



PERUVIAN ECONOMIC ASSOCIATION

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Working Paper No. 174, December 2020

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Spillovers and Long Run Effects of Messages on Tax Compliance: Experimental Evidence from Peru

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December, 2020

Abstract: We carry out a randomized controlled trial to evaluate the effect of three different types of messages sent to taxpayers on their compliance with the rental income tax (direct effect) and the spillovers produced on payments related to the capital gains and the self-employment income taxes. One message highlights detection, other appeals to social norms, and the third type appeals to altruism. This is the first study to evaluate if these messages can produce spillovers across taxes and to perform a long term follow-up. This is important to determine if the treatment increases tax revenues. We find that the message addressing detection produces a positive and permanent direct effect and a negative but transitory spillover on the other two taxes. Overall, it increases tax revenues by US\$3.92 per dollar spent in the long run. The message appealing to social norms has no direct effect but produces a permanent negative spillover on the capital gains tax. Ignoring this spillover would have lead one to conclude that this message is innocuous when in fact produces a loss of US\$ 5.20 per dollar spent in the long run. The message appealing to altruism produces a transitory negative effect and no spillovers, and has no effect on tax revenues in the long run.

JEL Classification Codes: D91, K42, H24, H26, H41.

Keywords: Social norms, Altruism, Tax evasion, Randomized controlled trial, Latin America

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1 Introduction

Developing countries typically experience high evasion rates, which greatly hinder their ability to provide public goods and services (Besley and Persson, 2014). These countries tend to rely on the sales tax rather than on income based taxes as the latter are more difficult to administrate in contexts of high informality. Because of high evasion rates, however, there could be large benefits of improving the collection of income taxes.

There is a large body of research about income tax evasion and, in particular, on field experiments designed to increase tax compliance by sending messages that appeal to different potential drivers of taxpayers' behavior. Messages inspired in the traditional theory of tax evasion (e.g those that remind taxpayers about the costs of trying to cheat) appear to be effective in many settings.¹ Evidence for messages appealing to moral considerations and social norms is mixed and several studies have even documented that these messages can backfire.² As a result, there is no consensus about the mechanisms that explain the outcomes found so far in the literature.

Furthermore, little is known about the indirect effects of sending these messages on compliance with taxes other than the one addressed in the message. In fact, there is only one previous study addressing spillovers in compliance across different taxes (Lopez-Luzuriaga & Scartascini, 2019; henceforth LLS (2019)). These authors focus on the spillovers of messages highlighting penalties and detection. They propose a model that predicts that an increase in penalties will produce a positive spillover whereas an increase in detection can produce a negative spillover if taxpayers assume that higher detection in one tax implies lower enforcement in other taxes because the tax administration has limited resources. The authors find evidence consistent with the positive spillover produced by messages highlighting penalties.

In this study, we carry out a randomized controlled trial in six districts of Lima, Peru to evaluate the short- and long-term direct and indirect effects of three different types of messages addressing the payment of the *rental* income tax. The direct effect refers to the payment of the rental income tax which taxes the income stemming from leasing real

¹For example, see Slemrod (2019).

²See Fellner et al. (2013).

properties and goods. The indirect effects (or spillover) refer to the payment of the capital gains tax and the self-employment income tax. The first is charged when individuals sell a property or securities, whereas the second is charged when individuals earn an income stream without being associated to an employer. All three taxes share the characteristic of being difficult to enforce because taxpayers can easily sub-report or avoid reporting their income stream.

The first type of message (henceforth “traditional theory”) makes reference to the effectiveness of the tax authority’s control actions. The second type (henceforth “social norms”) informs about the compliance of other taxpayers living in the same districts. The third type (henceforth “altruism”) highlights that tax revenues can be used for the provision of public goods targeted on disadvantaged citizens. All the information presented in these messages makes explicit reference to the rental income tax. In addition, we conducted a post-intervention survey to a random sub-sample of the taxpayers included in our research to document some subjective drivers of their tax paying behavior such as their social preferences and their beliefs about tax compliance, the quality of public services and the prevalence of corruption in public institutions.

Each message was sent once per month and four times starting in October of 2018. Using a long panel of administrative data from the Peruvian tax authority we are able to follow taxpayers’ behavior until January 2020. Our main results can be summarized as follows. We find that the “traditional theory” message produces a permanent positive direct effect on the total amount paid of the rental income tax. It also produces a negative transitory spillover on compliance with the capital gains and the self-employment income taxes. This negative spillover can be explained invoking the LLS (2019) framework (taxpayers react to a message highlighting control actions for one tax assuming control actions for other taxes will be weaker) or through a cash-flow effect (taxpayers cut down payments of other taxes to reduce the cash strain produced by the additional rental income tax payments). Overall, we can confirm this message generates new resources for the tax authority. In fact, our cost benefit-analysis shows it increased revenues by US\$ 3.92 per dollar spent in the long run.

We also find the the “social norms” treatment has no direct effect but, interestingly,

produces a negative and permanent spillover on the total amount paid of the capital gains tax. We argue this negative spillover owes to taxpayers extracting a negative description of a social norm (people do not pay their capital gains tax) from a message that conveys a positive description of another norm (people pay their rental income tax). This is similar to the “innuendo effect” reported in the psychology literature (Kervyn et al., 2012). Importantly, ignoring this permanent negative spillover would have lead one to concluding that the “social norms” message was innocuous when in fact in produced a loss of US\$5.20 per dollar spent in the long run.

Finally, our “altruism” message produces a negative transitory direct effect on compliance with the rental income tax and no spillovers on the other two taxes. We argue this message backfires because it compounds the negative effect of non-altruistic preferences and the perception that public institutions are highly corrupt and ineffective. We document that taxpayers in our sample have these preferences and perceptions using the results of the post-intervention survey. Our cost-benefit analysis shows this message produced a small loss in the short run (US\$0.04 per dollar spent), however, it vanished in the long run due to the transitory nature of the spillover.

This paper makes several contributions to the existing literature. First, we offer new evidence about the spillovers produced by messages that appeal to behavioral aspects of taxpayers’ response (social norms and altruism). To the best of our knowledge, no previous study has evaluated the spillovers produced by these types of messages. Second, we expand the evidence for the indirect effects of “traditional theory” messages presented in LLS (2019) by evaluating the short- and long-term spillovers of a message that focuses on detection (the evidence presented in LLS (2019) referred to messages appealing to penalties and focused on the short-term effect only). Third, we document taxpayers’ social preferences and perceptions that can shed light on the reasons why messages appealing to altruism can backfire. Fourth, our long-term follow up allows us to distinguish between transitory and permanent changes in compliance. Combined with the estimation of potential spillovers, this is important to determine if a particular type of message produces additional resources for the tax administration. Finally, we focus on taxes affected by large informational asym-

metries and test messages tailored to situations where the authorities are unable to fully identify who is a debtor and to calculate an exact compliance rate. Our results, thus, can be relevant to authorities in other parts of the world because of the pervasiveness of situations where the tax administration is unaware of and cannot easily infer, through third-party reporting, that a taxpayer has earned an income (consider, for example, the popularity of Airbnb).³

The rest of the paper is organized as follows. Section 2 describes the conceptual framework and the related research. Section 3 presents the experimental design. Section 4 reports the direct and indirect effects of the messages. Section 5 concludes.

2 Conceptual Framework

In this section, we describe the theoretical framework and empirical literature that inspire the design of our experiment. We focus on three theories related to tax compliance and their corresponding results in the literature. These are: (i) the standard or traditional model; (ii) the theory of social norms; and (iii) the theory of altruism (with a focus on public goods). We use these theories to design different types of messages and test whether they produce direct effects on taxpayers' compliance with the tax addressed in the message and indirect effects on compliance with other taxes.

The traditional model of tax compliance suggests that the taxpayer faces a trade-off between evading and thereby keeping a portion of the due money, and confronting the potential costs of being detected. The extent of evasion is chosen to maximize the expected utility (Allingham & Sandmo, 1972; Yitzhaki, 1974; Alm, 2019). One prediction of this model is that tax evasion decreases when either the penalty or the probability of getting caught rises, thereby reducing the expected utility of evading. This prediction has been tested successfully in the literature numerous times.⁴

³With the pervasiveness of Airbnb, it has become more difficult for tax authorities across the globe to enforce their housing and rental laws. Airbnb has history of playing rough with authorities. For example, see [this article](#) on how regulators in New York City have coped with Airbnb data sharing; or [this one](#) explaining a similar problem in Germany.

