse's account.

Underlying the effect of information and communication appears to be the mechanism of monitoring; in my sample, women monitor the behavior of their husbands. This is consistent with the cultural setting of these experiments; in the Philippines, most men are expected to turn their earnings over to their wives for budgeting and allocation, but women often complain that their husbands do not turn over all their income. The pattern of women as financial managers who monitor their husband's use of income is found in many developing countries and in low-income U.S. and U.K. households.⁹ Such a financial management system can be seen as a contract, agreed to at the time of marriage, which the wife is expected to enforce.¹⁰

⁹In 70 percent of British low-income families, and in only 25 percent of higher-income families, Pahl (1993) found that wives manage the finances in the family; husbands are expected to turn over their income to their wives to manage. In 70.5 percent of Indonesian couples, the wife decided all money matters (Hanna Papanek & Laurel Schwede, 1988). In supplementary surveys of my subjects in the Philippines, I find that 80 percent of households have the wife hold the income and do the budgeting; in 49 percent of households the wife also makes the major decisions about saving or spending money. This is not necessarily a source of rents in the household: budgeting and deciding about saving can be an onerous task when money is short.

¹⁰The following quote, from a homemaker in Mauswagon, illustrates the degree to which financial management and turning over income can be part of a marriage contract, particularly in cultural settings like

I propose a framework of income monitoring within the household, where observability of income and communication at the time of decision making make a significant difference in the monitor's ability to enforce a contract. This approach has implications for future research in household decision making and for policy. It implies that limited commitment and imperfect contractibility are more realistic assumptions in household decision making models. My results suggest that husbands and wives respond strategically to changes in information and communication, but what initially looks like differences in response by gender appears to be driven by underlying household control structures that create incentives to change behavior in face of changes in monitoring. This has important implications for program design as discussed in the Conclusion.

The remainder of the paper is organized as follows. Section I describes the conceptual framework that guides the experimental design. Section II describes the experimental design: the setting, outcomes and conditions. Section III describes the empirical analysis and results, followed by a discussion of implications. Section IV concludes.

I. Conceptual Framework: Designing the Experiment

The experiments were designed in accordance with a model of the household in which husbands and wives contract about financial management in the household at the beginning of marriage. Such a contract can take many forms; in this paper, I study a prevalent form of informal marital contracting in the Philippines, whereby women are the financial managers of the household who do the majority of the budgeting and, to varying degrees, control the spending and allocation decisions (A. Timothy Church, 1986; Jeanne F. Illo, 1989; B.T.C.

the Philippines: "I give him his daily allowance. His cigarette and liquor consumption is part of our budget because he buys them on credit at the store. I am the one in-charge of paying our debts every payday. I believe that husbands should turn over their earnings to their wives. At the marriage ceremony the coins are turned over by the groom to the bride. What is the significance of the marriage rights if husbands won't turn over their earnings to their wives?" (Chona Echavez, 1996)

Medina, 1991; Mina M. Ramirez, 1984). Men are expected to turn over their earnings to their wives: "cultural norms dictate that the husband turn over his earnings to his wife to receive in return a daily allowance for his daily expenses such as transportation, cigarettes and the like...the decisions to save, how much to save, and when to repay loans are more of the wife's independent decision" (Illo, 1989: 45). How such a contract arose is outside of the scope of this paper; survey self-reports across many countries in Asia suggest that men have traditionally viewed women as being better budgeters and having greater self-control (Villia Jefremovas, 2000; Suzanne A. Brenner, 1995). In my surveys, the majority of men, when asked why it is that their wife holds the income in the family, responded that they would spend it if they held the money.¹¹ The husband can thus benefit by deferring the responsibility of controlling the spending and lending of money earned.¹² In a model of intra-household specialization, Gary S. Becker (1981) shows that even small initial differences in comparative advantage or cost can result in large effects when such differences lead spouses to take on different roles in the household, due to increasing returns from investment in activity-specific human capital.

This deferral of responsibility, or intra-household specialization in financial management, can allow the financial manager of the household to make everyday allocational decisions closer to her preferences than his. At any given moment, thus, the husband may be tempted to cheat. In particular, he may withhold money and not turn all of it over. "While women

¹¹Representative responses from the husbands include: "It's not safe if I hold the money, I might spend it for my vices"; "Because if I'm the one who would hold my income, there would be a tendency that I could spend some of it"; "I'm very impulsive when it comes to spending my money. That's why I give all my income to my wife."; "It is her right to hold my income"; "I believe that it is a regulation in the family that the wife will hold the money"; "We're used to it because it's part of the Filipino values". Wives responded, "I'm the one who knows how to budget the money, my husband is also very impulsive in spending his money"; "Because I'm the wife. I plan where to spend the money". In very rare cases, the husband had to take over handling the money, despite cultural norms, because his wife "just wasn't good with money".

¹²Illo (1989) writes of an additional benefit of deferring this responsibility: "Because the wife generally keeps the cash, the man can and does avoid lending cash by referring the matter to the woman. More than the husband, the woman can convincingly explain to the would-be debtor why she cannot lend them money, especially if the family's financial position is so tight that moneylending can force the family to do without basic things."

devote all their wages to the household budget, men withhold some of theirs at the outset to spend on so-called vices" (Illo and Rona C. Lee, 1991: 70). This behavior is so widespread that there is a word in the Tagalog language that is applied to men not handing over all of their income to their wives: *kupit*. *Kupit* literally means to pilfer, to filch, to steal in small quantities.¹³ Colloquially, it is applied to husbands and wives in the following way: "it is like an unwritten agreement that the husband will turn over his earnings to the wife, but he will make *kupit* by declaring "ghost" expenses/deductions. In some cases, this will be in the form of not declaring unexpected income like bonus, incentive or loyalty pay, or only declaring a portion of what he receives".¹⁴

In particular, when the husband receives extra money at work, he faces a decision of whether to turn it all over to his wife as the cultural norm/contract dictates, and have the amount he has earned be taxed/used on an allocation that is closer to her preferences ("Turn Over"), or whether to "shield" it from her in some way by hiding it ("Hide") or committing it to consumption ("Commit"). Committing it to consumption is akin to spending it immediately on something enjoyable (like at the bar on the way home) to avoid it being taxed when it is turned over. In a situation where she cannot observe his actions, there is some probability that she will find out if he hides it. There is a possibly greater probability (still less than one) that she will find out if he commits it to consumption because it may be harder to hide a commodity bought or used (such as a new outfit or alcohol-infused breath) than it is to hide money away.

If she finds out, she immediately expropriates what she can, in keeping with her role as

¹³Tagalog-English Dictionary by Leo James English; First Printing in the Philippines 1986. Printed by Cacho Hermanos, Inc. Pines Cor Union St., Mandaluyong City.

¹⁴Chona Echavez, personal correspondence. In addition, Erlinda Burton (Research Institute for Mindanao Culture(RIMCU) at Xavier University) writes: "The term "kupit" is Tagalog but has been borrowed by other groups and is even found or used by the Bisayan speakers. The definition of "kupit" refers to a practice of stealthily or secretly taking a very small amount from an amount of cash for whatever purpose it is to be used. For example, a husband would make "kupit" of a small amount from his salary before giving it to his wife or an employee who would take a little amount from the office's coffers; this amount may be repaid or never. It is really a form of stealing but it may not be detected" (personal correspondence).

the financial manager: if the money was hidden, she takes it all as if he had turned it over. If the money has already been committed/spent, she tries to undo it in subsequent budget allocations. In both cases, in addition to trying to take back the money that was spent, she enacts a (likely non-monetary) punishment to show him her displeasure.¹⁵ This displeasure is greater if she feels that he willfully and explicitly defied her, rather than possibly made a mistake in interpreting her preferences.

Thus, the payoff if he Turns Over is simply the allowance he gets, along with the ordinary household expenditure allocation, and no punishment. The payoff from Hiding is the full sum of money he received if she does not find out; if she does find out, he receives his ordinary allowance and some punishment (which is greater if she feels that he explicitly defied her by putting the money away somewhere else).¹⁶ The payoff from committing to consumption if she does not find out is less than that from hiding (since the money had to be committed immediately and is less fungible) but greater than if he had just received his allowance and the standard expenditure allocation; if she does find out, he receives some punishment, as above, and she tries to expropriate the already-spent funds as much as she can— that is, she reallocates subsequent budgets to decrease his allowance, for example, but she can't reallocate the budget fully, particularly if the amount he spent is more than several months of his entertainment/luxury allowance. It is thus more difficult to undo consumption that has already been committed.¹⁷

¹⁵As one respondent said when asked what happened when her husband and her got into a conflict over money, "I was so angry with him that I didn't do his laundry for three weeks!". I assume that the wife is somewhat limited in the degree to which she can punish, both by cultural norms and because many types of non-monetary punishment (like forcing the husband to sleep on the couch) can be costly to the punisher; she chooses the maximal level of punishment she can, given the implied guilt of the husband. I argue that explicit defiance increases the maximal allowable punishment level.

¹⁶For a situation in which this is not the case, imagine the man pleading that he was actually putting the money away to buy her a present.

¹⁷This could be the case because the money she has allocated for his allowance is much smaller than the money he has just spent on one good and it may be very difficult to take that small amount away regularly for a long period of time. In addition, if budget cuts have to be made over many months subsequent cuts, they could be heavily discounted over present consumption depending on discount rates and functions. For individuals with great impatience, or with present-biased time inconsistency, the value of present consumption

Even in a case where all information is public and she will inevitably find out what decisions her husband made, the intention behind the decision can matter greatly for the degree of punishment a husband might receive. In particular, I argue that she is more likely to punish him if she knows for sure that he explicitly defied her: i.e., she had an opportunity to tell him clearly what her preferences are in the moment he made the decision. Of course, communication in the context of bargaining could have many effects.¹⁸ The anthropology literature focuses on the role of communication in providing an opportunity for the woman to show her displeasure for his choices as a way to try to influence his actions.¹⁹ This clear stating (or re-stating) of preferences can change expected punishment; in particular, communication prior to decision making can invoke greater punishment if the spouse goes against a clearly stated preference, since now he will have acted in explicit defiance (rather than tacit defiance when a preference has not been explicitly stated in the moment). In a condition of full information, but one without communication at the moment of decision making and thus without full certainty about the spouse's preferences or willingness to punish, the husband could plausibly deny guilt about knowingly breaking the contract.²⁰

Changing opportunities for privacy of information and communication before decision making can clearly serve to change monitoring possibilities for the original marital financial contract, and thus change the payoffs for each choice. In a case where there is private information, with a limited probability of detection, the payoff to hiding a shock to income would be greatest; in the case of full information- where hiding and spending will be fully detected afterwards- committing to consumption could yield an outcome closer to one's

over future budget cuts would be even more extreme.

¹⁸See Kathleen L. McGinn and Rachel Croson (2004) for an excellent overview of the role of communication and communication media on enhancing "social awareness" in bargaining situations.

¹⁹"When the woman feels that the husband's decision is not a fair or good one, she can continue to show her displeasure either by nagging him about the matter or by shutting him out" (Illo, 1977). In many cases, these tactics work and the woman is able to get a decision she favors.(Illo, 1989)

²⁰In addition, the punisher may have an aversion to punishing when guilt is not certain: i.e., she is averse to committing a Type II error.

preferences than either hiding or turning over (since hidden money will be discovered and turned over to be taxed by the manager); this depends on the tax rate and the maximal punishment for tacit defiance. However, when communication occurs right before decision making, both hiding and committing to consumption may invoke stronger punishments due to being in explicit defiance of the spouse’s wishes; thus, turning money over may be more likely in this case.

In the next section I will describe how I designed the experimental treatments and outcomes to mimic these real-world settings.

II. Experimental Design

A. Experimental Setting

The experiments were run with 146 married couples in the conference rooms of Green Bank, a rural private bank in Mindanao, the Philippines. The subject pool was drawn from previous and existing clients of Green Bank and their spouses. Recruiters went door-to-door and invited subjects and their spouses to a study for which they would receive a 40 pesos show up fee each and the opportunity to earn more money.²¹ Part of the subject pool that were approached to take part in the experiment came from 201 individuals who had been involved in a large scale randomized field experiment (Nava Ashraf, Dean Karlan, and Wesley Yin, 2006) and who were in neighboring communities to the bank site; this provides me with baseline data to study selection on takeup of the invitation to the experiment. Using this data, I find that subjects from this pool who took up the invitation to come to the experiment were not significantly different in most characteristics from those who did not take up the invitation (Appendix Table A1). In addition, men and women did not appear to select

²¹50 pesos=approx. \$1USD. Recruiters did not specify the amount of additional money that could be earned.

differentially into the experiment based on decision making power in the household.²² One hundred eighteen households in the final sample come from this sub-group; twenty-eight remaining couples were drawn from invitations to fifty prior and current Green Bank clients in the surrounding area.

Once the couples were recruited, they arrived at the laboratory at a pre-arranged time for the experimental session. Experimental sessions were randomly assigned across days and session times.²³ After the experiment was completed, individual-level surveys were conducted with each subject either directly after the experiment was finished in the lab or in the subsequent two to three days in the homes of the subjects. These surveys were conducted with each spouse separately and privately. The questions included measures of education, occupation, income variability, immediate money needs, how income is received and how much, if any, is given to the spouse. Additional questions were asked about decision making and conflict in the household, including perceptions of patience, impulsiveness, and responsibility of one's spouse and problems with liquor and gambling.²⁴

Table 1 provides summary statistics of the sample from both of the individual-level surveys. This was a broad sample of married couples, with substantial heterogeneity: subjects ranged from newlyweds to married for more than 50 years, from relatively poor for this region to relatively well off, from having completed only one year of education to those

²²Two hundred and one individuals (118 women and 87 men) from this pool were approached to take part in the experiment. (The rest of the subjects came from other Green Bank client rosters on which I do not have baseline survey information. To the extent that the sample for prior field experiment were randomly selected from the universe of Green Bank clients, they are likely representative of the whole subject pool). The analysis in Appendix Table A1 is on the 83 women and 103 men on which I had complete information on baseline variables. Sixty-six percent of men approached to come with their spouses and 53 percent of women approached to come with their respective spouses. Subjects who took up the experiment were not significantly different from those who did not on the domains of age, education or place of residency. Female clients were slightly less likely to take up the invitation and, when total household income is controlled for, own contribution to household income has a negative effect on take-up of the experiment.

²³Recruiters did not know what this schedule was.

