**Deal or No Deal: Why do Social Pact Proposals Fail?**

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**Online Appendix**

<Variables in the selection model and their data sources>

*Intermediate level of union centralization* is measured with adummy variable, where a value of 1 indicates that the observation falls between the 33rd percentile and 66th percentile values of the union centralization data. Variable constructed by the authors from union centralization data provided in the ICTWSS.

*Intermediate level of union density* is measured with adummy variable, where a value of 1 indicates that the observation falls between the 33rd percentile and 66th percentile values of the union density data. Variable constructed by the authors from union density data provided in OECD Statistics.

*Unemployment rate* is measured as the percentage of the civilian labor force that is unemployed. Data are from the World Bank, World Development Indicators.

*Inflation* is measured as the annual percentage change in the cost to the average consumer of acquiring a basket of goods and services. Data are from the World Bank, World Development Indicators.

*Government budget deficit* is measured as the annual deficit excluding net interest payments as a percentage of GDP. Data are from the Comparative Political Dataset I (Armingeon, Knopfel, Weisstanner, and Engler 2013).

*Economic volatility* is measured by the standard deviation of GDP growth rates in the previous 5 years. Variable constructed by the authors from GDP per capita data provided in the Penn World Table (v.71.).

*Signatory of the Maastricht Treaty* is measured with a dummy variable, where a value of 1 indicates that a country was the signatory of the treaty in a given year.

*Government partisanship (left)* is measured with an ordered categorical variable for cabinet composition and is coded as follows: 1 = hegemony of right (and center) parties (left parties have no representation in cabinet); 2 = dominance of right (and center) parties (left parties have representation in the cabinet, but it is less than 33.3 percent of total); 3 = balance of power between left and right (and center) parties (left parties represent between 33.3 and 66.6 percent of the cabinet); 4 = dominance of left parties (right and center parties have representation in the cabinet, but it is less than 33.3 percent of total); and 5 = hegemony of left parties (right and center parties have no representation in cabinet). Data are from the Comparative Political Dataset I (Armingeon, Knopfel, Weisstanner, and Engler 2013).

*Minority government* is measured with a dummy variable, where a value of 1 indicates the presence of a minority government. Data are from the Comparative Political Dataset I (Armingeon, Knopfel, Weisstanner, and Engler 2013).

*Government duration* is measured as the number of years since the most recent election. Data are from the Comparative Political Dataset I (Armingeon, Knopfel, Weisstanner, and Engler 2013).

<Table S1> Union membership fractionalization by country



*Source*: Authors’ data

<Table S2> Data description



<Table S3> Separate analyses of social pact proposal and social pact agreement



(*Note*. Standard errors are in parentheses; \*\*\**p*<.01; \*\**p*<.05; \**p*<.1).

<Table S4> Additional robustness checks



(*Note*. Standard errors are in parentheses; \*\*\**p*<.01; \*\**p*<.05; \**p*<.1).