⁴See for instance, Dwenger et al. (2016); Bergolo et al. (2019); Kleven et al. (2011); Meiselman (2018), Fellner et al. (2013); Drago et al. (2020); Bott et al. (2020); Carrillo et al. (2017); Boning et al. (2020);

The indirect effects across taxes produced by messages inspired in the traditional model can vary depending on whether the message highlights the penalty or the probability of being caught. LLS (2019) propose a theoretical model predicting that messages addressing penalties that are uniform across taxes will produce a positive spillover. Messages focused on detection, however, can produce a negative spillover if taxpayers infer that more efforts devoted to enforce payment of one tax can lead to lower enforcement in other taxes. In other words, taxpayers informed that the tax administration is devoting resources to detect evasion in a certain tax can expect a decline in the probability of being caught not paying other obligations and, thus, respond by reducing compliance with other taxes. LLS (2019) present evidence consistent with the positive spillovers produced by messages focused on penalties. They found that taxpayers in one municipality in Argentina that received a message explaining the consequences of not paying their property tax, increased their gross-sales tax declarations.

Some predictions of the traditional model, however, do not match to what is observed in real life. For instance, the observed levels of compliance are higher than those predicted. The response of the literature to this challenge has been to extend the traditional model to incorporate several concerns raised recently by the field of Behavioral Economics (Alm, 2019). In particular, there is evidence showing that individual behavior is affected by group behavior as people are motivated by diverse notions such as fairness, altruism, reciprocity, empathy, trust, guilt, shame, morality, alienation, patriotism and social norms (Alm, 2019). In this research, we are particularly interested in the notions of social norms and altruism.

A social norm is usually defined as an informal rule of behavior that individuals comply with for reasons unrelated to the likelihood of penalties and penalties themselves (Alm, 2019). The main mechanism proposed by the literature is that actors internalize observed social norms in such a way that any deviation generates guilt and other self-imposed costs (Elster, 1989; Wenzel, 2004; Hallsworth et al., 2017). This implies that correcting any miss-perception about others' compliance can increase (or decrease) individual compliance.

Altruism is usually attributed as an influencing factor when people make donations to

Brockmeyer et al. (2019).

public goods (Andreoni, 1989, 1990). In this regard, Dwenger et al. (2016) unifies this view with the traditional model of tax compliance (Allingham & Sandmo, 1972). They predict that deterrence efforts increase reported income for evaders, but do not affect reported income for donors, that is, those that were intrinsically motivated by altruism notions. These predictions were carefully tested by Dwenger et al. (2016). There are other papers that test similar views but they tend to conflate altruistic motives with those referred to the concept of reciprocal altruism,⁵ in which taxpayers comply only if there is the possibility of reward.⁶

Results related to messages appealing to social norms have been mixed so far. Some papers find that giving information about the prevalence of compliance increases individual compliance (Hallsworth et al., 2017; Del Carpio, 2014; Kettle et al., 2016), while others find that this strategy can backfire or have no effect at all (Cranor et al., 2020; Castro & Scartascini (2015), Fellner et al., 2013; Dwenger et al., 2016; Chirico et al., 2019; De Neve et al., 2019), albeit there is considerable heterogeneity in the response of taxpayers.⁷ Findings related to the effect of messages appealing to altruism or reciprocal altruism are also mixed. Some studies find that this type of message increases compliance (Bott et al., 2020; Bergolo et al., 2019; Hallsworth et al., 2017), while others find that it backfires or has not effect (De Neve et al., 2019; Chirico et al., 2019; Castro & Scartascini, 2015). Furthermore, to the best of our knowledge, there are no previous studies addressing the potential spillovers produced, across taxes, by messages appealing to social norms or altruism.

3 The Experiment

We contacted the Peruvian tax authority and they agreed to send different types of messages to a sample of potential rental income taxpayers in the context of a randomized trial. In

⁵See for example De Neve et al. (2019); Chirico et al. (2019); Castro & Scartascini (2015); Bergolo et al. (2019); Bott et al. (2020) and Hallsworth et al. (2017).

⁶At this point is useful to distinguish between pure and impure altruism. The former refers to a situation in which taxpayers are motivated by the desire to provide, while the latter describes a situation in which taxpayers pay because they selfishly experience a sense of joy when helping others.

⁷Hallsworth et al. (2017) find that the way these messages are framed can influence payment decisions. For instance, providing information about norms that are more specific to the individual tends to be more effective.

particular, they agreed to test messages referring to the traditional theory, to social norms and to altruism. We also conducted a post-intervention survey on a small sub-sample to shed light on social preferences and perceptions and beliefs that might affect taxpaying behavior such as the quality of public goods and the degree of corruption in public institutions.

3.1 Institutional Background: the Peruvian Income Tax

The Peruvian income tax is divided into five categories depending on the source of income. These categories are: (i) rental income tax; (ii) capital gains tax; (iii) corporate income tax; (iv) self-employment income tax; and (v) dependent work income tax. We focus this study on three categories that share the characteristic of having low compliance rates due to the existence of large informational asymmetries. The three taxes considered here are: (i) the rental income tax; (ii) the capital gains tax; and (iii) the self-employment income tax.

The direct effects of the messages are measured in terms of the compliance with the rental income tax. This tax is charged on the income earned by the leasing of real properties and goods. It is paid monthly according to a personal schedule defined by the tax authority. The amount to be paid each month is equivalent to the 5% of the monthly income earned through leasing activities. Landlords have to pay it regardless of whether their tenants have paid their rent or not. To prove they are reporting the correct amount of income earned, taxpayers have to present the leasing contract.

The indirect effects of the messages are evaluated on compliance with the capital gains tax and the self-employment income tax. The first is charged when an individual (i) sells a property, (ii) sells securities, (iii) receives dividends due to an investment in a mutual or investment fund or (iv) receives royalties or payments for transferring rights (e.g. trademark rights or patents). In all cases, individuals are required to pay a 5% tax. The payment schedule varies according to the type of transaction. In the case of properties, individuals are required to pay the tax within a month after the sale was carried out. In the case of securities, individuals have to pay the tax annually. In the case of dividends, the investment fund must retain the tax when the transaction is executed. The self-employment income tax is charged when an individual earns an income without having a dependency relationship

with a particular employer. Tax rates fluctuate between 8 percent and 30 percent depending on the total yearly income. Individuals are required to make monthly payments in advance and, at the end of the year, they must declare and pay the difference between the total tax due and the amount already paid.⁸

Taxpayers who fail to comply with their income tax obligations are subject to penalties. For each of the three taxes considered here, there is a penalty of 2,150 soles (around \$630) each time a taxpayer delays his or her payments. This penalty is large and is equivalent to the second largest penalty given to traffic offenders. However, if taxpayers regularize their payments before they are notified by the tax authority, they have to pay only 10% of the penalty. Furthermore, any unpaid tax liability accrues interest at the daily rate of 0.04%.

Compliance with the three income taxes described above is, in general, relatively low although there is some heterogeneity. In fact, enforcement of the rental income and the self-employment income taxes is particularly difficult because many leasing activities and services provided by self-employed individuals are carried out under informal agreements that do not require an official contract or receipt. Thus, landlords and self-employed individuals can easily sub-report their income or even avoid reporting it at all. According to tax authority estimations, the compliance rate for these taxes is around 50 percent. Compliance with the capital gains tax is estimated to be larger (reaching around 75 percent) because transactions are less informal, although taxpayers can still sub-report their incomes.

3.2 The Messages

We send four different types of messages. One of them is simply a reminder letter, while the other three messages, which we refer as the treatment letters, are inspired each in one of the theories reviewed above. The content of each treatment letter is a small variation of the reminder letter as the idea is to estimate the effect of adding just a few lines of information. This information is designed to persuade the letter recipients of paying the amount they owe (if any) and they vary accordingly to the type of message. Thus, the reminder letter

⁸Monthly payments are collected in two ways: (i) through an 8 percent retention made by the client for transactions that exceed 1,500 soles (around \$450); and (ii) through direct payments made by the income earner to cover the difference between the 8% of the total income earned and the retentions made by his/her clients, in case total income exceeds 3,135 soles (around \$940)

serves as a baseline or control group as we compare the impact of the treatment letters against it. The content of the letters is shown in Table 1 (the original letters in Spanish are included in the Appendix A.1).

For the traditional theory, the text inside the brackets reads: “*Be informed that the SUNAT is striving to detect those who do not pay their taxes. We have already identified 78 thousand persons in the districts of Barranco, La Molina, Miraflores, San Isidro, San Borja, and Surco.*” Recall that the traditional theory states that individuals maximize their expected utility subject to the perceived perception of what the probability of being caught is and the penalty they would have to pay. Hence, by suggesting that the probability of being caught is large, the objective of this letter is to discourage tax evasion. As noted in Bergolo et al. (2019), this type of messages can also increase compliance by inducing fear, which could make taxpayers to overreact to the threat of being penalized (Bergolo et al., 2019).