²⁴Surveys were conducted after the experiment so that the survey questions would not prime subjects in the experiment. There is no evidence that the reverse happened: survey responses to questions about conflict in the household or decision making did not differ significantly by treatment condition.

having graduated from college. Not all subjects were bank clients: only 38 percent of men and 51 percent of women had accounts at Green Bank.²⁵ Both husband and wife work in the majority of these couples (approximately 70 percent); in 60 percent of all couples the husband brings in more income than the wife. Consistent with the sociology literature cited in Section I, the wife is the one who holds the income in the family and does the budgeting in more than 80 percent of these couples. Half of all couples respond "wife" or "jointly" (with wife's decision being "tie-breaker") when asked who makes the savings decisions in the household; approximately 25 percent respond "only wife", which I code as "wife controls savings decisions", and approximately 15 percent respond only husband, which I code as "husband controls savings".²⁶ Finally, almost 40 percent of couples in the sample reported having conflict over money issues in the household.²⁷ Appendix Table A2 shows these summary statistics by treatment condition and by gender, with pairwise t tests for significance; all but two variable means are statistically indistinguishable across conditions, one at 10 percent significance.²⁸ Table 1 also shows similar variables for comparison from two major surveys conducted in the Philippines, the Cebu Longitudinal Health and Nutrition Survey, which was representative for the nearby region of Cebu, and the International Social Survey Programme, Module on Family and Changing Gender Roles in the Family, which

²⁵Although I also ask subjects about their bank account status at Green Bank, I use objective data from Green Bank archives on the subject's bank account status, as this variable could be misreported by treatment condition if a subject wanted to hide bank account status from his or her spouse.

²⁶Husbands and wives are separately and privately asked about who dominates the savings decisions; as the summary statistics by gender show, there was some small discrepancy between who each person reported dominated the savings decisions in the household. In the analysis, I use their own reports about who dominates in the household, since what is important for the theoretical framework is personal perception of who controls the finances in the household. None of these variables were significantly differently reported across treatment conditions, nor did differences in reports between husbands and wives differ significantly among treatments; although the questions were asked after the experiment, the answers were not affected by the experiment itself.

²⁷Interestingly, conflict over money is significantly and negatively correlated with wife makes savings decisions.

²⁸"Education" and "Spouse has bank account" are significantly different across treatment conditions; subjects in Negotiation have, on average, two years less education than subjects in the Private or Public conditions. Subjects in Negotiation are also slightly more likely to have a spouse that has a bank account at Green Bank. Appendix Table A2 reports these specifications.

was nationally representative. Although the experimental sample was not selected to be representative, the respondents do not appear substantially different from regional or national norms with respect to most variables.

B. Experimental Conditions

Subjects, upon arriving at the laboratory with their spouses, were randomly assigned to one of three conditions under which they made decisions about saving or spending an endowment. These conditions were designed to mimic the real world circumstances under which households were making decisions.

Figure 1 provides a schematic diagram of the experimental design.

In the first condition, Private Information with no pre-play communication ("Private"), subjects were separated from their spouses upon arrival and told that the women were to be in one room and the men in a different room. Once the subjects were settled into their respective rooms, they were registered and told about how much money they were getting and which decisions they were going to be asked to make. Subjects were explicitly told at the beginning of the experiment that their spouse does not know whether they received any income or what choices they had, that their choices will be kept private and that they would be paid based on their choices before reuniting with their spouses.²⁹ Designing a perfectly private condition for married couples is challenging³⁰, particularly since spouses could always

²⁹One possible threat to maintaining privacy of information is that subjects may have heard from their neighbors about the experiments and what occurred therein. When subjects came in for the experiment, they were asked individually how they heard about the experiment, to check whether they had heard from anyone other than the recruiter who came to their house. All subjects answered that they had learned from the recruiter. In addition, subjects were more casually asked in debriefing whether any friends or neighbours had mentioned being part of this study at Green Bank or had told them what had happened when they had come to Green Bank. They responded that people were unlikely to talk about this with their friends, because it is not common to discuss financial matters with friends or neighbours - in part because as soon as one reveals that one has just received some money, one might be asked to share it.

³⁰Having only one spouse come to the lab would lead to a different sample selection than a sample in which both members of the couple are required to come into the lab together. The other alternative is to ask both members of the couple to come in together, but then ask one member to go home- which in itself

attempt to learn the information from each other when they went home. I designed the Private condition to occlude as much information as possible, in order to allow the subject to maintain "plausible deniability" in front of his or her spouse when the subject exited the experiment. Upon entering the experiment, spouses were taken into separate rooms when told that they will be receiving 200 pesos with which to make allocational decisions (in excess of the 40 pesos show up fee), as well as what choices they have available to them; it is plausible that subjects had some probability distribution over whether their spouse was simply filling out a questionnaire or was getting the same amount of money (if any) as they were and whether they were facing the same choices. This is in comparison to the Public and Negotiation conditions, in which they knew *for certain* that their spouses were facing the same income shocks and same choices as they were.

In addition, the Private condition obscured both outcomes and the choices leading to those outcomes through a "luck of the draw" mechanism. Under all treatment conditions in the experiment, subjects made several decisions about how to allocate their 200 pesos. They were told that at the end of the experiment, one of these choices would be randomly chosen and be realized. In addition, there was a chance that none of the decisions would be realized and instead one would get "luck of the draw", which could be any one of the outcomes possible in the experiment (as well as nothing).³¹ The probability of receiving "luck of the draw" was the same across all three treatment conditions. However, "luck of the draw" created plausible deniability only in the Private condition, since it obscured the link between choices and outcomes (in the other two conditions spouses saw each other's entire range of choices and could perfectly map choices to outcomes). Thus, even if a spouse

could raise great suspicions.

³¹As described in more detail in the subsection below, the subjects made eight main decisions about allocating their 200 pesos. Once each subject had filled out his/her choices, the experiment rolled a 9 sided die to determine which choice would be enacted for the subject. If the die rolled on 1-8, one of the subject's own choices would be realized. If the die rolled on 9, the subject would receive what was called "luck of the draw", which meant that they picked an outcome out of a hat. The hat included all possible outcomes in the experiment, as well as receiving nothing. The subjects were told this in advance.

were able to find out what outcome one received after walking out of the experiment in the Private condition, the subject could always claim that he got that outcome bad luck and not through any choice of his own.

After the explanation of the choices to be made in the experiment and the luck of the draw mechanism, in the Private condition subjects were told:

"Your answers to these questions will be kept completely confidential and private from your spouse. Because your spouse is not in the room with you, they will not know what you received, what choices you had, or what you chose for each decision of what to do. Since the die is rolled, your spouse will not know whether it was your decision or "luck of the draw".³²

Moving from Public to Private can therefore only tell us the net effect of obscuring information about spouse's income and choices, but cannot tell us definitively which aspect of the information was most important. The obscuring of information involved obscuring the possibility of income shocks and the choices available, and providing plausible deniability for responsibility for any outcome received. This is all in comparison to the Public condition, in which all information about income and available choices was publicly revealed and outcomes were both fully verifiable and the choices that led to those outcomes were perfectly observable.

In the second condition, Public Information without Pre-Play Communication ("Public"), subjects and their spouses enter the room together, and each subject sits at a different table from his/her spouse in the same room. They both learn about their own and each others' payoffs and choice sets, and make simultaneous decisions; however, they cannot communicate or see the decisions the other is making until all decisions have been made. They know that their choices will be fully revealed to their spouse once the experiment is over. At the end of the decision making process, subjects meet with their spouse, show each other all the decisions they made, and discuss. They are not allowed to change any decision at this point. When the couple returns together to compare responses, local researchers fill a supplement

³²Please see the web Appendix for the Experimental Instruction Forms for each treatment condition.

detailing each subject's decision and their response to their spouse's decision, as well as any discussion or conflict between the spouses that ensued.³³ This condition is analogous to the real world situation in which one spouse has received extra income at work or elsewhere and can put it aside or spend it – but with the foreknowledge that their spouse will find out what they did with it.³⁴

In the third condition, Public Information with Pre-Play Communication ("Negotiation"), subjects and their spouses follow the same procedure as "Public", but they are required to communicate before making their decisions and their decisions are immediately observable to each other.³⁵ Couples are instructed to tell each other what they would like to do for each decision, discuss what would be best to do, and then to make their final (individual) decisions.³⁶ This condition is analogous to standard cooperative or collective household models where couples with full information decide together what would be best. Although couples were not required to come to agreement after talking, evidence suggests that subjects saw this condition as a coordination exercise: correlation among spouse's choices was significantly higher in this condition, averaging a correlation coefficient of 0.8 compared to 0.3 and 0.2 in the Public and Private conditions, respectively.

³³The specific instructions given to the subjects, after the luck of the draw mechanism was introduced, were: Your spouse will be in the room with you while you are making your decision, although you are sitting at different tables. He/she will not be allowed to speak to you while you are making the choice for each option and cannot see what you are doing. However, after the decisions are made, you will be exchanging your forms with each other and your spouse will see all your decisions. You are not allowed to change your answers at that point, but your spouse will learn about your choices.

³⁴One subject compared it to going to the bar on the way home from work: his wife would know that he spent his money on drink but by then it would be too late and he would already be drunk.

³⁵The specific instructions given to the subjects in this condition are: "Your spouse will be in the room with you while you are making your decision and, as you are now, will be seated at the table with you. Before each decision is made, you and your spouse will speak to each other/consult with each other for the decision that each one of you will make. Before each decision, each one says what he/she would like to do, you discuss the options, and then you each make your own decision, which you mark on your own sheet."

³⁶A qualitative supplement for each couple is coded by local researchers for each decision, including a measure of which spouse appeared to dominate the negotiation process and arguments used for persuasion. Analysis on these measures shows that who dominates the majority of decisions in the negotiation is significantly correlated (at 5 percent) with who is older (corr coefficient=0.21) and who has more education (0.23). These supplements were gathered discreetly; experimental assistants were instructed to be available to help translate individually for any couple who asked, but otherwise kept to their own table on the side.

C. Experimental Outcomes

In addition to a 40 pesos show-up fee, subjects earned the equivalent of a day's wage (200 pesos=\$4), which they received at the end of the experiment.³⁷ They are fully informed about their payment only once they enter their particular experimental condition. During the experiment, subjects were asked to make several decisions in advance about what they would like to do with both earnings. One of these decisions is randomly chosen to be implemented at the end of the experiment.

This paper reports on outcomes involving the choice of committing money to consumption or directly deposit money into own or spouse's/joint account, described in Figure 2A. Subjects could choose to deposit it into their own account (if they did not have an account, into a new account on their name) or their spouse's/joint account. Outcome measures not related to direct deposit are reported in Appendix Table A6 but are not the focus of this paper.³⁸ Comparing these two types of choices - direct deposit versus committed consumption - allows for outcomes which vary in observability based on the treatment condition: redeemed gift certificates, particularly for apparel, would be more observable, whether they are chosen in Private or Public, whereas money put into a private savings account is more "hidden" when chosen in Private, but not when it is chosen in Public.

Subjects traded off consumption that was pre-committed in the form, in one decision,

³⁷All subjects also received another 200 pesos in 3 months' time, given to them in the form of a postdated check, as part of choices measuring time preference (for long-term horizon) and time inconsistency.

³⁸A number of choices were elicited in the experiment that did not have to do with direct deposit but were collected for other purposes. These other experimental choices, which are reported in the Appendix, were: cash against different values of gift certificates for self; tradeoff of cash against different values of gift certificates for food; cash against saving in accounts in the name of a child, and short and long horizon time preferences which give us a measure of patience, impatience, and time inconsistency (these time preference measures were evaluated using certified bank post-dated checks (with transaction costs equalized by requiring all subjects to come back 3 more times to the bank to "sign in" and receive 20 pesos (more than twice their fare to the bank) when they return: once in 2 weeks' time, once in 3 month's time, and once in 3 months + 2 week's time). Subjects knew that each decision had a chance of being realized, as outlined in the Experimental Design section. Previous experimental work has found that the collection of additional outcome variables does not dilute incentives (see Susan K. Laury, 2000).

of a Gift Certificate for a "Special Good for Self" ³⁹ worth 200 pesos against receiving 200 pesos directly deposited into an account of their choosing and, in another decision, of a Gift Certificate for Food worth 200 pesos redeemable at a number of stores against 200 pesos directly deposited into an account of their choosing. Both types of gift certificates expired within 1-2 weeks of the experiment, and could only be used by the person whose name was on the certificate; they were thus were a way of committing the income to a particular consumption good.⁴⁰

In order to understand the degree to which subjects valued putting money aside into an account, subjects also traded off receiving 200 pesos in cash against varying amounts put into direct deposit in a savings account of their choosing. This choice is described in Figure 2b. Subjects answered each of the trade-offs (200 cash vs 225 in account, 200 cash vs 200 in account, 200 cash vs 175 in account, 200 cash vs 150 in account, 200 cash vs 125 in account), providing a measure of willingness to pay to deposit into an account of one's choosing.

III. Empirical Analysis and Results

Table 2 describes the main results for direct deposit decisions, by the three treatment conditions, and for men and women separately, comparing means through Fisher's exact tests; subsequent tables present the results controlling for observables and for interaction effects with underlying financial control structure. In the body of the paper, I focus on the results

³⁹This gift certificate is only redeemable in the women's apparel department for female subjects, and in the men's apparel department for male subjects. After several trials using different "private goods", this was what appeared to appeal to the broadest variety of both men and women as special, indulgent goods for themselves.

⁴⁰This was done by ensuring that the gift certificates for self (for a large department store called Gaisano) were produced by the national department store head office and would not be accepted if they were after the expiry date or if the person using them was not the same person as the name on the certificate (verified through national identification cards and numbers); store employees were trained on these certificates. Similarly, the managers of a small number of stores that sold food and foodstuffs consented to be part of the project and produced and monitored the food gift certificates to ensure both that they were not used after expiry and that they were only used by the intended recipient (again verified through national identification cards).

from the decision to commit 200 pesos to consumption in the form of a gift certificate for apparel, which could only be used for oneself (labeled “Gift Certificate for Self”), or to put 200 pesos into one’s own account (either existing or can open new account) or that of one’s spouse; the results from decisions for gift certificate for committing to food versus direct deposit is presented in the appendix tables and exhibits the same patterns. I discuss the results on willingness to pay for direct deposit and its implications for inefficiency in the household after a preliminary discussion of these first results.

I run the following regression:

$$D_{sim} = a + \beta T_{im} + v X_{im} + e \tag{1}$$

where D_{sim} is the outcome variable of interest which takes on three forms(s): I code each outcome "Gift for Self"; "Direct Deposit into Own Account"; "Direct Deposit into Spouse’s Account" as a dummy variable (s_1, s_2, s_3) to allow for the most non-parametric analysis using ordinary least squares on dummy variables.⁴¹ T is the treatment variable (Private, Public or Negotiation) and X is the vector of controls. I run the regressions separately for men (m) and women (w) to allow for heterogeneous responses to treatment; controls include both own and spouse’s demographic characteristics and account status.⁴² The results, described below, present the response of the financial decision to asymmetric information and communication.

⁴¹The fact that these dummy variables are coded in relation to each other inherently takes into account that they come from the same variable. The dummies add to one, for each individual; thus, the slope coefficients add to zero. Results from predictions of all three dummies are shown to illustrate both coefficients and standard errors. The coefficients are estimated using ordinary least squares estimation, with bootstrapped standard errors (300 repetitions) in parentheses. Running OLS imposes much less structure than running a multinomial probit and allows for ease of interpretation of coefficients. (See Josh Angrist, JBES, 2001, for more on the similarity between OLS and Probit/Logit and under what circumstances the less parametric OLS would be preferable). Since almost all variables in all regression specifications are dummy variables, Ordinary Least Squares functions similarly to probit and logistic regression, but imposes the least structure on the data. The results do not change with probit or logistic specifications.