Table 1: Structure of letters

Mr(s) taxpayer,

If you perceive any rental income, remember to pay your tax.

[small added text]

Find out how to declare and pay this type of income in

<http://personas.sunat.gob.pe/alquilo-mi-casa-o-auto>.

For general inquiries, you can call our Consultation Center from your landline at 0801-12-100 or from your mobile phone at (01) 315-0730, by typing the option 3, from Mondays to Fridays from 8.30 a.m. to 6:00 p.m., and Saturdays from 9:00 a.m. to 1:00 p.m. You can also contact any of our Taxpayer Service Centers.

If you perceive any rental income and have already paid your tax, congratulations!

Sincerely,

Regarding the letter inspired in the theory of social norms, the text inside the brackets reads “*Be informed that the majority of the residents of Barranco, La Molina, Miraflores, San Isidro, San Borja and Surco do comply with the payment of their rental income taxes.*” The idea is to inform taxpayers that the social norm is to comply with the payment. Because deviations from the social norm generates self-inflicted costs, this treatment should increase compliance. According to previous experiments, the impact is larger when the norm is referring to people that are socially close to the letter recipients (Hallsworth et al., 2017). Thus, to reduce the ‘psychological distance’ to the norm, the letters refer to people that live in similar districts as the individuals included in the experiment (Trope & Liberman, 2010).

Regarding the letter inspired on the theory of altruism, the text inside the brackets reads “*Be informed that if all the residents of Barranco, La Molina, Miraflores, San Isidro, San Borja and Surco pay their rental income taxes, more than 90 Health Centers could be built in the poorest regions of Peru.*” With this message our objective is to highlight the importance of paying taxes to provide public goods that benefit the poorest population of the country. We expect this message to be persuasive if redistribution and social justice are important for the sample of individuals studied.

It is worth noting that all our messages addressed their recipients in a neutral way (i.e. we did not address them as debtors). This is because our sample comprised *potential* rental income taxpayers as we could not be completely sure that they were leasing a property (we explain in detail how we built the sample in Section 3.4).

It is also worth noting in which ways the content of our messages varies with respect to those already tested in the literature. Regarding the message addressing the traditional theory of tax compliance, most of the previous papers have focused on highlighting the probability of being caught by using different strategies. Some of them have directly mentioned the probability of being audited (e.g. Dwenger et al., 2016; Bergolo et al., 2019; Kleven et al., 2011; and Del Carpio, 2014), while others have threatened taxpayers with an audit or have revealed (third-party) information about their income (e.g. Meiselman, 2018; Fellner et al., 2013; Drago et al., 2020; Bott et al., 2020; Carrillo et al., 2017; Boning et al., 2020; Brockmeyer et al., 2019). In contrast, our message only points out that there is a large number of cases being processed by the tax authority, without stressing the exact probability of audit nor threatening taxpayers with one. If this strategy proves to be effective, other authorities could try to replicate it in contexts of uncertainty regarding who has a tax liability.⁹

With respect to the letters about social norms, most of the literature has used the exact compliance rate to inform taxpayers. This wording may be especially helpful when tax compliance is high and easy to calculate.¹⁰ However, in developing countries tax compliance

⁹Papers highlighting the size of the penalty are, for example, Cranor et al. (2020), De Neve et al. (2019), Castro and Scartascini (2015), Chirico et al. (2019), Perez-Truglia and Troiano (2018), Gemmell and Ratto (2018), and Bergolo et al. (2019).

¹⁰For papers using the exact compliance to describe the norm, see Cranor et al. (2020), De Neve et al.

tends to be just above 50%. For example, in Kettle et al. (2016) tax compliance was of 64.5%. In our context, according to some estimations provided by the tax authority, compliance was just above 50%. Hence, we preferred to describe the norm in a general fashion as in Del Carpio (2014) and Hallsworth et al. (2017). This implies that our results may be informative to authorities trying to assess the effectiveness social norms in a setting of low compliance such as ours.

In the case of messages referring to the provision of public goods, there are fewer studies in the literature testing such content (see De Neve et al., 2019; Chirico et al., 2019; Castro & Scartascini, 2015; Bergolo et al., 2019; Bott et al., 2020; Hallsworth et al., 2017). Perhaps, the messages in Bergolo et al. (2019) are the most similar to ours as we both refer to a counterfactual scenario in which compliance is hypothetically changed.¹¹ This is in contrast with other papers, which have tended to describe how taxes already contribute to the funding of public goods.¹² Also, our message focuses on altruism as it makes reference to public goods that are only provided to people out of the sample. Previous papers have tended to conflate altruistic motives (i.e. people may be more willing to pay if they value redistribution) with those regarding reciprocity (i.e. people will be more willing to pay if they know that they will receive more or better public goods), because in their letters they referred to public goods that everybody could potentially use and enjoy, including in-sample taxpayers.

3.3 Mode of delivery and timeline

Because of administrative and legal reasons, the tax authority had to send a letter to everybody in the sample as in Hallsworth et al. (2017). Each individual from the four message groups received exactly the same letter four times, once per month.¹³

(2019), Castro & Scartascini (2015), Chirico et al. (2019), and Fellner et al. (2013).

¹¹Actually, Bergolo et al. (2019) refer to a scenario in which evasion is hypothetically decreased.

¹²For instance, Bott et al. (2020) tests the following message: *“our tax payment contributes to the funding of publicly financed services in education, health and other important sectors of society.”* Castro & Scartascini (2015) tests the following message: *“In the first 6 months of this year, CVP’s collection contributed to placing 28 new streetlights, water connections in 29 streets and sewerage networks in 21 blocks.”*

¹³Evaluating the effect of this type of treatment can be informative as sending too many letters may have a crowding-out effect (i.e. by ‘suffocation’).

The tax authority sent these messages through four different channels to increase the probability that letter recipients would read them. They sent them through: (i) the e-mail address that taxpayers reported to the tax authority; (ii) a special web interface which is normally used by the tax authority to send special communications; (iii) a physical letter to the home address they had reported to the tax authority; and (iv) a SMS message to the cellphone number they had reported to the tax authority.

Within each message type, we randomly varied the timing at which the tax authority issued the letters. For a random sub-sample of individuals from each of the four message groups, we delayed the issue of the letters by two weeks. So, for example, within the group of individuals that received the reminder letter, a sub-group *always* received a reminder letter two weeks earlier than the other sub-group. These sub-groups of individuals were randomly selected at the beginning of the experiment and stayed out the same throughout all of it. As we describe below in Section 3.5, this means that in practice there are eight groups to which we have to randomly allocate individuals into. Our goal is to compare those that received an early letter against those that received a late letter to identify the short-term effect of receiving the reminder letter, as in Hallsworth et al. (2017).

In Appendix A.2 we exhibit the timeline of the experiment. In sum, we sent a letter each month starting in October 2018 until January 2019, when the last letter was sent. We carried out the post-intervention survey in August of 2019. We measured tax-related behavior using administrative data available from January 2018 until January 2020.

3.4 Final Sample of Taxpayers

Because of the nature of the rental income tax, it is impossible to know with a hundred percent of confidence who is owing money and who is not. This is why with the help of tax authority we identified those who ex-ante had a higher chance of owing money. In particular, we included in the experiment individuals that:¹⁴

- live in the municipalities of Barranco, La Molina, Miraflores, San Borja, San Isidro or Surco, which are the richest municipalities of the city;

¹⁴Firms were not included.

- own three or more properties in different addresses within the region of Lima or Callao;¹⁵
- had not reported any rental income for the year 2018 by June 2018.

These criteria lead to a sample of 9,024 individuals. In Table 2 we can see how this sample is characterized, according to the data that was provided by the tax authority. First, individuals are on average 54.8 years old.¹⁶ Also, women are underrepresented in this sample (i.e. 36%). Furthermore, the average number of owned properties is 3.9. On average, these properties are valued in 131 thousand US\$ according to self-reports.

Compliance seems to be low in this sample: only 26% of the sample have paid rental income tax at least once since 2013 until the end of 2017, which implies that tax compliance is at least 5% per year ($=26\%/5$). This number is a lower bound of the true tax compliance, since not necessarily everybody in the sample has leased his or her properties. Some individuals may have made more than just one payment as well. On average, the last year they made a payment, they paid a total amount of 2.3 thousand US\$ for the whole year. Finally, Table 2 shows that the median individual earns between 15 and 30 thousand US\$ per year. Considering that the minimum wage is around 4 thousand US\$ per year, this means that these individuals are particularly wealthy.