⁴²Since men and women in this sample are not independent, but come from couples, I find, as expected, significant correlation in the error terms. Running an alternative, system, equation (SUR specification) leads to very similar results.

To understand the degree to which this response to asymmetric information and communication may be driven by underlying roles in the household (rather than simply gender), I then interact the treatment with the degree to which the spouse dominates the savings decisions in the household. This tests the prediction that individuals with less control in the household are more likely to try to shield income shocks through hiding (in "private") or committing to consumption (in "public"). I use the variable "Who decides whether to save or spend money" as a proxy for an individual's perception of who controls the allocation decisions in the household. This is a variable that is both pre-existing to the experiment and is subjective: it is based on an individual's perception of the reality within the household. What matters for this prediction is the *perception* that one's spouse dominates the financial decisions and that therefore one will get little or no say in the allocation once one turns over the money.⁴³ Thus, I use each subject's self-reports about who controls the savings decisions in the household. By interacting this variable with the treatment conditions, I test for- and find- heterogeneous treatment effects, which serve to suggest the mechanism underlying the main experimental results.

I find that men are more likely to deposit the money into their own account in Private and commit it to consumption in Public. This effect is mainly driven by men whose wives make the savings decisions in the household. Although initially it does not appear that women exhibit such behavior, women whose husbands control the savings decisions in the household behave as the men whose wives control the savings decisions, consistent with the theoretical framework above. Finally, men are more likely to turn their money over to their spouse's account in the Negotiation condition, an effect which is greater for men who don't dominate the savings decisions in their household and also holds for women whose husbands

⁴³ Since most of the men in my sample have wives who are the financial managers, consistent with the Filipino cultural context, this variable captures only the additional variation that comes from perceiving that one has a spouse who truly dominates these decisions (ie likely does not give any say in the allocation decision to their partner); the prediction is simply that for this (smaller) sub-sample results should be stronger.

dominate the savings decisions in their household (although this treatment interaction loses significance in the full specification).

Result 1: Men prefer to put money away in their own accounts when information is Private, but when information is made Public, they switch to committing money to consumption. Women choose to put money away rather than committing it to consumption regardless of treatment condition.

Table 2 presents the effect of obscuring information - in going from the Column labeled "Private" to "Public" - of obscuring information, using Fisher's exact tests. In the Private condition, 52 percent of men prefer to directly deposit money into their own account (2/3 opening new accounts in their name) rather than putting it into their spouse's account (23 percent) or committing it to consumption (25 percent). However, when information about the outcomes is made Public, 58 percent of men choose to commit their money to consumption rather than putting the money into their own account (23 percent) or into their spouse's account (19 percent). The change in the distribution of these outcomes in moving from Private to Public is highly statistically significant, with a Fisher's exact p value of 0.002. The same pattern and significance levels repeat in the decision for the Gift Certificate for Food⁴⁴, described in Appendix Table A4. Women, in contrast, do not vary across treatment conditions in their desire to deposit money into an account rather than to commit it to consumption; they change from depositing into their own accounts in Private to their spouse's account in Public.

Adding controls (in Table 3) shows that, as would be expected, having an account at Green Bank has a positive and significant effect on choosing to deposit into one's own account and the spouse having an account has a negative effect on depositing into spouse's

⁴⁴Although food can be shared, and is thus not a strictly selfish good, it is a highly desirable consumption good among men in the Philippines. Other studies in the Philippines (Ligon and Dubois, 2004) have shown the strong degree to which husband's receive better quality, and quantity, of food in the household when their wages increase.

account, but these controls do not alter the treatment effects. Men are much more likely to save in their own accounts in Private, controlling for having an account, whether their spouse has an account, their daily wage and their spouse’s daily wage, and their and their spouse’s education. Women, in contrast, do not vary in their desire to save their earnings in an account rather than spend them. However, on the dimension of which account to deposit into, making information private moves women from saving in their spouse’s account to saving in their own account, an effect which remains generally robust controlling for account dummies.

Result 2: Both men and women whose spouses control savings decisions in the household are more likely to put money away in Private and commit it to consumption in Public.

Table 4 describes the interaction between treatment conditions and underlying perceptions of household control over financial decisions. Men whose wives control the savings decisions are 65 percentage points more likely to commit money to consumption in Public rather than putting money away (Panel 1, Column 1).⁴⁵ Women whose husbands control the savings decisions are 60 percentage points more likely to commit money to consumption in Public rather than putting money away (Panel 2, Column 2). Men whose wives control the savings decisions are also 55 percentage points more likely to put money away into their own accounts in Private (Panel 1, Column 3) and women whose husbands control savings are 72 percentage points more likely to put money away into their own accounts (Panel 2, Column 4). The same pattern, with even greater significance, holds for food, described in Appendix Table 5.

⁴⁵The effect of the Private treatment on men whose wives control savings is the addition of the straight coefficient on Private (-0.201) plus the interaction coefficient on Private*WifeControlsSavings (-0.452), plus the straight coefficient on WifeControlsSavings (0.288), which equals -0.365. To calculate the change for men whose wives control savings in going from public information to making information private, subtract the straight coefficient for the base case of WifeControlsSavings (0.288) from the above, yielding (-0.365-0.288)= - 0.653. Thus, men are 61 percentage points less likely to choose committed consumption in Private, or 65 percentage points more likely to choose it in Public. The same procedure is used to calculate the other treatment interaction effects described in Result 2.

Thus what looks like differences in gender in responding to treatment conditions, from Result 1, appears in fact to be driven by differences in underlying household control structure. This is consistent with the conceptual framework above which predicts that subjects whose spouses control the savings decisions would be more likely to commit money that they receive to consumption, or hide it if they are undetected— unless doing so would be in explicit defiance of their spouse’s preferences.

Result 3: Communicating with their wives at the moment of decision making makes the majority of men put money into their spouse’s account, rather than consume or put it into their own account, when compared to a condition of public information.

Table 2 describes outcomes in the Negotiation condition, once husbands and wives are able to bargain and communication is enforced: only 30 percent of men and 28 percent of women now choose the committed consumption. Rather, Negotiation inspired the majority of men to directly deposit into their spouse’s account and the majority of women to directly deposit into their own accounts (consistent with the high degree of coordination between couples in choosing which account to deposit into, observed in Negotiation). Table 3 presents this result controlling for own and spouse’s demographic and account variables. Women whose husbands dominate the savings decisions exhibit the same pattern as men in Negotiation; they are 16 percentage points more likely to deposit money into their spouse’s account in Negotiation, although this interaction effect is not statistically significant (Table 4, Column 6).

A. Discussion

The results above are consistent with the monitoring framework in which making information public leads to a larger proportion of men who commit income to consumption, rather than try to hide their money or turn it over. These information changes act most strongly on

those men whose wives control the savings decisions rather than simply doing the budgeting, for example. The experimental means appear to show little effect on women's behavior of changing privacy of information in taking consumption for themselves, but this masks heterogeneous treatment effects; women whose husbands control the savings decisions do indeed behave very similarly to the men in our sample. This suggests that what initially looks like gender differences in treatment responses in the experiment is really about differences in control in the household.

Under a standard unitary household model, even one in which spouses specialize in different types of labor (including financial management) in the household, one should not see such differences arising by changing information conditions. If anything, spouses who are not responsible for the financial management should be more likely to turn over their earnings to the other spouse if they don't know what they should do with it, rather than trying to put it into their own account (particularly opening a new account in their name), or committing it to a form of consumption that is difficult to undo.

Similarly, under a nonunitary bargaining model, exogenous bargaining power should matter for the outcomes chosen but observability of outcomes should not. The fact that putting money away into one's own account versus committing it to consumption appears to take on such different value depending on whether or not it is observable suggests that the decision of what is done with money has possibly as much to do with opportunities and incentives for enacting one's preferences than with one's bargaining power.

Indeed, the apparent preference for putting away the endowment into one's own account in Private but committing it to consumption in Public suggests there is a first stage of bargaining that household models have missed: one in which it is decided how much will be bargained over. Once information is made public, subjects can try to impose preferences on *type* of consumption but possibly more important is how much is given over.

Simply making information public does not seem to solve the incentive problem; rather

than affecting the extensive margin of how much to turn over, it affects the intensive margin of what the money is spent on and what it can be committed to, even if the spouse will find out afterwards.

The differences in results between this condition of public information and where spouses have to communicate before deciding is striking. This is consistent with the prediction from the monitoring framework, whereby communication is used to explicitly state preferences and reinforce the contract. Indeed, the supplements on the Negotiation condition revealed strong statements women made to persuade their husbands to turn over their income by saving it in the wife's account, often repeating "remember you have a family" and sometimes saying a child's name repeatedly until the husband made his decision. These tactics, in many cases, appear to have worked: men overwhelmingly chose to deposit the income into their wives' accounts, rather than into their own account or a new account opened in their own name. The negotiation also does cause the small proportion of women whose spouses control the savings decision to turn over their money, but communication seems to be a monitoring technology that particularly favored women.

B. Inefficient Outcomes?

The treatment effects of information and communication, and the way in which these effects interact with spousal control, have implications for our understanding of household decision making and, specifically, for unitary and nonunitary household models, as discussed above. Nonetheless, it is difficult to argue definitively that choosing to put money away into one's own account or committing it to consumption is necessarily an *inefficient* choice for the household (and therefore strong evidence against collective or cooperative bargaining models which assume or predict efficiency).⁴⁶

⁴⁶In part, this is based on how much one believes that the gift certificates, which were designed to be large in amount, personalized, expire quickly, and committed to a specific good, were difficult to undo and

However, supporting evidence from a separate outcome in the full experiment suggests that the motivation to rend control back by putting money away in private may lead to inefficiencies. As Figure 3B describes, subjects traded off receiving 200 pesos in cash against varying amounts put into direct deposit in a savings account of their choosing. Subjects answered each of the trade-offs (200 cash vs 225 in account, 200 cash vs 200 in account, 200 cash vs 175 in account, 200 cash vs 150 in account, 200 cash vs 125 in account), providing a measure of willingness to pay to deposit into an account of one's choosing. As Table 5 shows, men were again more likely to choose to put money away into their own accounts in Private (33 percent in Private, compared to 19 percent in Public). Appendix Table 3 shows the extent to which underlying financial roles in the household can exacerbate this effect of asymmetric information: men whose wives make the savings decisions are significantly more likely to put money away into their own accounts in Private (women whose husbands made the savings decisions also followed a similar pattern, although the coefficient is not significant).

However, demonstrating that men are more likely to put money into their own accounts in Private- even when (or especially when) their spouses are the ones making the savings decisions - is not evidence of inefficiency. The *additional* information that this outcome provides us is the extent to which a subject was willing to pay in order deposit the money into an account of his/her choosing. Twenty-one percent of subjects were willing to give up some money (i.e., they chose direct deposit amounts below 200 pesos).⁴⁷ These subjects were sacrificing money that cannot be regained in order to make sure it is deposited into the savings account. In debriefing surveys after the experiments, subjects who responded in this way explained that direct deposit made sure their money was "segurado" (secured);

therefore a Pareto dominated choice compared to having more flexible cash in an account.

⁴⁷Subjects displayed monotonicity in their responses (that is, for example, if they chose 175 pesos in their account over 200 cash, they also chose 200 pesos in their account over 200 cash and 225 pesos in their account over 200 cash).

they used the popular Filipino expressions "Inig ang kuarto" (the money is hot) and "paxi, paxi" (the money will get divided, divided") to describe why they felt that once there was cash in hand, they did not trust (themselves or their spouse, as the case may be) to deposit the cash into the savings account later on their own. They thus preferred to have it directly deposited during the experiment even if it meant a lower amount went into their account. Men sacrificed significantly more money in Private to have money deposited into an account (an average of 21 pesos in Private, compared to 9 pesos in Public) – and the account they preferred in Private was their own, often opening an account when their wife already had one.⁴⁸

This suggests a very specific channel through which asymmetric information can create inefficient outcomes in financial decision making: through incentives to hide one's additional income from one's spouse. This is particularly important given the theoretical work showing that efficient risk sharing can increase savings but requires income pooling and joint saving (Mazzocco (2004)). Ultimately, the degree to which hiding of income is widespread among households is an empirical question, although anecdotal information suggests it is more common than is often thought.⁴⁹ Growing empirical work suggests hiding of income that occurs among spouses and has significant implication for tax reporting and national income calculations (Frances Wooley, 2000 and Jay L. Zagorsky, 2003).⁵⁰ Relatedly, "sheltering" or hiding of income from one's spouse calls into great question one of the standard assumptions of household models: income pooling. In recent work, Alexander Gelber (2008) used separate

⁴⁸Subjects who always chose cash, or chose 225 in account or 200 in account over 200 cash were coded as willing to give up 0 pesos in order to have money directly deposited into an account. Subjects who preferred to receive (minimum) 175 pesos direct deposit over 200 cash were coded as being willing to give up 25 pesos in cash for direct deposit; 50 pesos if subject answered (minimum) 150 in account vs 200 cash; and 75 pesos if subject answered (minimum) 125 pesos into account vs 200 cash. Since subjects were not asked for tradeoffs below 125 pesos, this is may be an underestimate of the actual willingness to give up cash for direct deposit.

⁴⁹A survey conducted by British online bank Cahoot.com found that approximately 75 percent of women and 53 percent of men admitted to hiding money at some point in their marriages.

⁵⁰I am grateful to Elizabeth Gugl for pointing me to this work.

tax records for husbands and wives in Sweden to reject income pooling, finding outcomes that were consistent with a spouse's extra income being unobservable to the other spouse. Measuring a Willingness to Pay for one's money to be "safely" sheltered or put aside, and seeing how that willingness to pay varies when there is asymmetric information or when spouses are forced to communicate, as I have here, is one way of concretely measuring the losses to household efficiency from intra-household frictions.⁵¹

IV. Conclusion

Using an experimental design I am able to elicit causal effects of spousal observability and communication on household choices. I find that making information public moves men from putting money away into their own accounts to committing it to consumption. This effect appears to be driven not as much by gender as by control: men whose wives control savings decisions in the household are much more likely to exhibit this treatment effect, consistent with a framework in which information serves a monitoring role in enforcing a contract in which one spouse controls the finances. Although women in the Philippines are traditionally in charge of budgeting, there is heterogeneity among households in degrees of

⁵¹Of course, this measure of Willingness to Pay is both a measure of one's preference for the good (for example, one's desire to have one's money put into a savings account or how much one likes a gift for self) *and* one's preference for having the money committed. I thus asked a willingness to pay question, measured in the same way as described above, for the other outcomes collected in the experiment as well: for a gift for self, for food, and for savings in the name of the child. Table A6 reports the Willingness to Pay measures, along with the other outcomes of the experiment. Both spouses seemed to love putting money into a savings account in the name of the child, were willing to give up a lot of money for it, and this preference did not vary with asymmetric information or communication. In contrast, the amount of money both spouses were willing to give up to commit to a gift for self decreased dramatically as their choices were made public (for women) and couples could communicate prior to decision making (for women). A similar, although dramatic, effect occurs for money given up for committed consumption of food. In these cases, it did seem that communication (where spouses were overhead making the logical argument: let's take the 200 pesos cash and buy 200 pesos of food where we want, rather than only getting 175 or 150 pesos of food at one designated place) improved household frictions/eased intra-household conflict and improved efficiency. However, both men and women were still willing to give up a lot of money, even after negotiation, for money put into an account; the fact that this mainly went to the wife's/household financial decision maker's account in negotiation suggests that this was more of a commitment strategy for the couple as a whole.

control. Indeed, women whose husbands dominate the savings decisions exhibit the same type of behavior as the men. This provides further evidence that the effect of privacy of information - and of communication - is heterogeneous, and depends critically on existing household roles. These roles are not just an efficient division of labor as they have been primarily presented in the intra-household literature in economics, but rather can create a system of incentives which make hiding money desirable and committing it to consumption necessary to enforce one's preferences.