3.5 Randomization and power

We have eight sub groups (considering those receiving the early and late letters) into which we had to randomly allocate our final sample of 9,024 individuals. Then, there are 1,129 individuals per sub group. We stratified this randomization based on the individuals' age, sex, income dummies, a dummy indicating whether they have paid before, previously paid amounts, number of properties, self-assessment of the properties' value, and years of previous payments. These variables are reported in Table 2.

¹⁵Peru is comprised of 24 regions and one constitutional province (Callao) which belongs to the Metropolitan area of the city of Lima. The region of Lima is by far the largest in terms of population as it harbors more than 30% of the country's population.

¹⁶Individuals in Lima are on average a little less than 30 years old.

Table 2: Characteristics of final sample

Variable	Average	p25	p50	p75	Min	Max	N
Age	54.8	45.0	54.0	64.0	18.0	103.0	9,024
Female	0.36	0.00	0.00	1.00	0.00	1.00	9,024
Number properties	3.9	3.0	3.0	4.0	3.0	81.0	9,024
Properties' value (thousand \$)	131.1	39.9	71.8	127.0	0.0	36,800	9,024
Paid rental income tax? (years 13-17)	0.26	0.00	0.00	1.00	0.00	1.00	9,024
Date of last payment (year)	2015.8	2015	2016	2017	2013	2017	2,385
Amount paid (thousand \$)	2.3	0.5	0.8	1.7	0.0	752.5	2,385
Yearly income (0-15 thousand \$)	0.37	0.00	0.00	1.00	0.00	1.00	9,023
(15-30 thousand \$)	0.16	0.00	0.00	0.00	0.00	1.00	9,023
(30-150 thousand \$)	0.37	0.00	0.00	1.00	0.00	1.00	9,023
(\geq 150 thousand \$)	0.10	0.00	0.00	0.00	0.00	1.00	9,023

The above implies that 2,256 individuals received a reminder letter, 2,256 received a message inspired in the traditional theory, 2,256 received a message on social norms, and 2,256 received a message on altruism. Assuming a base compliance of 5%, we have a statistical power of 80% to identify a difference of 2.00 percentage points.¹⁷ This is a reasonable minimum detectable effect size considering that, in the literature, these types of treatments tend to have a total effect of 0.0 to 10.0 percentage points when compared to a control group that did not receive any letter, although we recognize that outcome variables tend to be different across studies and institutional contexts.

4 The Direct and Indirect Effects of Messages

In this section we report the effect of the treatment letters on the payment of the rental income tax (direct effect) and the payment of the capital gains and self-employment income taxes (indirect effects).

¹⁷This was computed using a two-sample proportions power calculation. If we assume a base compliance of 10%, we have 80% power to identify a difference of 2.65 percentage points.

4.1 Data, outcome variables and empirical strategy

4.1.1 Data and outcome variables

We were provided with a database at the individual-by-day level indicating the size of the rental income tax payments and to which date the payments are referring to. Note that individuals can pay in advance or catch up with their due payments. In addition, the database included tax payments related to capital gains and self-employment activities. Finally, we also collected survey data on a random sub-sample of 867 taxpayers. The survey consisted on several questions regarding individuals' social preferences and beliefs. More information is available in [Appendix B](#).

Our main results are based on two outcome variables. First, the total amount paid of each type of tax since the start of the experiment until a particular month. We transform this amount using the inverse hyperbolic sine function, which allows us approximate the natural logarithm retaining zero-valued observations.¹⁸ Second, we define a dummy variable that takes the value of one if the individual has made a tax payment since the start of the intervention and until a particular month. The tax administration also provided us with data on taxpayers' characteristics which were described in [Table 2](#).

Our main results are based on these two outcome variables because they convey complementary information about the nature of the treatment effect. First, one can distinguish between effects operating in the intensive or extensive margin. Consider a positive shift in the total amount paid. If it is accompanied by a positive shift in the probability of making a payment, it means that the treated group is paying more by making new payments (extensive margin). However, if the probability of making a payment does not change, it means that the treated group is paying more by making only larger payments (intensive margin) but not new ones. The converse logic applies to a negative shift on the total amount paid. A decline in the probability of making a payment would imply that the treated group is paying less by making fewer payments. However, if the probability of making a payment does not change, it would mean that the treated group is paying less by reducing the size of their payments.

¹⁸For more on the inverse hyperbolic sine function, refer to [Friedline, et al. \(2015\)](#).

In addition, one can learn about the dynamic nature of treatment effects. Consider a transitory positive shift in the total amount paid accompanied by a positive shift in the probability of making a payment. The transitory nature of the shift in the total amount paid means that, either: (i) the treatment induced more payments today at the expense of fewer or smaller payments in the future; or (ii) it induced taxpayers to pay current obligations that they would have otherwise paid in the future (the additional payments made by the treated group were equated later by additional payments made by the control group). Importantly, one can distinguish between these two situations. In fact, if the shift in the probability of making a payment is permanent, this would indicate that the additional payments made by the treated group were compensated later by smaller or less payments (situation (i)). If the shift in the probability of making a payment is transitory, it means that the additional payments made by the treated group were equated later by additional payments made by the control group (situation (ii)).

It is also interesting to consider the case of a transitory decline in the total amount paid accompanied by a decline in the probability of making a payment. This combination means that, in the short run, the treatment has induced taxpayers to pay less by making fewer payments. Also, the transitory nature of the decline in the total amount paid means that the treatment has: (i) induced fewer payments today that were compensated later by more or larger payments (i.e. taxpayers are delaying their payments); (ii) or it has brought forward future defaults (i.e. the smaller number of payments made by the treated group is equated later by a smaller number of payments made by the control group). Although this last situation is unlikely, one can distinguish between the two scenarios by looking at the decline in the probability of making a payment. If this decline is transitory then the treatment has induced a delay in payments (situation (i)). If the decline is permanent, the treatment has brought forward future defaults (situation (ii)). There are, of course, more cases but we focus on these for illustrative purposes.

4.1.2 The effect of the treatment letters relative to the reminder letter

To estimate the marginal effect of adding a small clause of text referring to a particular theory (i.e. traditional, social norms, altruism), we estimate the following equation at different points of time:

$$y_{ist} = \alpha + \beta_1 T_{i,1} + \beta_2 T_{i,2} + \beta_3 T_{i,3} + \gamma' X_i + \varepsilon_{ist} \quad (1)$$

where y_{ist} is the tax compliance of i measured by one of the two outcomes described above computed since date s and until date t , where s is the beginning of the experiment (October 2018) and t any month between October 2018 and January 2020. X_i is a set of covariates which includes age, sex, the number of properties and their total value, a dummy indicating if a rental income tax payment was made between 2013 and 2017, income dummies, and a set of district fixed effects (see Table 2). Even though these covariates are not required for identification, we control for them to increase statistical power. We also include the pre-intervention level of compliance with the corresponding tax, that is, the average measure of y_{ist} computed for the period between January (s) and September of 2018 (t). Finally, $T_{i,m}$ is a dummy that takes the value of 1 if the individual i received the letter addressing the traditional theory (i.e. $m = 1$), the theory of social norms (i.e. $m = 2$), or altruism (i.e. $m = 3$). It takes the value of 0 if i received the reminder letter or if i received a treatment letter different than m . Our parameters of interest are β_m as they describe the effect of sending four letters of type m relative to the effect of sending four reminder letters.

4.1.3 The effect of the *reminder* letter

In the previous section we explained how we estimate the effect of each treatment letter relative to the reminder. Here we describe how we estimate the effect of the reminder letter. Estimating this effect is important to account for the total effect of each type of message and to perform a cost-benefit analysis. To approximate the size of the effect of the reminder letter, we exploit the random assignment of the time intervals in which we sent the letters. In general terms, we compare those that received an early reminder letter against those

that received a late letter, at a point in time when only the early letters were sent.

Hence, we estimate the following regression:

$$y_{ist} = \alpha + \delta_0^{1st} T_{i,0}^{1st,early} + \gamma' X_i + \varepsilon_{ist} \quad (2)$$

where, $T_{i,0}^{1st,early}$ is a dummy that takes the value of 1 if the individual i received the early reminder letters and zero if i received the late letters. The window of analysis would be the days between the 5th of October (s) and the 18th of October of 2018 (t). This exercise allows us to estimate the short-term effect of sending one reminder letter with respect to sending no letter at all.¹⁹

4.2 Pre-treatment balance

Using the administrative records provided by the tax authority we first test if observable characteristics are equal across treatment groups. For this, we run multiple regressions of each of these characteristics on the treatment dummies defined above. We report our results in Table 3. We confirm that in terms of age, sex, number of properties, value of properties and income, individuals in each treatment group and in the group receiving the reminder letter are similar. This is consistent with the random assignment of each type of letter.