My experiment suggests that conditions of asymmetric information interact with underlying household control structures to create greater incentives for hiding and thus any interventions that change household public information should also be very aware of what underlying roles are. There are many interventions and policies which can have asymmetric effects on information within the household: making prices of certain goods (that only one spouse sells in a nearby market, for example) public or giving subsidies to the household versus loans only to women without her husband's knowledge. Migration provides a particularly stark example of altering information asymmetries. Jost de Laat (2005) shows that migrant men in Kenya go to great lengths to monitor the activities of the wives who receive remittances, because of their concern that the wives will take advantage of the asymmetric information created; indeed, in Kenya, a culture which has the opposite gender norms for financial management from the Philippines, many women form "secret savings societies" to keep extra income they earn in the workplace out of their husband's knowledge.⁵² Looking at migrant sending families, Joyce Chen (2006) finds that migrant-sending households in China respond strongly to the efficacy of monitoring through adjusting intra-household allocation.

⁵² K-Rep Development Agency in Kenya, who manages a number of village banks across the region, reports several cases of women's group savings accounts, where the identity and exact contribution amount of each member to the group's savings are kept secret. Individual women have also asked bank managers to keep their individual account passbooks at bank, rather than taking them home, in order to hide the information from their husbands. (Personal correspondence with village bank managers and female clients)

These papers both present frequent visits as a monitoring technology for enforcing contracts in the face of private information. My paper suggests that even when information is public, monitoring technologies make a difference through influencing decision making. In particular, communication at the moment of decision making appears to significantly change men's choices in particular. The theoretical framework I have presented suggests that the effect of communication is due to disincentives for explicit defiance, rather than the tacit defiance that occurs in a condition of full information, but no communication.

I provide evidence for why we may see gender differences when looking at means—differences in preferences that in fact are not immutable, based on gender alone, but rather are due to the roles the genders have taken on, and the structure of household financial management that have created incentives for behavior. When we observe strong gender differences in outcomes or treatment effects - whether in empirical or experimental data - it is important to know where such differences are coming from, particularly before advancing programs and policies that serve one spouse versus the other because we believe one gender's preferences are more closely aligned with those of the policy maker's. In particular, it is critical to ask what effect this program will have in creating, exacerbating, or mitigating information asymmetries within the households, and what are the existing household management roles which may create incentives for one party to take advantage of the changes in information created through the program.

Previous empirical work which observes household outcomes and changes in members' incomes to draw conclusions about underlying gender preferences should be interpreted with caution: such results are not necessarily reflective of intrinsic or immutable preference differences between women and men. Further emphasis on the bargaining process in which men and women interact - in particular the effects of information and communication - and the way in which this process interacts with underlying control structures in the household, can shed greater light on how individual incomes turn into household outcomes.

1 V. Figures

Figure 1: Diagram of Experimental Design

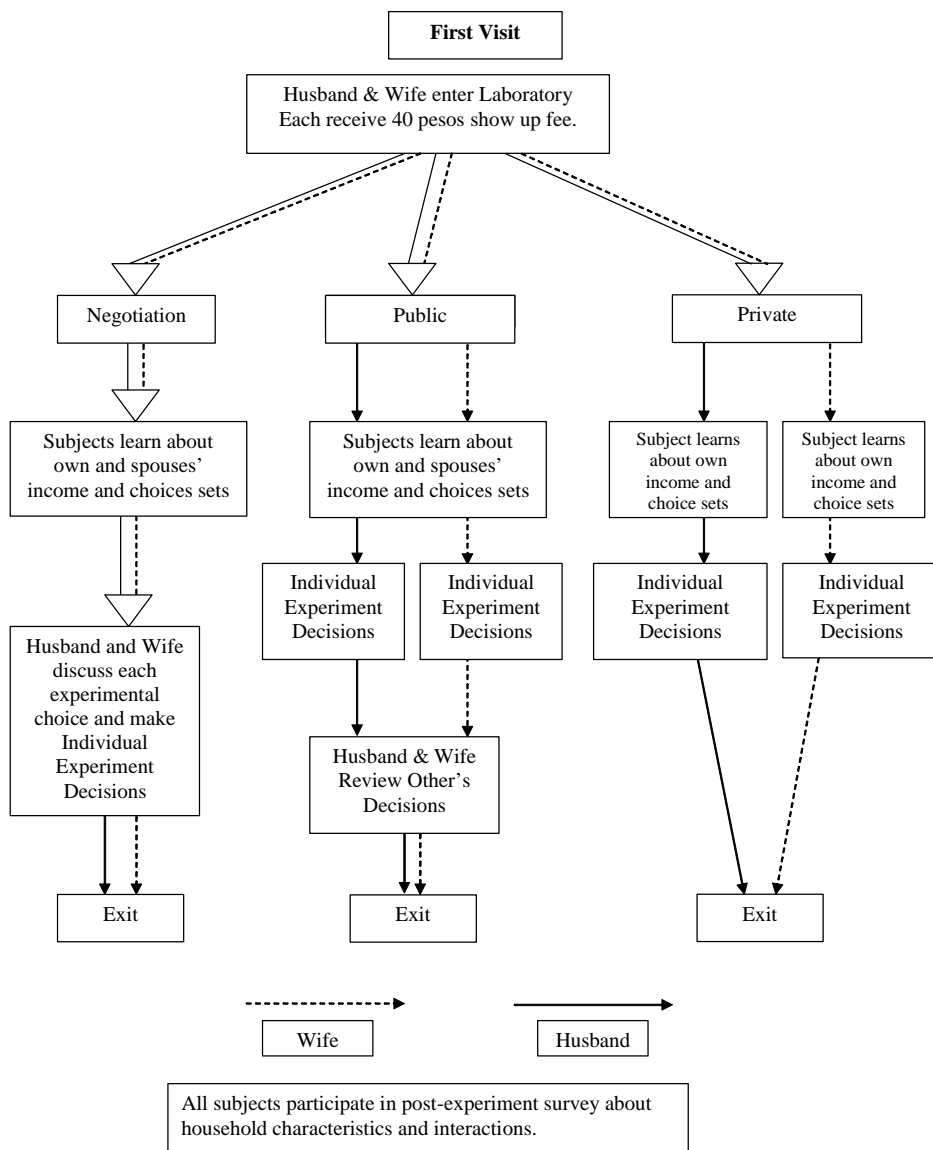


Figure 2A: Experimental Choices

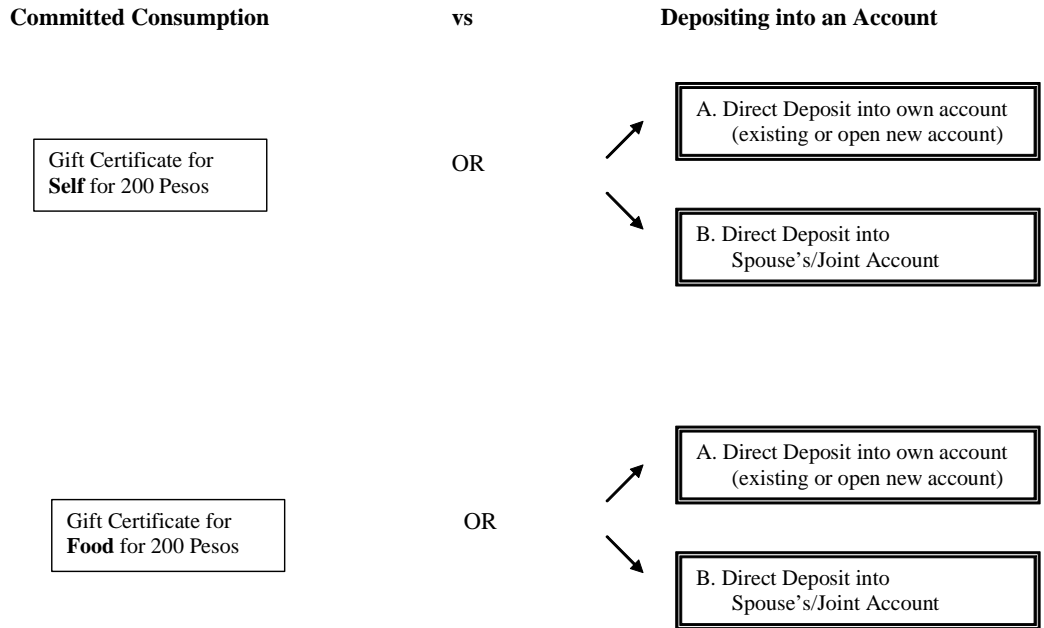


Figure 2B: Willingness to Pay for Depositing into an Account

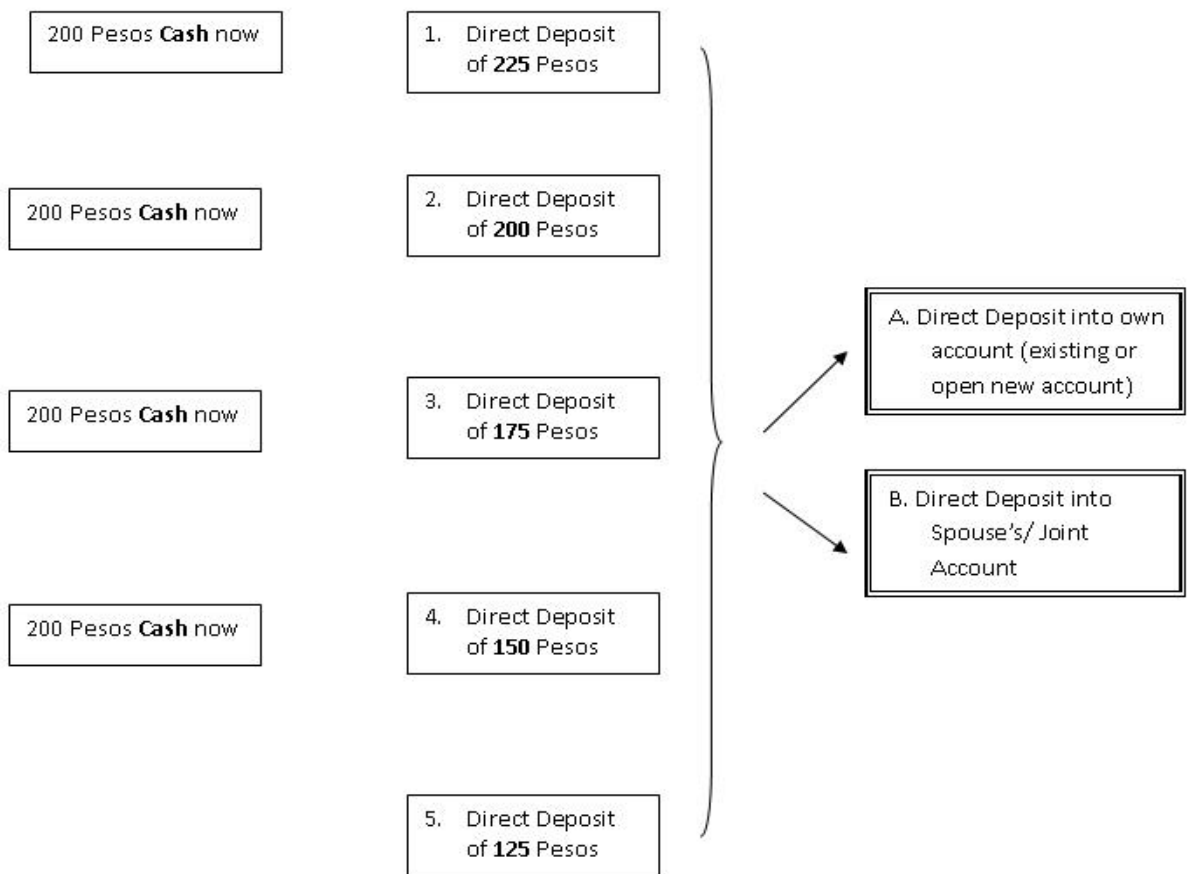


Figure 3A: Experimental Choice Form

Today, as part of your compensation, you will receive 200 pesos. The following choices ask you to compare gift certificates to each other, to see which one you prefer. They are all of the same value—200 pesos.

The Special Men's/Women's Good refers to a good just for yourself. If you are a man, it is a gift certificate to Gaisano for Men's Clothing or Shoes. If you are a woman, it is a gift certificate for Gaisano for Women's Clothing or Shoes. It expires within 2 weeks and can only be used by you alone (you can only redeem it with your identification).

The gift certificate for food can be redeemed for food at a number of stores. It also expires within 2 weeks and can only be used by you alone (you can only redeem it with your identification).

If you choose savings you can choose to deposit the money into your own savings account or, if you don't have a savings account here, we can create one and deposit directly into it. If you want to deposit the account to the account of your spouse or into a joint account, then, we will do so.

Would you prefer:

1. 200 gift certificate for **special good for self**
(200 gift certificate **para sa imong kaugalingon**)
OR
 200 gift certificate **for food** (200 gift certificate
para sa pagkaon)

Would you prefer:

2. 200 gift certificate **for special good for self** (200 gift certificate **para sa gamit sa kaugalingon**)
OR
 200 gift certificate **for own savings account at Green Bank** (200 gift certificate **para sa imong savings account sa Green Bank**)
(Choose one:)
 deposit the gift certificate in your existing account
 deposit the gift certificate in a newly opened account in your name
 deposit to the account of your spouse
 deposit to existing joint account or newly opened joint account

Would you prefer:

3. 200 gift certificate **for food** (200 gift certificate
para sa pagkaon)
OR
 200 gift certificate **for own savings account at Green Bank** (200 gift certificate **para sa kaugalingon nga account sa Green Bank**)
(Choose one:)
 deposit the gift certificate in your existing account
 deposit the gift certificate in a newly opened account in your name
 deposit to the account of your spouse
 deposit to existing joint account or newly opened joint account

Figure 3B: Cash versus Direct Deposit Experiment Form

Today, as part of your compensation, you will receive 200 pesos. In this decision you will get the opportunity to decide about whether you would like to receive the 200 pesos as cash or if you would like to receive a gift certificate instead for deposit into a savings account here at Green Bank. Each question asks you about getting 200 cash, but the amount of the gift certificate for savings varies. Please answer *each* question.