¹⁹To evaluate the effect of the first wave of reminder letters, we pool together the other types of *late* letters to increase power. Results are almost unchanged if we compare those that received an early reminder against those that received a late reminder letter only.

Table 3: Balance in pre-treatment characteristics

	Age	Female	Number of properties	Value of properties	Yearly Income (bins, thousand \$)			
					0-15	15-30	30-150	≥ 150
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Traditional	0.2903 (0.4024)	-0.0040 (0.0143)	0.0355 (0.0510)	-20,208.9989 (30,281.6831)	-0.0021 (0.0144)	-0.0092 (0.0110)	0.0170 (0.0144)	-0.0057 (0.0090)
Social Norms	0.0891 (0.4078)	-0.0098 (0.0143)	0.0013 (0.0478)	7,148.2104 (35,939.3365)	-0.0084 (0.0143)	-0.0093 (0.0110)	0.0151 (0.0143)	0.0027 (0.0091)
Altruism	0.0182 (0.4012)	0.0027 (0.0144)	0.0949 (0.0612)	32,584.1764 (62,049.3090)	-0.0062 (0.0144)	-0.0080 (0.0110)	0.0084 (0.0143)	0.0058 (0.0092)
Constant	54.7070 (0.2843)***	0.3666 (0.0101)***	3.9065 (0.0329)***	427,907.9785 (23,973.0966)***	0.3701 (0.0102)***	0.1676 (0.0079)***	0.3586 (0.0101)***	0.1037 (0.0064)***
N	9,024	9,024	9,024	9,024	9,023	9,023	9,023	9,023

Robust standard errors between parenthesis. *** Significant at the 1 percent level. ** Significant at the 5 percent level. * Significant at the 10 percent level.

We also construct several pre-treatment outcome variables to verify if pre-treatment tax behavior was similar across groups. For each month in 2018 before the start of the experiment (i.e. between January 2018 and October 2018), we compute the probability of making a payment and the amount paid for each type of tax. Thanks to the randomization, pre-treatment tax behaviour should be similar across treatment arms. To test this, we run multiple regressions akin to equation (1) for each pre-treatment month, that is, defining the dependent variables for the starting period s =January 2018 and the end period t , where t is a particular month between January and September of 2018. We report our results for the traditional, social norms and altruism messages in [A.3](#), [A.4](#) and [A.5](#), respectively. For most taxes, we cannot reject the null hypothesis that pre-treatment tax behavior is equal across treatment arms. The only exception is that by September of 2018, we find that individuals receiving the social norms treatment had made larger payments of the self-employment income tax. To account for this, we control for either the total amount paid or the probability of making a payment of the corresponding tax between January and September of 2018 in all our regressions. Overall, we interpret the evidence summarized above as indicating that randomization was performed correctly and that the results described in the following sections can be interpreted as causal.

4.3 Results

4.3.1 Direct and indirect effects

Traditional theory. Figure 1 presents the direct effect of the “traditional theory” message on compliance with the rental income tax and the indirect effects of this message on compliance with the capital gains and the self-employment income tax. Panel A shows the effect on the total amount paid and Panel B shows the effect on the probability of making a payment. These cumulative effects are calculated for every month after the start of the experiment and until January 2020. As described in Section 3.2, the “traditional theory” message highlights the results of the enforcement actions carried out by the tax administration to increase compliance with the rental income tax.

Panel A in Figure 1 shows that the “traditional” treatment had a permanent direct effect

on the total amount paid of rental income tax. In fact, by the time the experiment was phased out, taxpayers receiving this message had made a total payment around 15% larger than those receiving only the remainder.²⁰ This positive effect persisted in the months that followed and by January 2020 (a year after the last message was sent) taxpayers receiving the “traditional” treatment still exhibited a total amount paid around 11 percentage points larger than the control group.

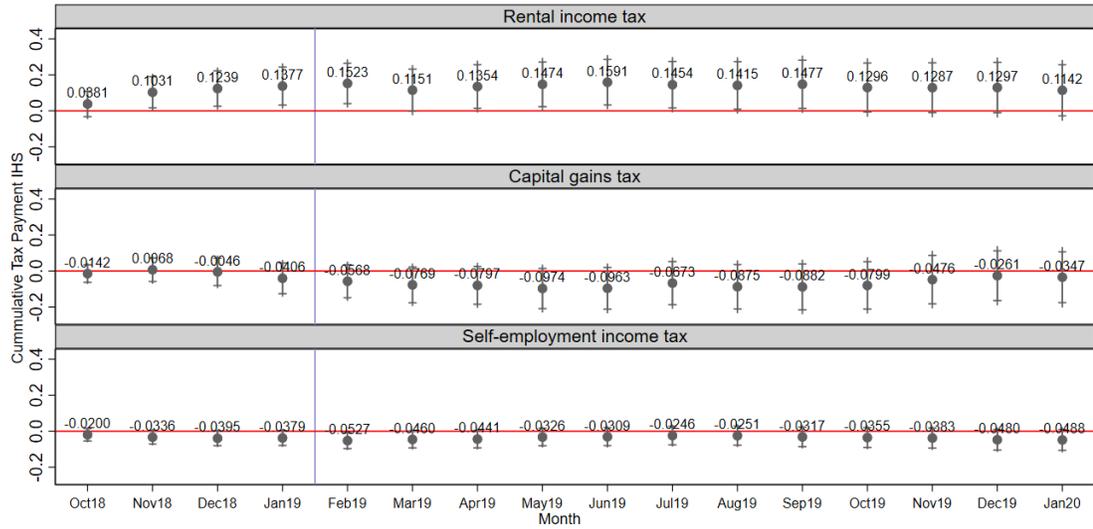
In Panel B we observe a permanent increase of around 2 percentage points in the probability of making a rental income tax payment. As explained in Section 4.1.1, this means that the treatment has induced taxpayers to increase the amount they pay by making new payments and not by making larger payments only. Moreover, because the shifts are permanent one can assert that the additional payments induced by the “traditional” treatment were not later offset by fewer or smaller payments made by the treated group, or equated by more or larger payments made by the control group (i.e. the message did not just induce payments that would have otherwise been made in the future).

The results reported above suggest that the “traditional” treatment generated new resources for the tax authority. This assessment, however, would be incomplete if we ignore the effect of this treatment on other taxes. Results for the indirect effects of the “traditional” message reveal that it produced a transitory decline of around 5 percent in the total amount paid of self-employment income tax by the time the experiment was phased out (see Panel A). Results in Panel B show it also produced a transitory decline in the probability of making a payment. Combined, this evidence indicates that the message induced taxpayers to delay their self-employment income tax payments. In particular, taxpayers made fewer payments and contributed a smaller amount at first, but this was later compensated by making more payments. Although results are not statistically significant, Panels A and B in Figure 1 provide suggestive evidence that the “traditional” message also had a negative and transitory indirect effect on the total amount paid of the capital gains tax due to a delay in payments.

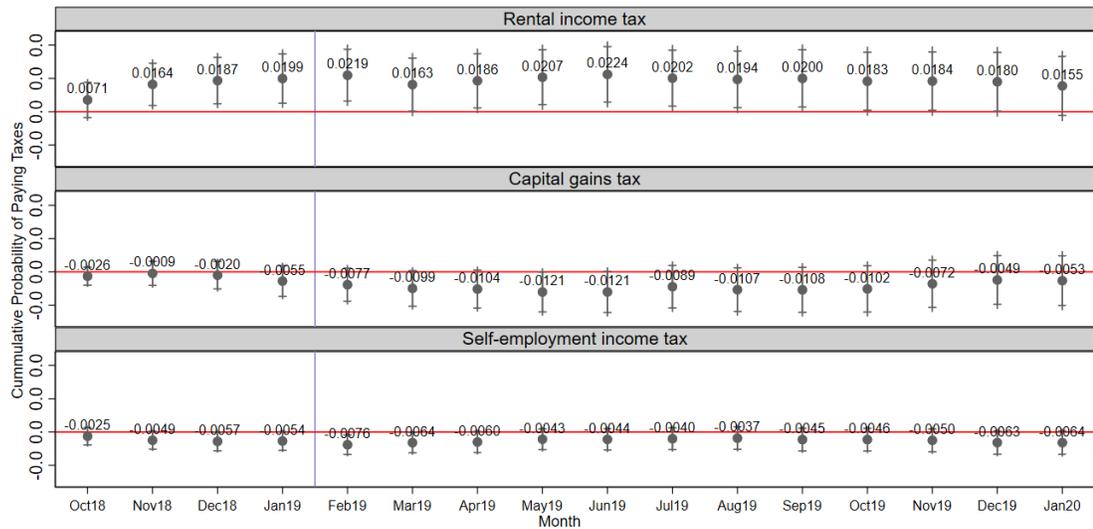
²⁰To compute semi-elasticities from the inverse hyperbolic sine function one can use the following expression: $\exp(\hat{\beta} - 0.5\hat{Var}(\hat{\beta})) - 1$ as derived in Bellemare and Wichman (2019). For simplicity, we focus on the coefficients reported in the figures which provide good approximations of these semi-elasticities. Conclusions are not affected if we focus on the exact semi-elasticities instead.