You can choose to deposit the money into your own savings account or, if you don't have a savings account here, we can create one and deposit directly into it. If you want to deposit the account to the account of your spouse or into a joint account, then, we will do so.

Would you prefer:

1. **200** cash
OR
 225 gift certificate for your savings account at
Green Bank (**225 balor** nga gift certificate **para sa imong savings
account o bank account** sa Green Bank)

Would you prefer:

2. **200** cash
OR
 200 gift certificate for your savings account at
Green Bank (**200 balor** nga gift certificate **para sa imong savings
account o bank account** sa Green Bank)

Would you prefer:

3. **200** cash OR
 175 gift certificate for your savings account
at Green Bank (**175 balor** nga gift certificate **para sa imong savings account o
bank account** sa Green Bank)

Would you prefer:

4. **200** cash
OR
 150 gift certificate for your savings account at Green Bank (**150 balor** nga gift
certificate **para sa imong savings account o bank account** sa Green
Bank)

Would you prefer:

5. **200** cash
OR
 125 gift certificate for your savings account at Green Bank (**125 balor** nga gift
certificate **para sa imong savings account o bank account** sa Green
Bank)

If you choose a gift certificate for your savings at Green Bank in any of the line above, please check if you want (Choose one):

- deposit the gift certificate in your existing account
 deposit the gift certificate in a newly opened account in your
name
 deposit to the account of your spouse
 deposit to existing joint account or newly opened joint account

2 VI. Tables

Table 1: Summary Statistics

Variable	Experimental Data 2004		CLHNS 1998		ISSP 2002	
	Males (N=291)	Females	Males (N=1,746)	Females	Males (N=416)	Females (N=456)
Age	44.62 (11.52)	42.15 (10.90)	44.08 (6.93)	41.72 (6.05)	44.33 (12.89)	38.37 (12.01)
Number of Children	3.77 ^a (2.17)	3.74 (2.14)	4.45 (2.06)		2.54 (1.50)	2.61 (1.57)
Highest Grade Completed	10.32 (3.22)	11.44 (3.38)	7.66 (3.92)	7.33 (3.81)	9.33 (3.48)	9.47 (3.29)
Daily Wage	370.68 (1010.05)	401.99 (1509.51)	253.24 (336.13)	146.97 (214.41)	382.7 (820.74)	284.94 (523.75)
Both Husband and Wife Work	0.74 (0.44)	0.72 (0.45)	0.71 (0.45)		0.35 (0.48)	0.34 (0.47)
Husband Makes More Income than Wife	0.62 (0.49)	0.61 (0.49)	0.67 (0.47)		0.65 (0.48)	0.82 (0.39)
*Husband turns over all income to wife	0.61 (0.49)	0.61 (0.49)	0.68 (0.47)		0.54 (0.50)	0.59 (0.49)
*Husband turns over some (but not all) income to wife	0.28 (0.45)	0.28 (0.45)	0.30 (0.46)		N/A	
Work Outside the Home	0.96 (0.20)	0.77 (0.43)	0.86 (0.35)	0.76 (0.45)	0.80 (0.40)	0.38 (0.49)
Years Married	19.18 (11.25)	19.02 (10.94)	20.77 (5.82)		N/A	
Wife Does Budgeting	0.80 (0.40)	0.72 (0.45)	N/A		N/A	
Wife Dominates Savings Decisions	0.25 (0.43)	0.28 (0.45)	N/A		N/A	
Husband Dominates Savings Decisions	0.18 (0.38)	0.13 (0.34)	N/A		N/A	
Couple has conflicts over money	0.36 (0.48)	0.39 (0.49)	N/A		N/A	
Has an Account at Green Bank	0.38 ^a (0.49)	0.51 (0.50)	N/A		N/A	
Spouse Has Account at Green Bank	0.42 (0.50)	0.30 (0.46)	N/A		N/A	
Couple Has Joint Bank Account	0.07 (0.27)	0.07 (0.25)	N/A		N/A	

Notes: Column 1 of this table presents summary statistics from the experimental sample, collected during the experiment and in individual surveys conducted after the survey separately with husbands and wives, based on their own reports. One woman could not be located after the experiment and thus, survey variables are only available for 145 out of the 146 experimental sample couples (291 individuals). Years married was only collected on 132 couples. All variables were collected separately for husbands and wives, except for "husband turns over all income" and "husband turns over some income" which were asked only of the husbands in the sample. These questions are included here for comparison purposes with similar questions asked in other household decision making surveys in the Philippines. Columns 2 & 3 present similar variables collected on other datasets across the Philippines, for comparison purposes. The CLHNS (the Cebu Longitudinal Health and Nutrition Survey) surveyed Filipino women who gave birth between May 1, 1983 and April 30, 1984, and conducted follow-up surveys in 1991-2, 1994 and 1998. CLHNS Couples for this table are constructed based on household roster information from the most recent data. The ISSP (International Social Survey Programme) 2002, Module on Family and Changing Gender Roles in the Philippines, was a nationally representative sample of voting age adults (18 years old and above) in 2002. Since ISSP does not select couples, the sample for the table is not restricted to couples.

Table 2: Main Experimental Outcomes

	Male			Female		
	Private N=48	Public N=48	Negotiation N=50	Private N=48	Public N=48	Negotiation N=50
Gift for Self	0.25	0.58	0.30	0.38	0.40	0.28
Direct Deposit in Own Account	0.52	0.23	0.32	0.58	0.35	0.52
Direct Deposit in Spouse or Joint Account	0.23	0.19	0.38	0.08	0.25	0.20
Fisher's Exact p-value: Private to Public	0.002			0.052		
Fisher's Exact p-value:Public to Negotiation		0.015			0.246	
Fisher's Exact p-value: Private-Negotiation			0.112			0.24

Notes: This table shows the distribution of subjects' choices on whether they would prefer 200 pesos in the form of a gift certificate for a "special good for self" worth 200 pesos (redeemable at the local department store), or having the 200 pesos directly deposited into an account of their choosing: their Own Account (already existing own account or new account that can be opened in their name) or into their Spouse's /Joint Account. The first row presents the fraction of individuals who preferred gift certificate for self over direct deposit of 200 pesos into their own account or 200 pesos deposited into spouse's/joint account . The second row is the fraction of individuals who preferred direct deposit for 200 into their own savings account over either a gift certificate for self worth 200 pesos or over deposit of 200 pesos into their spouse's account. The third row is the fraction of individuals who preferred direct deposit for 200 into their spouse's or a joint savings account over gift certificate for self worth 200 pesos or over deposit of 200 pesos into their own account. The table presents results from Fisher's exact tests for significant differences in the distribution of these choices across the three treatment conditions of "Private" (private information with no pre-play communication), Public (information about choices made public to spouses after choices are made, but with no pre-play communication), and Negotiation (public information with pre-play communication) . These tests are conducted separately for men and women, to allow for gender interactions in the data. They thus compare men's (women's) responses in one treatment condition to men's (women's) responses in a different treatment condition and do not directly compare men's answers to women's answers within each treatment condition.

Table 3: Gift for Self over Direct Deposit: Controls

Panel 1: Male						
	Gift for Self over Any Savings		Own Savings over Gift for Self or Spouse's Savings		Spouse Savings over Own Savings or Gift for Self	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.333*** (0.092)	-0.305*** (0.100)	0.292*** (0.100)	0.305*** (0.080)	0.042 (0.083)	-0.000 (0.095)
Negotiation	-0.277*** (0.091)	-0.262** (0.095)	0.097 (0.095)	0.111 (0.091)	0.180* (0.088)	0.151* (0.093)
Husband's age		0.010 (0.010)		-0.001 (0.011)		-0.009 (0.008)
Wife's age		-0.005 (0.009)		0.001 (0.011)		0.005 (0.008)
Husband's highest grade completed		-0.013 (0.014)		0.018 (0.015)		-0.005 (0.015)
Wife's highest grade completed		0.032** (0.015)		-0.023 (0.015)		0.009 (0.014)
Husband's daily wage				-0.040 (0.063)		-0.009 (0.055)
Wife's daily wage				0.014 (0.050)		0.008 (0.057)
Have Account at Green Bank		-0.043 (0.086)		0.244*** (0.082)		-0.202** (0.073)
Spouse has Account at Green Bank		-0.066 (0.088)		-0.123 (0.086)		0.189** (0.084)
Have Joint Account		0.095 (0.212)		0.068 (0.241)		0.127 (0.216)
Constant	0.583*** (0.066)	0.180 (0.281)	0.229*** (0.064)	-0.257 (0.265)	0.188*** (0.058)	0.562** (0.230)
Observations	145	143	145	143	145	143
R-squared	0.09	0.158	0.064	0.201	0.031	0.176

Panel 2: Female						
	Gift for Self over Any Savings		Own Savings over Gift for Self or Spouse's Savings		Spouse Savings over Own Savings or Gift for self	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.008 (0.099)	0.050 (0.096)	0.180* (0.097)	0.105 (0.112)	-0.172** (0.080)	-0.155** (0.067)
Negotiation	-0.097 (0.097)	-0.070 (0.097)	0.148 (0.098)	0.091 (0.099)	-0.051 (0.088)	-0.021 (0.086)
Husband's age		0.004 (0.001)		-0.004 (0.011)		0.000 (0.009)
Wife's age		-0.001 (0.010)		-0.000 (0.011)		0.002 (0.009)
Husband's highest grade completed		-0.027* (0.016)		0.009 (0.016)		0.018 (0.012)
Wife's highest grade completed		0.020 (0.015)		-0.130 (0.017)		-0.007 (0.013)
Husband's daily wage		0.052 (0.096)		-0.009 (0.091)		-0.434 (0.080)
Wife's daily wage		-0.027 (0.041)		0.024 (0.067)		0.003 (0.050)
Have Account at Green Bank		-0.214*** (0.084)		0.365*** (0.082)		-0.151** (0.068)
Spouse has Account at Green Bank		-0.095 (0.091)		-0.052 (0.103)		0.148* (0.081)
Have Joint Account		-0.085 (0.240)		0.111 (0.253)		-0.026 (0.180)
Constant	0.383*** (0.074)	0.430 (0.341)	0.361*** (0.071)	0.482* (0.289)	0.255*** (0.067)	0.088 (0.218)
Observations	144	143	144	143	144	143
R-squared	0.009	0.108	0.024	0.172	0.035	0.142

Notes: This table predicts determinants of the choices summarized in Table 2. As described in the Table 2 notes, this choice was between 200 pesos in the form of committed consumption (in a gift certificate for Self) versus 200 pesos directly deposited into an account of one's choosing (One's Own Account versus Spouse's/Joint Account). To facilitate regression analysis and interpretation of the source of the change in distribution, each of these options is coded as a dummy variable; the fact that they are coded in relation to each other inherently takes into account that they come from the same variable. The dummies add to one, for each individual; thus, the slope coefficients add to zero. The coefficients from predicting the third dummy could thus be calculated from the coefficients on the first two; however presenting all three gives us the standard errors as well. The coefficients and standard errors take into account the inter-relationship among the three variables, arising essentially from one data point for each subject. The coefficients are estimated using ordinary least squares estimation, with bootstrapped standard errors (300 repetitions) in parentheses. This is equivalent to running probit and logit estimates since almost all variables are dummy variables, and imposes less structure on the data (Angrist, 2001). Columns (2), (4), and (6) estimate with both own and spouse's control variables. 3 observations, 2 women and 1 man, are dropped due to missing data on daily wage, leaving a full sample size of 144 women and 145 men. When own and spousal daily wage is included in the regression, this requires dropping the spouse as well from columns (2), (4), and (6), leaving a final sample size of 143.

* Significant at 10 percent; ** significant at 5 percent; *** significant at 1 percent

Table 4: Gift for Self over Direct Deposit: Treatment Interactions

Panel 1: Male						
	Gift for Self over Any Savings		Own Savings over Gift for Self or Spouse's Savings		Spouse Savings over Own Savings or Gift for Self	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.201*	-0.334***	0.230**	0.303	-0.028	0.030
	(0.12)	(0.105)	(0.102)	(0.100)	(0.092)	(0.097)
Negotiation	0.149	-0.262**	0.024	0.099	0.125	0.162*
	(0.117)	(0.106)	(0.111)	(0.091)	(0.095)	(0.095)
Wife Controls Savings*Private	-0.452**		0.318		0.135	
	(0.195)		(0.203)		(0.200)	
Wife Controls Savings*Negotiation	-0.521***		0.397*		0.124	
	(0.217)		(0.196)		(0.202)	
Wife Controls Savings Decisions	0.288*		-0.142		-0.146	
	(0.157)		(0.118)		(0.121)	
Husband Controls Savings*Private		0.176		0.005		-0.180
		(0.309)		(0.326)		(0.209)
Husband Controls Savings*Negotiation		-0.017		0.074		-0.057
		(0.326)		(0.373)		(0.262)
Husband Controls Savings Decisions		0.004		-0.027		0.023
		(0.235)		(0.272)		(0.170)
Constant	0.222	0.200	0.192	0.256	0.586	0.544**
	(0.299)	(0.293)	(0.267)	(0.274)	(0.243)	(0.245)
Account, Education and Wage Variables	YES	YES	YES	YES	YES	YES
Observations	143	143	143	143	143	143
R-Squared	0.197	0.164	0.229	0.201	0.182	0.181

Panel 2: Female						
	Gift for Self over Any Savings		Own Savings over Gift for Self or Spouse's Savings		Spouse Savings over Own Savings or Gift for Self	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.075	0.126	0.249**	0.031	-0.174**	-0.157**
	(0.121)	(0.110)	(0.124)	(0.105)	(0.087)	(0.077)
Negotiation	-0.199*	0.002	0.213**	0.042	-0.014	-0.044
	(0.116)	(0.108)	(0.110)	(0.115)	(0.105)	(0.096)
Husband Controls Savings*Private		-0.726**		0.692**		0.035
		(0.276)		(0.305)		(0.144)
Husband Controls Savings*Negotiation		-0.597**		0.393		0.203
		(0.254)		(0.280)		(0.227)
Husband Controls Savings Decisions		0.640***		-0.466*		-0.174*
		(0.141)		(0.213)		(0.109)
Wife Controls Savings*Private	0.468**		-0.562***		0.093	
	(0.221)		(0.234)		(0.164)	
Wife Controls Savings*Negotiation	0.504**		-0.504**		0.001	
	(0.223)		(0.230)		(0.175)	
Wife Controls Savings Decisions	-0.280*		0.356**		-0.076	
	(0.015)		(0.164)		(0.124)	
Constant	0.532	0.223	0.362	0.641**	0.106	0.136
	(0.336)	(0.293)	(0.311)	(0.280)	(0.219)	(0.229)
Account, Education and Wage Variables	YES	YES	YES	YES	YES	YES
Observations	143	143	143	143	143	143
R-Squared	0.153	0.160	0.217	0.204	0.015	0.152

Notes: Bootstrapped Standard errors (300 repetitions) in parentheses, on OLS estimation.