Figure 1: Direct and indirect effects of the traditional message on tax compliance

Panel A: IHS transformation of amount paid between Oct 18 and month X



Panel B: Likelihood of paying taxes between Oct 18 and month X



Notes: 90% and 95% confidence intervals. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates which is comprised by: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for rental income tax payments during the period 2013 to 2017, and district fixed effects. We also control for initial value of the dependent variable between Jan 18 and Sept 18, that is, before the intervention.

There are two potential explanations for the negative spillover described above. The first stems from the theoretical model proposed by Lopez-Luzuriaga & Scartascini (2019) which predicts that messages that appeal to enforcement actions (such as our “traditional” message) can provoke a negative spillover on compliance with other taxes if taxpayers understand that increased enforcement efforts devoted to one tax will reduce efforts devoted to other taxes (assuming the tax authority has limited resources). The second explanation relies on a cash-flow effect. Taxpayers reduce the cash strain by cutting down payments related to other taxes. This behavior, but at the firm level, has already been suggested by Boning et al. (2020) to explain why subsidiaries of treated firms remitted less tax in a large field experiment carried out in the US.

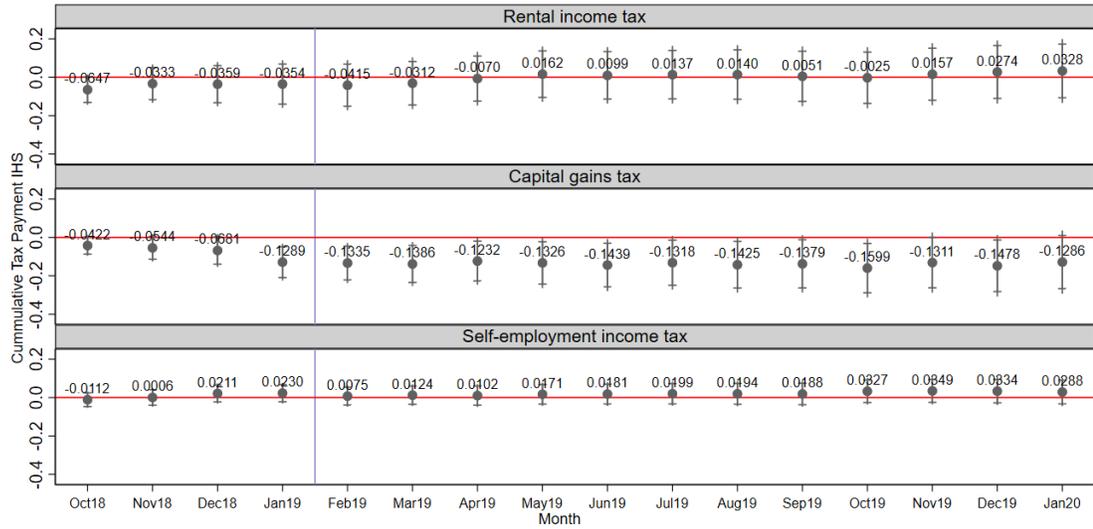
Social norms. Figure 2 shows the direct effect of the “social norms” message on compliance with the rental income tax as well as its indirect effects on compliance with the capital gains and the self-employment income tax. This message pointed out to the fact that the majority of the taxpayers’ neighbors comply with their rental income tax obligations.

Interestingly, this message had no direct effect but produced a negative and permanent indirect effect on the amount paid of the capital gains tax of around 13 percent and on the probability of making a payment of around 1.5 percentage points. Combined, this evidence implies that the “social norms” message induced taxpayers to contribute less by making fewer capital gains tax payments and that this was not later compensated by making more or larger payments. Notice that there was no indirect effect on the self-employment income tax.

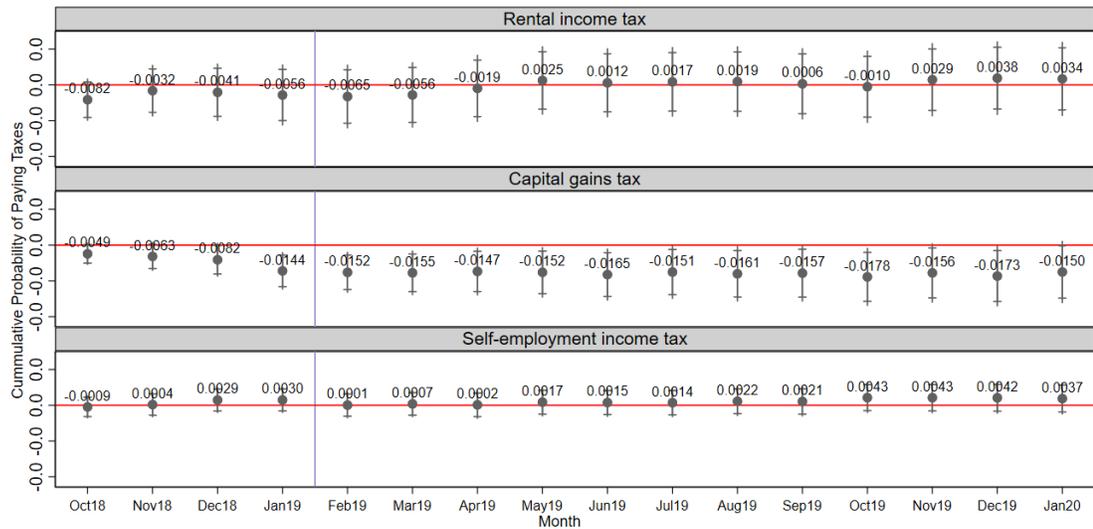
It is puzzling that the “social norms” treatment had no direct effect but had a permanent indirect effect only on the capital gains tax. One possible explanation for this pattern is that the treatment message did not induce an update in taxpayers’ beliefs regarding compliance with the rental income tax or the self-employment income tax, but was able to induce a *downward* update in taxpayers’ beliefs regarding compliance with the capital gains tax. Notice that if people previously thought that capital gains tax payments were more prevalent and our message conveyed the idea that in fact they are not, social norms theory predicts that one would observe the negative effect reported above.

Figure 2: Direct and indirect effects of the social norms message on tax compliance

Panel A: IHS transformation of amount paid between Oct 18 and month X



Panel B: Likelihood of paying taxes between Oct 18 and month X



Notes: 90% and 95% confidence intervals. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates which is comprised by: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for rental income tax payments during the period 2013 to 2017, and district fixed effects. We also control for initial value of the dependent variable between Jan 18 and Sept 18, that is, before the intervention.

For this explanation to be true one needs to allow for two conditions. First, individuals should be able to update their beliefs about compliance with a certain tax from messages that address compliance with other taxes. Moreover, individuals should be able to extract a negative description of a social norm (‘people do not pay their capital gains tax’) from a message conveying a positive description of another norm (‘people pay their rental income tax’). This is akin to what the psychology literature describes as the ‘innuendo effect’ (Kervyn et al., 2012). The ‘innuendo effect’ is the tendency for individuals to draw negative conclusions from descriptions that omit a particular information. In this way, innuendo allows one to convey negative information on a relevant dimension by omitting information on this dimension. In our context, we are providing information about the norm on rental income tax, but we are omitting information about the norm on capital gains tax and self-employment income tax.

Once we allow for a response similar to the ‘innuendo effect’ described above, the second condition is heterogeneity in the ex-ante social norm of each tax. Consider a situation where taxpayers believe that the share of individuals that comply with rental income, capital gains and self employment income taxes are “ x ”, “ y ” and “ z ”, respectively, where $y \geq x > z$. If our message conveys that a share x of individuals are in fact paying their rental income tax but only a share $x - \alpha$ are paying capital gains or self-employment income taxes, then, for values of α similar to $x - z$, there would be no update in the rental income tax norm (and hence no change in behavior), a downward update in the capital gains tax norm (and hence a reduction in compliance), and no update in the self-employment income tax norm (and hence no change in behavior).²¹ Of course, there could be other explanations which could be considered in future research once the data needed to test them is available.