Wife Controls Savings*Negotiation is the interaction between Wife Controls Savings Decisions and Negotiation. Husband Controls Savings*Negotiation is the interaction between Husband Controls Savings Decisions and Negotiation.

Wife Controls Savings Decision: Variable = 1 if, in response to the question: "Who decides whether money will be saved or it would be spent on something?", the subject answers "wife". Variable=0 if subject answers "husband" or "husband and wife together". It is the subject's perception of who controls savings decisions in the household; a longer, more precise label for the variable is "Own Perception that Wife Controls Savings Decisions".

Husband Controls Savings Decisions=1 if the subject answers "husband" in response to "Who decides whether money will be saved or it would be spent on something?". Variable=0 if subject answers "wife" or "husband and wife together". It is the subject's perception of who controls savings decision in the household. A longer, more precise label for the variable is "Own Perception that Husband Controls Savings Decisions".

* Significant at 10 percent; ** significant at 5 percent; *** significant at 1 percent

Table 5: Willingness to Pay for Direct Deposit

	Male			Female		
	N=48	N=48	N=50	N=48	N=48	N=50
<i>Cash vs Direct Deposit</i>	Private	Public	Negotiation	Private	Public	Negotiation
Prefer Cash Always	0.50	0.66	0.54	0.56	0.50	0.48
Direct Deposit in Own Account	0.33	0.19	0.16	0.39	0.27	0.40
Direct Deposit in Spouse or Joint Account	0.16	0.14	0.30	0.04	0.23	0.12
Fisher's Exact p-value: Private to Public	0.198			0.021		
Fisher's Exact p-value: Public to Negotiation		0.187			0.245	
Fisher's Exact p-value: Private-Negotiation			0.092			0.379
<i>How Much Cash Willing to Give Up for Direct Deposit?</i>						
Mean (in pesos)	21.88	9.37**	13.5	11.97	10.93	17.00
(standard deviation)	(32.87)	(25.07)	(28.22)	(26.29)	(24.14)	(31.31)
[Minimum, Maximum]	[0,75]	[0,75]	[0,75]	[0,75]	[0,75]	[0,75]

Notes: In this decision, subjects traded off receiving 200 pesos in cash against varying amounts put into direct deposit in a savings account of their choice (See Appendix Form and Figure). Subjects gave an answer for each of the tradeoffs ("Would you prefer 200 cash vs. 225 in account", 200 cash vs. 200 in account, 200 cash vs. 175 in account, 200 cash vs. 150 in account, and 200 cash vs. 125 in account). If they chose direct deposit in any of the tradeoffs, they designated the account into which the money should be deposited. "Prefer Cash Always" is the percentage of subjects who always preferred 200 cash to any amount put into an account. "Direct Deposit into Own Account" is the percentage of subjects who chose to put the money into an account in any of the tradeoffs rather than receive 200 cash, and chose own account as the designated account. "Direct Deposit into Spouse or Joint Account" is the percentage of subjects who chose to put the money into an account in any of the tradeoffs rather than receive 200 cash, and chose their spouse's or joint account as the designated account. The first part of the Table presents results from Fisher's exact tests for significant differences in the distribution of these choices across the three treatment conditions.

Willingness to Give Up Cash for Direct Deposit:

Because the subjects gave answers for a range of direct deposit amounts, we are able to measure how they valued direct deposit into an account as compared to 200 pesos cash. Subjects displayed monotonicity in their responses (that is, if they chose 175 pesos in their account over 200 cash, they also chose 200 pesos in their account over 200 cash and 225 pesos in their account over 200 cash). The variable "How much cash willing to give up for direct deposit?" is assigned a value of "0" pesos if subject always chose cash, or chose 225 in account or 200 in account over 200 cash; "25" pesos if subject preferred to receive (minimum) 175 pesos direct deposit over 200 cash; "50" if subject answered (minimum) 150 in account vs. 200 cash; and "75" pesos if subject answered (minimum) pesos into account vs. 200 cash. Note that this is an underestimate of the actual willingness to give up cash for direct deposit as tradeoffs were not asked for below 125 pesos. These amounts are compared using ttests across treatment conditions.

* significant at 10 percent; ** significant at 5 percent; *** significant at 1 percent

Appendix Tables

Table A1: Experiment Sample Selection

	Dependent Variable: Take-up of Experimental Offer					
	Male			Female		
Age	-0.001 (0.005)	-0.001 (0.005)	-0.003 (0.006)	-0.000 (0.005)	0.001 (0.005)	-0.001 (0.005)
Highest grade obtained	-0.036 (0.024)	-0.037 (0.025)	-0.054** (0.027)	0.012 (0.021)	0.014 (0.022)	0.015 (0.021)
Total household income	0.071 (0.130)	0.069 (0.130)	0.125 (0.137)	0.262** (0.115)	0.232** (0.120)	-0.239 (0.121)
Total self-reported savings	-0.004 (0.007)	-0.004 (0.007)	-0.003 (0.007)	0.002 (0.009)	0.002 (0.009)	0.002 (0.009)
Own labor and pension income	-0.129 (0.180)	-0.128 (0.182)		-0.400** (0.173)	-0.362** (0.177)	
Barangay						
Bading Pob	0.085 (0.176)	0.088 (0.178)	0.143 (0.172)	-0.086 (0.145)	-0.085 (0.147)	-0.072 (0.151)
San Vicente	0.152 (0.135)	0.155 (0.142)	0.115 (0.144)	-0.002 (0.129)	-0.006 (0.130)	0.004 (0.132)
Pagatpatan	0.178 (0.146)	0.179 (0.147)	0.109 (0.161)	-0.127 (0.274)	-0.157 (0.271)	-0.145 (0.276)
Pangabugan	-0.014 (0.177)	-0.012 (0.178)	0.060 (0.173)			
Score of female decisionmaking power		-0.010 (0.400)			0.111 (0.285)	
Wife decides about buying expensive items			-0.055 (0.077)			0.040 (0.070)
Wife decides about large family purchases			-0.125 (0.096)			-0.021 (0.079)
Wife decides whether she can work outside the house			0.102 (0.091)			-0.040 (0.067)
Observations	83	83	83	103	103	103
Mean Dependent Variable	0.66	0.66	0.66	0.53	0.53	0.53

Notes: Standard errors in parentheses. Individuals were recruited to take part in the experiment from two samples: (1) Green Bank clients who had taken part in a prior field experiment, and on whom there was prior baseline data, and (2) other Green Bank current and prior clients. This table reports a dprobit regression of take-up of the experiment on sub-group (1): 201 individuals in this sub-group were approached and asked to bring their spouses into the bank for the experiment. 115 of these individuals took up (57 percent). To the extent that individuals in this sub-group were originally randomly selected out of a larger pool of Green Bank clients, their selection into the experiment would likely be similar to that of subgroup (2). This table shows the results from a dprobit regression on a dummy variable for showing up to the experiment conditional on being offered to take part. Fifteen individuals were dropped from the regressions because they had missing data for some observations or, in the case of 4 individuals, Barangay Pangabugan perfectly predicted failure to take-up.

Table A2: Summary Statistics by Gender and Treatment Condition

Panel 1: Male						
	Private	P-Value Private- Public	Public	P-Value Public- Negotiation	Negotiation	P-Value Private- Negotiation
Age	43.617 (10.271)	0.892	43.333 (10.217)	0.157	46.800 (13.559)	0.198
Years Married	18.403 (9.907)	0.978	18.344 (10.432)	0.337	20.835 (13.286)	0.328
Number of Children	3.395 (2.209)	0.259	3.895 (2.106)	0.848	3.979 (2.193)	0.194
Highest Grade Completed	11.040 (3.215)	0.809	10.895 (2.667)	0.004++	9.08 (3.403)	0.004**
Daily Wage [Median Daily Wage]	281.052 (450.978)	0.449	398.288 (941.965)	0.892	431.430 (1407.165)	0.482
Both Wife and Husband Work	0.750 (0.437)	0.692	0.770 (0.424)	0.487	0.700 (0.462)	0.258
Work Outside the Home	1.000 (0.000)	0.571	0.937 (0.244)	0.437	0.940 (0.239)	0.816
Wife Does the Budgeting	0.833 (0.376)	0.319	0.75 (0.437)	0.404	0.82 (0.388)	0.863
Wife Makes More Income than Husband	0.312 (0.468)	0.829	0.333 (0.476)	0.571	0.280 (0.453)	0.727
Husband turns over all money to wife*	0.645 (0.483)	0.652	0.600 (0.495)	0.806	0.574 (0.499)	0.481
Husband turns over some money to wife*	0.229 (0.424)	0.864	0.244 (0.434)	0.226	0.361 (0.485)	0.159
Wife Controls Savings Decisions	0.270 (0.449)	0.478	0.208 (0.410)	0.551	0.260 (0.443)	0.904
Husband Controls Savings Decisions	0.187 (0.394)	1.000	0.187 (0.394)	0.722	0.160 (0.370)	0.722
Couple has Conflicts Over Money	0.333 (0.476)	0.299	0.437 (0.501)	0.161	0.300 (0.462)	0.726
Has an Account at Green Bank	0.333 (0.476)	0.832	0.354 (0.483)	0.346	0.440 (0.501)	0.248
Spouse Has Account at Green Bank	0.395 (0.494)	0.677	0.354 (0.483)	0.100+	0.520 (0.504)	0.221
Couple Has Joint Bank Account	0.104 (0.308)	0.135	0.020 (0.144)	0.489	0.100 (0.303)	0.459

Panel 2: Female						
	Private	P-Value Private- Public	Public	P-Value Public- Negotiation	Negotiation	P-Value Private- Negotiation
Age	40.541 (9.635)	0.788	41.063 (9.336)	0.112	44.740 (12.965)	0.073*
Years Married	18.447 (9.932)	0.910	18.205 (10.291)	0.365	20.463 (12.599)	0.403
Number of Children	3.458 (2.163)	0.389	3.833 (2.086)	0.8410	3.92 (2.174)	0.294
Highest Grade Completed	11.583 (3.607)	0.454	12.085 (2.850)	0.037++	10.700 (3.535)	0.223
Daily Wage [Median Daily Wage]	588.646 (1738.882)	0.114	180.95 (195.140)	0.377	431.160 (1925.509)	0.674
Both Wife and Husband Work	0.750 (0.437)	0.953	0.723 (0.452)	0.543	0.700 (0.462)	0.514
Work Outside the home	0.791 (0.410)	0.035	0.787 (0.413)	0.437	0.72 (0.453)	0.224
Wife Does the Budgeting	0.687 (0.468)	0.945	0.680 (0.471)	0.275	0.780 (0.418)	0.304
Wife Makes More Income than Husband	0.270 (0.449)	0.950	0.276 (0.452)	0.684	0.240 (0.431)	0.729
Husband turns over all money to wife	0.000 (0.000)	0.652	0.000 (0.000)	0.806	0.000 (0.000)	0.481
Husband turns over some money to wife	0.000 (0.000)	0.864	0.000 (0.000)	0.226	0.000 (0.000)	0.159
Wife Controls Savings Decisions	0.312 (0.468)	0.274	0.212 (0.413)	0.331	0.300 (0.462)	0.894
Husband Controls Savings Decisions	0.125 (0.334)	0.779	0.106 (0.311)	0.444	0.160 (0.370)	0.625
Couple has Conflicts Over Money	0.354 (0.483)	0.773	0.382 (0.491)	0.573	0.440 (0.501)	0.390
Has an Account at Green Bank	0.520 (0.504)	0.223	0.395 (0.494)	0.044++	0.600 (0.494)	0.435
Spouse Has Account at Green Bank	0.229 (0.424)	0.490	0.291 (0.459)	0.360	0.380 (0.490)	0.107
Couple Has Joint Bank Account	0.104 (0.308)	0.135	0.062 (0.244)	0.489	0.040 (0.197)	0.459

Notes: Standard errors in parentheses
*Reports by husband. All others are individual reports.

Table A3: Cash versus Direct Deposit into Savings Account

Panel 1: Male						
	Cash over Any Savings		Own Savings over Cash or Spouse's Savings		Spouse Savings over Own Savings or Cash	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.166*	-0.031	0.146	0.059	0.021	-0.028
	(0.107)	(0.115)	(0.085)	(0.094)	(0.079)	(0.102)
Negotiation	-0.116	-0.031	-0.024	-0.044	0.139	0.076
	(0.100)	(0.124)	(0.073)	(0.102)	(0.082)	(0.100)
Wife Controls Savings*Private		-0.443*		0.379*		0.065
		(0.227)		(0.217)		(0.176)
Wife Controls Savings*Negotiation		-0.302		0.099		0.203
		(0.211)		(0.187)		(0.180)
Wife Controls Savings Decisions		0.282**		-0.083		-0.199**
		(0.132)		(0.117)		(0.085)
Constant	0.667***	0.649**	0.190**	0.018	0.146**	0.331
	(0.070)	(0.304)	(0.052)	(0.230)	(0.052)	(0.240)
Account, Education and Wage Variables (Own & Spouse)	NO	YES	NO	YES	NO	YES
Observations	145	143	145	143	145	143
R-Squared	0.020	0.085	0.032	0.153	0.024	0.099

Panel 2: Female						
	Cash over Any Savings		Own Savings over Cash or Spouse's Savings		Spouse Savings over Own Savings or Cash	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	0.052	0.146	0.140	0.054	-0.192**	-0.201**
	(0.101)	(0.112)	(0.088)	(0.103)	(0.070)	(0.077)
Negotiation	-0.021	0.059	0.132	0.071	-0.111	-0.131
	(0.108)	(0.120)	(0.095)	(0.113)	(0.081)	(0.086)
Husband Controls Savings*Private		-0.440		0.249		0.190
		(0.370)		(0.344)		(0.121)
Husband Controls Savings*Negotiation		-0.290		0.056		0.233
		(0.335)		(0.251)		(0.175)
Husband Controls Savings Decisions		0.402*		-0.150		-0.251
		(0.258)		(0.212)		(0.097)
Constant	0.511***	0.006	0.255***	0.628**	0.234***	0.366**
	(0.076)	(0.321)	(0.061)	(0.310)	(0.060)	(0.178)
Account, Education and Wage Variables (Own & Spouse)	NO	YES	NO	YES	NO	YES
Observations	144	143	144	143	144	143
R-Squared	0.004	0.111	0.018	0.120	0.054	0.129

Notes: Bootstrapped Standard errors (300 repetitions) in parentheses, on OLS estimation.
Wife Controls Savings*Negotiation is the interaction between Wife Controls Savings Decisions and Negotiation.
Husband Controls Savings*Negotiation is the interaction between Husband Controls Savings Decisions and Negotiation.
Wife Controls Savings Decision: Variable = 1 if, in response to the question: "Who decides whether money will be saved or it would be spent on something?", the subject answers "wife". Variable=0 if subject answers "husband" or "husband and wife together". It is the subject's perception of who controls savings decisions in the household; a longer, more precise label for the variable is "Own Perception that Wife Controls Savings Decisions".
Husband Controls Savings Decisions=1 if the subject answers "husband" in response to "Who decides whether money will be saved or it would be spent on something?". Variable=0 if subject answers "wife" or "husband and wife together". It is the subject's perception of who controls savings decision in the household. A longer, more precise label for the variable is "Own Perception that Husband Controls Savings Decisions"
Account, Education and Wage Variables (Own and Spouse) consist of all controls from previous table: Own Age, Spouse's Age, Own Highest Grade Completed, Spouse's Highest Grade Completed, Own Daily Wage, Spouse's Daily Wage, Have Account at Green Bank, Spouse has Account at Green Bank, and Have Joint Account.
Treatment and interaction results are robust to excluding controls. Spousal variables are as reported by the spouse.
* Significant at 10 percent; ** significant at 5 percent; *** significant at 1 percent.

Table A4: Main Experimental Outcomes: Food over Direct Deposit

	Male			Female		
	Private N=48 (1)	Public N=47 (2)	Negotiation N=50 (3)	Private N=48 (4)	Public N=48 (5)	Negotiation N=50 (6)
Gift Certificate for Food	0.40	0.74	0.46	0.48	0.58	0.45
Direct Deposit in Own Account	0.42	0.17	0.22	0.46	0.23	0.45
Direct Deposit in Spouse or Join Account	0.19	0.09	0.32	0.06	0.19	0.10
Fisher's Exact p-value: Private to Public	0.003			0.027		
Fisher's Exact p-value:Public to Negotiation		0.006			0.068	
Fisher's Exact p-value: Private-Negotiation			0.095			0.865

Notes: This table presents results from Fisher's exact tests for significant differences in the distribution of choices for a gift certificate for food worth 200 pesos versus direct deposit into an account of one's choice, across the three treatment conditions.

The first row is the fraction of individuals who preferred gift certificate for food over direct deposit of 200 pesos into their own account and 200 pesos deposited into spouse's/joint account.

The second row is the fraction that preferred direct deposit for 200 into their own savings account over either a gift certificate for food worth 200 pesos and over deposit of 200 pesos into their spouse's account.

The third row is the fraction that preferred direct deposit for 200 into their spouse's or a joint savings account over gift certificate for food worth 200 pesos and over deposit of 200 pesos into their own account.

Table A5: Food over Direct Deposit into Savings Account

Panel 1: Male						
	Food over any Savings		Own Savings over food or Spouse's Savings		Spouse Savings over Own Savings or Gift for food	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.348*** (0.097)**	-0.222* (0.119)	0.246** (0.089)	0.108 (0.102)	0.102 (0.072)	0.114 (0.093)
Negotiation	-0.275 (0.099)	-0.166 (0.109)	0.054 (0.079)	-0.015 (0.098)	0.221** (0.078)	0.182* (0.100)
Wife Controls Savings*Private		-0.467** (0.229)		0.582** (0.209)		-0.114 (0.188)
Wife Controls Savings*Negotiation		-0.323 (0.203)		0.255 (0.189)		0.067 (0.198)
Wife Controls Savings Decisions		0.105 (0.155)		-0.114 (0.117)		0.008 (0.112)
Constant	0.745*** (0.064)	0.968** (0.305)	0.170*** (0.055)	-0.019 (0.238)	0.085** (0.041)	0.051 (0.245)
Account, Education and Wage Variables (Own & Spouse)	NO	YES	NO	YES	NO	YES
Observations	144	142	144	142	144	142
R-squared	0.090	0.168	0.056	0.194	0.052	0.108

Panel 2: Female						
	Food over any Savings		Own Savings over food or Spouse's Savings		Spouse Savings over Own Savings or Gift for food	
	(1)	(2)	(3)	(4)	(5)	(6)
Private	-0.116 (0.099)	-0.023 (0.114)	0.245** (0.100)	0.160 (0.108)	-0.129* (0.067)	-0.137** (0.075)
Negotiation	-0.137 (0.102)	-0.043 (0.116)	0.225** (0.095)	0.161 (0.110)	-0.087 (0.070)	-0.118 (-0.086)
Husband Controls Savings*Private		-0.307 (0.294)		0.180 (0.299)		0.126 (0.121)
Husband Controls Savings*Negotiation		-0.305 (0.294)		0.118 (0.253)		0.187 (0.178)
Husband Controls Savings Decisions		0.467** (0.148)		-0.290 (0.149)		-0.177* (0.085)
Constant	0.595*** (0.070)	0.420 (0.285)	0.212*** (0.063)	0.287 (0.310)	0.191*** (0.058)	0.292 (0.184)
Account, Education and Wage Variables (Own & Spouse)	NO	YES	NO	YES	NO	YES
Observations	143	142	143	142	143	142
R-squared	0.015	0.150	0.053	0.164	0.027	0.079

Notes: Bootstrapped Standard errors (300 repetitions) in parentheses, on OLS estimation.

Wife Controls Savings*Negotiation is the interaction between Wife Controls Savings Decisions and Negotiation. Husband Controls Savings*Negotiation is the interaction between Husband Controls Savings Decisions and Negotiation.

Wife Controls Savings Decision: Variable = 1 if, in response to the question: "Who decides whether money will be saved or it would be spent on something?", the subject answers "wife". Variable=0 if subject answers "husband" or "husband and wife together". It is the subject's perception of who controls savings decisions in the household; a longer, more precise label for the variable is "Own Perception that Wife Controls Savings Decisions".

Husband Controls Savings Decisions=1 if the subject answers "husband" in response to "Who decides whether money will be saved or it would be spent on something?". Variable=0 if subject answers "wife" or "husband and wife together". It is the subject's perception of who controls savings decision in the household. A longer, more precise label for the variable is "Own Perception that Husband Controls Savings Decisions".

Account, Education and Wage Variables (Own and Spouse) consist of all controls from previous table: Own Age, Spouse's Age, Own Highest Grade Completed, Spouse's Highest Grade Completed, Own Daily Wage, Spouse's Daily Wage, Have Account at Green Bank, Spouse has Account at Green Bank, and Have Joint Account. Treatment and interaction results are robust to excluding controls. Spousal variables are as reported by the spouse.

* Significant at 10 percent; ** significant at 5 percent; *** significant at 1 percent.

Table A6: Full Experimental Outcomes

	Private		Public		Negotiation	
	Males N=48	Females N=48	Males N=48	Females N=48	Males N=50	Females N=50
<i>Gift Certificate for Self vs Cash</i>						
200 pesos Cash always	0.66	0.61	0.72	0.73	0.86**+	0.84**
Gift Certificate ?200 over 200 cash	0.21	0.26	0.19	0.23	0.12	0.14
GC < 200 over 200 pesos cash	0.13	0.13	0.09	0.04	0.02**	0.02**
WTP for Gift Certificate for Self	5.32	5.43	3.70	1.56	1.00*	1.02**
<i>Gift Certificate for Food</i>						
Cash	0.56	0.42	0.58	0.52	0.61	0.50
Gift Certificate Greater Than 200	0.31	0.42	0.27	0.44	0.35	0.44
GC < 200 pesos over 200 pesos cash	0.13	0.17	0.15	0.04**	0.04+	0.06*
WTP for Gift Certificate for Food	6.25	7.29	6.25	2.08*	2.04	3.00
<i>Child's Savings Account vs Cash</i>						
Cash	0.62	0.43	0.52	0.56	0.58	0.54
Gift Certificate Greater Than 200	0.13	0.35	0.29*	0.19*	0.24	0.30
GC < 200 pesos for child's saving account over 200 cash	0.26	0.21	0.18	0.25	0.18	0.16
WTP for Gift Certificate for Child's Savings	17.5	15.6	12.5	15.6	12.5	11.00
<i>Gift certificate tradeoffs</i>						
200 pesos Gift Certificate for Food over 200 pesos Gift Certificate for Self	0.77	0.90	0.71	0.92	0.86*	0.88
200 pesos into Child's Savings Account over 200 Pesos Gift Certificate for Self	0.53	0.79	0.54	0.69	0.60	0.58**
200 Pesos into Child's Savings Account over Gift Certificate for Food	0.54	0.66	0.52	0.56	0.46	0.50
200 Pesos Child's Savings Account over 200 Pesos into Own Savings Account	0.54	0.73	0.52	0.60	0.46	0.48**
<i>Time Preference</i>						
Patient	0.48	0.48	0.42	0.52	0.38	0.44
Impatient	0.06	0.08	0.10	0.04	0.06	0.06
Impatient Now, Patient Later	0.375	0.354	0.375	0.375	0.4	0.32
Time Preference for Spouse	0.66	0.66	0.66	0.61	0.59	0.56

Notes: This table shows the full set of experimental outcomes, comparing across treatment conditions using ttests.

Willingness to Pay (WTP) variables are determined in the following way: the variable "Willingness to Pay for Gift Certificate for Self" is assigned a value of "0" pesos if the subject always chose cash, or chose a gift certificate worth 225 or 200 over 200 cash; "25" pesos if subject preferred to receive a gift certificate worth (minimum) 175 pesos over 200 cash; and "50" if subject answered that s/he would prefer a gift certificate worth (minimum) 150 over 200 cash. Note that this is an underestimate of the actual willingness to give up cash for gift certificates for self and food as tradeoffs were not asked for below 150 pesos.

Time Preference Variables: Patient, Impatient, Impatient Now, Patient Later refer to time preference questions that were asked in near term and in far term. To ensure that subjects trusted that they would receive the money if they waited, we used certified bank post-dated checks (with transaction costs equalized by requiring all subjects to come back 3 more times to the bank to "sign in" and receive 20 pesos (more than twice their fare to the bank) when they return: once in 2 weeks' time, once in 3 month's time, and once in 3 months + 2 week's time. Almost 90 percent of all subjects returned for these sign-ins and received their additional 20 pesos each time). Those who were willing to wait for a sum larger than 200 pesos in near term (2 weeks from now vs. now) and in far term (14 weeks from now vs. 12 weeks) were classified as patient. Those who always opted for the 200 pesos both now, in near term, and in 12 weeks, in long term, were classified as Impatient. Those willing to wait in long term, but wanting the 200 pesos now in near term, were classified as Impatient Now, Patient Later.

Time Preference for Spouse: Subjects were asked, through a series of discrete choices, for what amount of money should the spouse be willing to wait for two weeks, rather than getting the 200 pesos cash today. Subjects were told that if this decision was the one chosen, these choices would actually be implemented for their spouse. This decision, therefore, elicits a combination of the subject's desire for and their expectations of their spouse's behavior.

***Significant at 1 percent; **significant at 5 percent; *significant at 10 percent, when compared to Private condition.

+++Significant at 1 percent; ++significant at 5 percent, when compared to Public condition.

A II. Theoretical Appendix

Web Appendix

A. Basic Setup

Consider a marriage between two players, a man (Player M), and a woman (player W). I will assume that at the beginning of the marriage W and M contract about financial management in the household, and that the contract takes the following form: M will turn over his income to W and W will allocate it according to the family's needs and give M an allowance for his needs. This contract could have arisen because W has a comparative advantage in budgeting (Gary S. Becker, 1981), because M uses W as a commitment device⁵³, or as a societal default in line with longstanding cultural norms, as in the Philippines (A. Timothy Church, 1986; Jeanne F. Illo, 1989; B.T.C. Medina, 1991; Mina M. Ramirez, 1984). I will take its existence as given in this setting. Let any non-regular income shock which M receives in a given period (such as a bonus, a gift, unusually high number of clients in one day, or earnings received in an experiment) be Y . M has three available strategies: $\{T, H, C\}$, where T is to turn over all the income to W, H is to hide all the income from W and use it for private consumption, and C is to commit the income to a form of private consumption, which has valuation Y .

I am interested in the following type of contract: If M turns the money over to W then she allocates a fraction θ to household consumption and M keeps fraction $1 - \theta$ for private consumption. The parameter θ can be thought of as W's tax rate on any income that M generates. If M plays H , with probability p , W finds this out, performs the allocation as before, and imposes a punishment whose monetary equivalent is P . If M plays C then the probability of being caught is \hat{p} , which is not necessarily equal to p . If he gets caught after playing C , then W imposes punishment P and tries to reallocate the budget to undo

⁵³In my surveys, the majority of men, when asked why it is that their wife holds the income in the family, respond that they would spend it if they held the money.

his consumption commitment. W may not be able to fully reallocate the budget, which is captured by parameter α , where $0 \leq \alpha \leq 1$. That is, if $\alpha = 1$, the committed consumption can be completely undone, and the household regains Y . The parameter α is essentially a technological constraint, which makes it difficult to immediately undo the spending or to cut equivalent amounts out of future budgets for an extended period of time into the future. When something is spent that was, according to the contract, supposed to be turned over, W will try to undo it as much as possible, by returning the part of the item that hasn't been consumed/used, if possible, or cutting M 's allowance from all subsequent budgets to the extent she can. She is limited by how much she can cut out of subsequent budget allocations for him; she cannot, for example, cut his lunch budget and allow him to still work. If the amount is greater than what is spent within a number of months on a particular budget item (for example, clothes), she will have to cut over many months.⁵⁴ α represents the degree to which she can undo the committed consumption. The amount of disposable income she can tax is αY . Thus, if she finds out about the committed consumption, she tries to undo it and takes $\alpha\theta Y$. He thus receives the amount of completed consumption $(1 - \alpha)Y$, in addition to the amount left over from the amount that she taxed, $(1 - \theta)\alpha Y$, leaving him with $(1 - \alpha\theta)Y$. Apart from this budget reallocation, W imposes a punishment whose monetary equivalent is P (but which could well be non-monetary and impose costs on both parties). I take the punishment, P , to be exogenous, but justify the values I assume it takes on below. For simplicity I assume that both M and W are risk-neutral. Under this contract, M 's expected utility is as follows:

⁵⁴If budget cuts have to be made over many months subsequent cuts, they could be heavily discounted over present consumption depending on discount rates and functions. I have not modeled time preference explicitly here, but to the extent that the spending has to be undone by cutting future allowances, greater impatience would lead to lower α . For individuals with present-biased time inconsistency, the value of present consumption over future budget cuts would be even more extreme.

$$\mathbb{E}[U_M] = \begin{cases} (1 - \theta)Y & \text{T, if turns over income} \\ (1 - p)Y + p((1 - \theta)Y - P) & \text{H, if hides income} \\ (1 - \hat{p})Y + \hat{p}((1 - \theta\alpha)Y - P) & \text{C, if commits income} \end{cases}$$

M's decision about which strategy to play will depend on the parameters.