Altruism. Figure 3 shows the direct effect of the “altruism” message on compliance with the rental income tax as well as its indirect effects on compliance with the capital gains and the self-employment income taxes. These results reveal that our altruism treatment had a

²¹This heterogeneity in expected compliance is reasonable given that it is easier to fail to comply with the rental and self-employment income tax than to fail to comply with the capital gains tax. The reason is that, as explained in subsection 3.1, transactions subject to the capital gains tax are usually carried out under formal agreements and, in contrast, many transactions subject to the rental and self-employment income tax are carried out under informal agreements.

transitory negative impact on the size of rental income tax payments and on the probability of payment. We do not observe any spillover over other taxes.

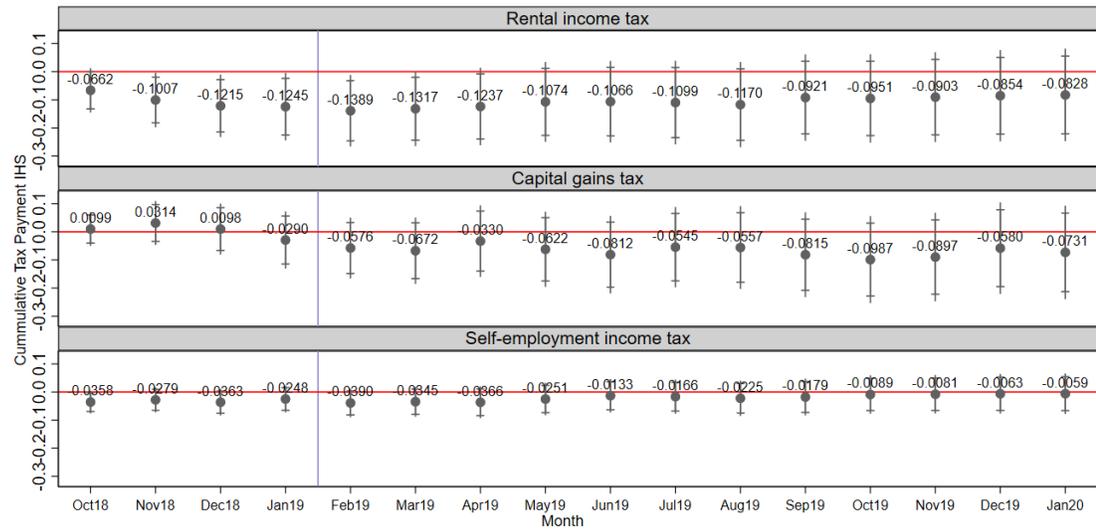
It is important to recall that these letters highlighted how complying with the payment of the rental income tax could result in the construction of health centers in the poorest areas of the country. That is, our letters highlighted redistribution, since the beneficiaries would be the poor and not the taxpayers from our sample. Previous papers have tended to conflate altruism motives (i.e. people may be more willing to pay if they value redistribution) with those regarding reciprocity (i.e. people will be more willing to pay if they know that they will receive more or better public goods), because in their letters they referred to public goods that everybody could potentially use and enjoy, including in-sample taxpayers.

This treatment message did not aim at shifting taxpayers' altruism but to augment the effect of an altruistic preference on tax compliance by making more salient the fact that tax revenues can be used to provide public goods to the poor. Based on this, one possible explanation as to why this treatment letter backfired could be that taxpayers in our sample are not altruistic or have a low inequality aversion. In this case, the message can backfire because it made more salient the fact that the money collected through the rental income tax is used to provide public goods that taxpayers do not enjoy.

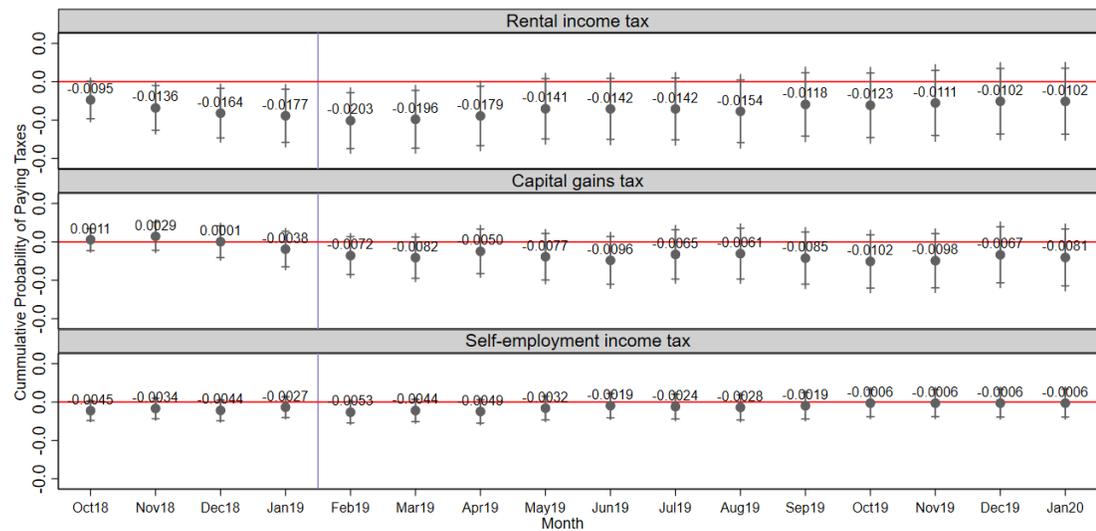
In this regard, the available evidence suggests that taxpayers in our sample have non-altruistic preferences and a low inequality aversion. In fact, the majority of taxpayers appear unwilling to share the money they earn either because of luck or through their own effort. In fact, most taxpayers totally disagree (9.5 percent), disagree (37.9 percent) or neither agree nor disagree (19.4) with the statement "If I earn money because I was lucky, I should share it with someone else apart from my family". If the source of money is their own effort, individuals are even less willing to share it with others. The corresponding numbers are 13.7, 42.7 and 14.7 percent, respectively. Moreover, a significant share of taxpayers in the control group either totally disagree (5.2 percent), disagree (25.6 percent), or neither agree nor disagree (17.8 percent) with the statement "income should be more equal".

Figure 3: Direct and indirect effects of the altruism message on tax compliance

Panel A: IHS transformation of amount paid between Oct 18 and month X



Panel B: Likelihood of paying taxes between Oct 18 and month X



Notes: 90% and 95% confidence intervals. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates which is comprised by: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for rental income tax payments during the period 2013 to 2017, and district fixed effects. We also control for initial value of the dependent variable between Jan 18 and Sept 18, that is, before the intervention.

Furthermore, the negative response triggered by the altruism message on a sample of taxpayers with non-altruistic preferences and a low inequality aversion could have been compounded by the perception that they already pay high income taxes and that tax compliance is low in areas other than their districts. In fact, our survey reveals that a good share feels that they pay either very high (19.5 percent) or high (29.2 percent) income taxes. In addition, taxpayers perceive that around 60 percent of those living in their neighborhoods comply with their taxes, while the perceived average tax compliance of those living in Lima and in the Peru is of 38 percent and 31 percent, respectively.

Another possible explanation is related to taxpayers' perceptions regarding the high levels of corruption and the inefficacy of the Government. In this case, the message can backfire by making more salient that tax revenues should be used to provide public goods (but are not) which, in turn, compounds the effect of taxpayers' perceptions about government corruption and inefficacy on tax compliance. In this regard, our survey data reveals that 63 percent of the control group believe that corruption is the main problem of the country.²² Furthermore, corruption in public hospitals is perceived to be very high, high or moderate by 79 percent of the sample. We find similar patterns when asking individuals about their satisfaction and the efficacy of this institution.

It is difficult to differentiate between these competing hypothesis. Understanding which mechanism is the most important to explain why a message appealing to altruism can backfire is an avenue for future research.

4.3.2 The effect of the reminder letter

We report the results of estimating equation (2) in Table 4. We find that the reminder letter by itself increases compliance with the rental income tax. In fact, it increases the likelihood of compliance with this tax in 2.14 percentage points and the size of the payments by 15.04 percent in the short run. We do not find a short-run effect of the reminder on compliance with the capital gains tax or the self-employment income tax.