(1) M prefers strategy *H* to strategy *T* if and only if

$$p \leq \frac{\theta Y}{\theta Y + P} \quad (2)$$

(2) M prefers strategy *C* to strategy *T* if and only if

$$\hat{p} \leq \frac{\theta Y}{\theta\alpha Y + P} \quad (3)$$

(3) M prefers strategy *H* to strategy *C* if and only if

$$p \leq \frac{\hat{p}(\theta\alpha Y + P)}{\theta Y + P} \quad (4)$$

Men who face higher tax rates θ , who receive larger income shocks Y , who perceive a lower probability of getting caught, and who get lower punishments P will be more likely to hide money or commit to consumption rather than turning over their money to their wives, since the disutility for getting caught is low if punishment, P , is low, and the benefit from hiding or committing consumption is higher if θ is higher. To further illustrate the role of θ , imagine that there are in the extreme two types, one in which the wife taxes a lot of his income (in the extreme, $\theta = 1$), and one in which she taxes very little of his income (in the extreme, $\theta = 0$). Under the first type, the utility of turning over would be much less than either the utility of hiding or the utility of committing to consumption. Under the second type, the utility of turning over would be much greater, since he would suffer neither the

general punishment for defiance, P , nor any constraint on the consumption fungibility, α . Thus, in a population in which there are heterogeneous θ , the utility for each choice would differ by couple; the larger the θ , the greater the temptation to defy ("shield" one's extra income). In terms of the form of defiance or "shielding", hiding is preferred to committing to consumption if consumption of the good is more observable than storing money away ($\hat{p} > p$) and the ability to reallocate the budget, parameterized by α , is relatively high. Reformulating Conditions (1) to (3) in terms of cutoff levels of punishment P , we can see that the threshold punishment level P for M to prefer hiding to turning over is increasing in the tax rate θ , the size of the income shock Y , and decreasing in probability of getting caught p .

B. Experimental Treatments

I interpret the experimental treatments as varying two parameters, observability and punishment (p/\hat{p} and P), since θ is a pre-existing condition in each couple, and α is akin to a technological constraint in the choice of committed consumption which is offered in all conditions. In the Private condition, spouses lack full information about the other spouse's income received, choices made, and outcomes. Thus, in Private the income shock Y was at least partly unobserved such that $p < 1$. Committed consumption comes in the form of a gift certificate for clothing, an outcome which is arguably more observable than hiding money away; we assume that in Private: $\hat{p} \leq p < 1$. In Negotiation and Public, the income shock Y and all choices (as well as outcomes) are fully observed and hence $p = \hat{p} = 1$.

In the Negotiation condition spouses were forced to communicate and discuss their preferences throughout the decision-making process. Communication could have many effects.⁵⁵

In this framework, we focus on the effect of stating preferences explicitly on expected punish-

⁵⁵See McGinn and Croson (2003) for an overview of the role of communication and communication media on enhancing "social awareness" in bargaining situations.

ment. The difference between the Public and Negotiation condition captures the difference between explicit defiance and tacit defiance, the former of which might invoke greater punishment because it implies greater guilt. In the Public condition, without full certainty about the spouse’s preferences or willingness to punish, the husband could plausibly deny guilt about knowingly breaking the contract.⁵⁶ For any given sample of households with a distribution of P (which could be based on prior history and existing characteristics), the imposition of Negotiation acts to shift upwards *the entire distribution*.

The following table summarizes the values for p and P under the three experimental conditions:

Parameters	Private	Public	Negotiation
Punishment: P	\underline{P}	\underline{P}	$\bar{P} > \underline{P}$
Observability: p, \hat{p}	$\hat{p} \leq p < 1$	$\hat{p} = p = 1$	$\hat{p} = p = 1$

As stated, there is a distribution of the other exogenous variables (θ, α) among the population, but random assignment ensures that the expected distribution of these variables is the same across treatment conditions. Therefore, the different treatments make conditions 2 to 4 *more or less easy to satisfy*, given the distribution of parameters (θ, α) in the population. I discuss each pair of treatment conditions separately.

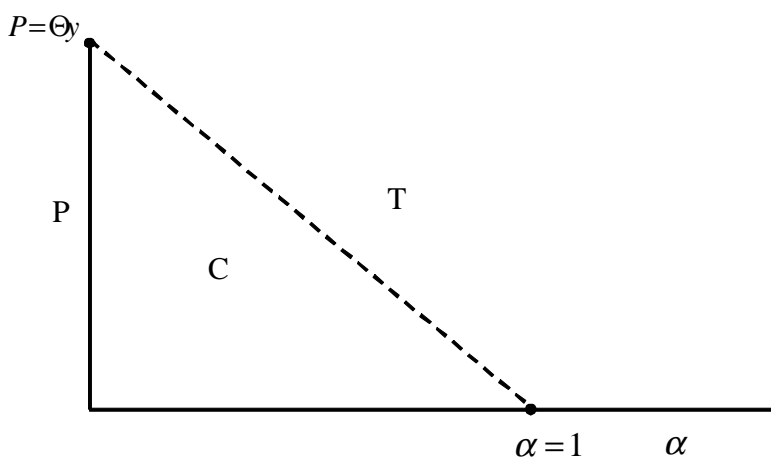
Case 1: Private to Public

In the Private condition, where $\hat{p} \leq p < 1$, hiding can be more attractive than either committing to consumption or turning over. Increasing observability, while holding all other parameters constant, makes both hiding and committing consumption less attractive compared to turning over. Making both choices perfectly observable (ie, $\hat{p} = p = 1$) as happens

⁵⁶In addition, the punisher may have an aversion to punishing when guilt is not certain: i.e., she is averse to committing a Type II error.

in the Public condition, makes hiding a fully dominated choice (since it will be relinquished, with punishment P). The decision thus turns between committing to consumption and turning over the income.

The graph below illustrates, when $\hat{p} = p = 1$, the tradeoff between committing to consumption and turning over. As the equations above describe, the tradeoff is dependent on the relative values of θ, α, P . The graph below fixes θ in order to illuminate the relationship between α and P . In particular, when $\alpha = 1$, turning over is always preferred. For $\alpha < 1$, turning over is preferred so long as the Punishment, P , is greater than the utility M obtains from committing to consumption, even conditional on W finding out and partially undoing it later: $\theta Y - \alpha\theta Y$. When the committed consumption is impossible to undo ($\alpha = 0$), the Punishment has to be very high ($P > \theta Y$) to induce M to turn over the income rather than commit it to consumption. Thus, the relative utility of each choice depends on the ability to undo consumption, the individual tax rate, and the extent of Punishment able to be enacted. The Punishment is constrained at its maximum by both norms and the individual cost to W .⁵⁷



One can see, from the above graph, the regions of α, P in which Committing to Consump-

⁵⁷To illustrate the challenge of enacting maximal punishment, one of the subjects, in describing the most punishment for spending all their money that that she once implemented: "I was so mad at him that I refused to do his laundry for 3 whole weeks!".

tion is preferable to Turning Over. Any combination of α, P, θ that satisfies the inequality $P < \theta Y(1 - \alpha)$ would thus lead to choosing Committed Consumption over Turning Over. This includes quite plausible combinations such as: $\alpha = 0.6, \theta = 0.5, P < 120$.

Case 2: Public to Negotiation

The key difference between the Negotiation condition and the Public condition lies in the extent of communication. As described above, we may expect that communication can lead to greater expected punishment if the husband does not comply with turning over his income. Increasing the level of punishment, P , while holding all other parameters constant and with $p=1$, will lead to a larger proportion of men turning over income in the Negotiation condition as compared to the Public condition, rather than committing it to consumption. One can see this easily in the graph above as well. Hiding money was not an option in these two conditions because all income and choices were revealed to the spouses.

Case 3: Private to Negotiation

In the Negotiation condition, both observability p, \hat{p} and the level of punishment P increases in comparison to the Private condition. W's ability to monitor improves with both parameters and therefore combines the effects discussed in Case 1 and Case 2.

Web Appendix: Instruction Forms

Private

(Instructions in Private given to wives and husbands separately, once they have gone into into separate rooms)

Web Appendix: Instruction Forms

Financial Decisions: An Experimental Study

Oral Consent Form and General Instruction

Welcome!

As a means of thanking you for participating in this study and as a token for the time you spent with us, we are giving you forty pesos (P40.00) for coming. We are also giving you two hundred pesos (P200.00) for the first week, and another two hundred pesos (P200.00) for the third month of your participation in this project. You will have to come to GreenBank for four times during the study period and each time you come, you are given twenty pesos (P20.00). The money that you will be receiving is your own private money, and belongs to you only.

You will have the opportunity to invest this money to make even more money in the future, and also be able to spend the money on certain items. You will be asked to make some decisions (8 decisions) about what you would like to do with this money. At the end of answering these questions about the different options you have to allocate this money, the study facilitator will roll a die and, depending on what number comes up (1-8), one of your decisions will be enacted. Depending on what number on the die is rolled for you, that will be the outcome you will receive—so choose carefully what you would like to do with your money when you are asked, it is likely to come true!!

Within some of these 8 decisions are “sub-decisions” (*show example on board, with die rolls*); if the die rolls first on one of these, we will roll the die once more and one of the sub-decisions will be enacted.

Now, if in the first die roll, the die rolls on “9”, you will receive “luck of the draw” - which could be any outcome! This cup (*show cup with folded slips of paper inside*) contain all the possibilities and if the die rolls on “9”, you will choose randomly from this cup and whatever it says on the slip of paper will be your outcome.

Web Appendix: Instruction Forms

Your answers to these questions will be kept completely confidential and private from your spouse. Because your spouse is not in the room with you, they will not know what you received, what choices you had, or what you chose for each decision of what to do. Since the die is rolled, your spouse will not know whether it was your decision or “luck of the draw”.

Any information we obtain from you during the research will be kept strictly confidential and the information that we will get will solely be used for this study. You and your spouse’s name will not appear in the result of the study. As to the time needed for your participation during the first week ranges from one to two hours. The following week, the time needed for your participation is fifteen minutes.

You will not be spending anything when you participate in this study except for the time that you will be spending with us. There are also no risks involve except on the day to day issues of making decisions that involve money.

Your participation in this research is completely voluntary. You are free to withdraw your consent and discontinue participation in this study at any time. If you will not complete the study, you will receive the forty pesos (P40.00) for coming but you will not receive the two hundred pesos for participating and answering the questions in this study.

Web Appendix: Instruction Forms

Public

(Instructions in Public given to wives and husbands together, when they are seated at separate tables in the same room)

Web Appendix: Instruction Forms

Financial Decisions: An Experimental Study

Oral Consent Form and General Instruction

Welcome!

As a means of thanking you for participating in this study and as a token for the time you spent with us, we are giving you forty pesos (P40.00) for coming. We are also giving you two hundred pesos (P200.00) for the first week, and another two hundred pesos (P200.00) for the third month of your participation in this project. You will have to come to GreenBank for four times during the study period and each time you come, you are given twenty pesos (P20.00). The money that you will be receiving is your own private money, and belongs to you only.

You will have the opportunity to invest this money to make even more money in the future, and also be able to spend the money on certain items. You will be asked to make some decisions (8 decisions) about what you would like to do with this money. At the end of answering these questions about the different options you have to allocate this money, the study facilitator will roll a die and, depending on what number comes up (1-8), one of your decisions will be enacted. Depending on what number on the die is rolled for you, that will be the outcome you will receive—so choose carefully what you would like to do with your money when you are asked, it is likely to come true!!

Within some of these 8 decisions are “sub-decisions” (*show example on board, with die rolls*); if the die rolls first on one of these, we will roll the die once more and one of the sub-decisions will be enacted.

Now, if in the first die roll, the die rolls on “9”, you will receive “luck of the draw” - which could be any outcome! This cup (*show cup with folded slips of paper inside*) contain all the possibilities and if the die rolls on “9”, you will choose randomly from this cup and whatever it says on the slip of paper will be your outcome.

Web Appendix: Instruction Forms

Your spouse will be in the room with you while you are making your decision, although you are sitting at different tables. He/she will not be allowed to speak to you while you are making the choice for each option and cannot see what you are doing. However, after the decisions are made, you will be exchanging your forms with each other and your spouse will see all your decisions. *You are not allowed to change your answers at that point, but your spouse will learn about your choices.*

Any information we obtain from you during the research will be kept strictly confidential and the information that we will get will solely be used for this study. You and your spouse's name will not appear in the result of the study. As to the time needed for your participation during the first week ranges from one to two hours. The following week, the time needed for your participation is fifteen minutes.

You will not be spending anything when you participate in this study except for the time that you will be spending with us. There are also no risks involve except on the day to day issues of making decisions that involve money.

Your participation in this research is completely voluntary. You are free to withdraw your consent and discontinue participation in this study at any time. If you will not complete the study, you will receive the forty pesos (P40.00) for coming but you will not receive the two hundred pesos for participating and answering the questions in this study.

Negotiation

(Instructions in Negotiation given to wives and husbands together, when they are seated at the same table in the same room)

Web Appendix: Instruction Forms

Financial Decisions: An Experimental Study

Oral Consent Form and General Instruction

Welcome!

As a means of thanking you for participating in this study and as a token for the time you spent with us, we are giving you forty pesos (P40.00) for coming. We are also giving you two hundred pesos (P200.00) for the first week, and another two hundred pesos (P200.00) for the third month of your participation in this project. You will have to come to GreenBank for four times during the study period and each time you come, you are given twenty pesos (P20.00). The money that you will be receiving is your own private money, and belongs to you only.

You will have the opportunity to invest this money to make even more money in the future, and also be able to spend the money on certain items. You will be asked to make some decisions (8 decisions) about what you would like to do with this money. At the end of answering these questions about the different options you have to allocate this money, the study facilitator will roll a die and, depending on what number comes up (1-8), one of your decisions will be enacted. Depending on what number on the die is rolled for you, that will be the outcome you will receive—so choose carefully what you would like to do with your money when you are asked, it is likely to come true!!

Within some of these 8 decisions are “sub-decisions” (*show example on board, with die rolls*); if the die rolls first on one of these, we will roll the die once more and one of the sub-decisions will be enacted.

Now, if in the first die roll, the die rolls on “9”, you will receive “luck of the draw” - which could be any outcome! This cup (*show cup with folded slips of paper inside*)

Web Appendix: Instruction Forms

contain all the possibilities and if the die rolls on “9”, you will choose randomly from this cup and whatever it says on the slip of paper will be your outcome.

Your spouse will be in the room with you while you are making your decision and, as you are now, will be seated at the table with you. Before each decision is made, you and your spouse will speak to each other/consult with each other for the decision that each one of you will make. Before each decision, each one says what he/she would like to do, you discuss the options, and then you each make your own decision, which you mark on your own sheet.

Any information we obtain from you during the research will be kept strictly confidential and the information that we will get will solely be used for this study. You and your spouse’s name will not appear in the result of the study. As to the time needed for your participation during the first week ranges from one to two hours. The following week, the time needed for your participation is fifteen minutes.

You will not be spending anything when you participate in this study except for the time that you will be spending with us. There are also no risks involve except on the day to day issues of making decisions that involve money.

Your participation in this research is completely voluntary. You are free to withdraw your consent and discontinue participation in this study at any time. If you will not complete the study, you will receive the forty pesos (P40.00) for coming but you will not receive the two hundred pesos for participating and answering the questions in this study.

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