We cannot test whether the increase in compliance with the rental income tax is per-

²²Second and third place would be the high crime rates (43.1 percent) and the bad quality of public education (12.3 percent).

manent as we do not have a pure control group that received no treatment. Nonetheless, we believe this exercise is informative. In particular, by adding the effect of the reminder letter to each of the coefficients associated with the impacts by February 2019 reported in Figures 1, 2, and 3, we can learn about the total short-term effect of sending these letters.

Table 4: The effect of the reminder letter on tax compliance

	Likelihood of paying taxes between the 5th and 18th of Oct 2018	IHS of amount paid between the 5th and 18th of Oct 2018
	(1)	(2)
<i>Panel A: Rental income tax</i>		
Reminder	0.0214 (0.0059)***	0.1504 (0.0389)***
N	5,639	5,639
<i>Panel B: Capital gains tax</i>		
Reminder	0.0033 (0.0031)	0.0251 (0.0213)
N	5,639	5,639
<i>Panel C: Self-employment income tax</i>		
Reminder	0.0012 (0.0034)	0.0033 (0.0172)
N	5,639	5,639

Robust standard errors between parenthesis. *** Significant at the 1 percent level. ** Significant at the 5 percent level. * Significant at the 10 percent level. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates that contains: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for tax payments during the period 2013 to 2017, and district fixed effects.

The total short-term effect of the ‘traditional treatment’ on the rental income tax would be of 4.33 percentage points (i.e. $2.19 + 2.14$), whereas for the social norms and altruism treatment it would be of 1.49 (i.e. $-0.65 + 2.14$) and 0.11 ($-2.03 + 2.14$) percentage points. Similarly, the effect on the payments of this tax would be of 31.49 percent (i.e. $16.45 +$

15.04), 10.76 percent (i.e. $-4.28 + 15.04$), 0.38 percent (i.e. $-14.66 + 15.04$), respectively.

4.4 Cost-benefit analysis

The literature has shown that sending messages to increase tax compliance has, in many cases, a positive net benefit.²³ However, the majority studies do not take into account that individuals may be adjusting compliance with the tax addressed in the message at the expense of other taxes. Therefore, these studies may be underestimating the costs of their interventions. In this subsection, we perform a cost-benefit analysis of sending the three types of messages in the short and long run, considering the direct and indirect effects of the messages on tax compliance.

Panel A in Table 5 presents the effect of the three types of messages on the tax revenue per person collected for each tax. Panel B presents the effect on revenues per dollar spent considering only the direct effect of the message as well as its direct and indirect effects together. We calculate these numbers dividing the effect of messages on tax revenues per person by US\$ 15.62, the cost of sending four messages to a potential taxpayer.²⁴ In columns (1) to (3) we report the accumulated change in revenues for the period comprised between the start of the experiment and the month immediately after the last message was sent. We consider this to be the ‘short run’. In columns (4) to (6) we report the accumulated change in revenues for the period comprised between the start of the experiment and a year after that. We consider this to be the ‘long run’. To make these calculations, we assume the ‘very short run’ effects of the reminder reported in Table 4 remain throughout the entire evaluation period. In addition, we impute a value of zero in those cases where the effect was not statistically significant.²⁵

²³See, for example, Chirico et al. 2019.

²⁴Physical letters account for the largest share of the cost.

²⁵To clarify how we compute the short and long run changes in tax revenues, assume that the effect of the reminder is 10% and the short-term effect of a particular treatment is 5%. Suppose, as well, that the control group paid a total of US\$ x in the months corresponding to the short run. Therefore, the amount that would have been paid in absence of the reminder is $(100\% - 10\%)x$. To calculate the total revenue generated by the reminder in the short-run we have to compute the following: $x - (100\% - 10\%)x = US\$10\%x$. Through a similar calculation, we obtain that the effect of the treatment amounts to US\$ $5\%x$ in this example. Notice that the long-run changes in tax revenues can be larger than the short-run effects because of two reasons. First, the long-run effect might be itself larger (e.g. it could be 7% instead than 5%). Second, the total revenues registered for the control group (x) are increasing in time.

Let us focus on Panel B to summarize our cost-benefit analysis. Notice that the difference between the result that considers the direct effect only and the result that factors in the indirect effect of the message indicates the bias in which one would incur if one ignores the presence of spillovers.

We find that the ‘traditional’ message increased the tax revenue by US\$ 1.35 per dollar spent in the short run and by US\$ 3.92 in the long run. In this case, we do not find major differences with respect to the scenario where we only take into account the direct effect. This is because the negative spillover produced on the self-employment income tax was relatively small and transitory. The situation is different for the social norms message. In particular, this message decreased tax revenues by US\$ 1.59 per dollar spent in the short run, and by US\$ 5.20 in the long run. If one ignores the negative spillover produced by this message, however, one would conclude that it *increased* revenues by US\$0.69 in the short run and by US\$ 2.09 in the long run, per dollar spent (mainly through the effect of the reminder). This means that if we ignore the indirect effects of the social norms message we would have largely overestimated its net benefit. Finally, the altruism message decreased the tax revenue by US\$0.04 in the short run but produced a positive net benefit of US\$ 2.09 per dollar spent in the long run.

Table 5: Per capita changes in tax revenues caused by the messages

	Short Run (Oct-18 to Feb-19)			Long Run (Oct-18 to Jan-20)		
	Traditional	Social norms	Altruism	Traditional	Social norms	Altruism
	(1)	(2)	(3)	(4)	(5)	(6)
Panel A. Changes in tax revenues caused by the messages						
<i>(i) Rental Income Tax</i>						
Reminder	10.77	10.77	10.77	32.63	32.63	32.63
Additional Lines	12.55	0.00	-11.45	28.51	0.00	0.00
<i>(ii) Capital Gains Tax</i>						
Reminder	0.00	0.00	0.00	0.00	0.00	0.00
Additional Lines	0.00	-35.67	0.00	0.00	-113.76	0.00
<i>(iii) Self-Employment Income Tax</i>						
Reminder	0.00	0.00	0.00	0.00	0.00	0.00
Additional Lines	-2.3	0.00	0.00	0.00	0.00	0.00
Panel B. Changes in tax revenues caused by the messages per dollar spent, considering:						
Only direct effects $[(i)/15.62]$	1.49	0.69	-0.04	3.92	2.09	2.09
Direct and indirect effects $[(i)+(ii)+(iii)/15.62]$	1.35	-1.59	-0.04	3.92	-5.20	2.09

All figures are expressed in US dollars and correspond to the average potential taxpayer of our sample. Reminder refers to the change in tax revenues caused by the text in the letter that reminds potential taxpayers to pay their rental income tax. Additional lines refer to the change in tax revenues caused by the text in the letter related to the traditional, social norms or altruism message.

5 Concluding Remarks

In this paper we carried out a randomized controlled trial to estimate the direct and indirect effects produced on tax compliance by three different types of messages sent to a large sample of potential income taxpayers in the city of Lima, Peru. During the experiment, the tax authority sent a “traditional theory” message that highlighted the effectiveness of its control actions, a message that appealed to social norms by informing about the compliance of other taxpayers, and a message appealing to altruism by highlighting that tax revenues can be used to provide public goods to disadvantaged citizens. The direct effects refer to the change in compliance with the tax addressed in the messages (i.e. the rental income tax). The indirect effects refer to the change produced in compliance with the capital gains and the self-employment income taxes. These three income taxes share the characteristic of being difficult to enforce because taxpayers can easily sub-report or avoid declaring their income streams.

Our results confirm that “traditional theory” messages highlighting detection can have a positive direct effect increasing payments related to the tax addressed in the message. We also confirm that these messages can produce spillovers on compliance with other taxes and expand the available evidence by showing that these spillovers can be negative. Potential explanations for this negative indirect effect are a downward adjustment in taxpayer’s expected enforcement with other taxes (as postulated by LLS (2019)), or a cash-flow effect by which taxpayers reduce their cash-strain by cutting down payments related to other taxes.

We also provide new evidence showing that messages that appeal to social norms can produce negative spillovers. This evidence suggests that individuals can extract a negative description of a social norm from a message that conveys a positive description of another norm, a phenomenon akin to the “innuendo effect” reported in the psychology literature.

Our results for the message appealing to altruism confirm that this type of messages can backfire. We use a survey to document the context in which one can expect this negative response and find evidence suggesting that the taxpayers in our sample have non-altruistic preferences and low inequality aversion, and perceive that public institutions are highly corrupt and ineffective. This suggests that messages appealing to altruism can backfire by

compounding the negative effects of these preferences and perceptions on compliance.

In this study we considered effects across different taxes as well as short and long run effects. This allowed us to provide a comprehensive cost-benefit analysis for each type of message. In fact, we can confirm that the “traditional theory” message generated new resources for the tax authority in the long run (by an amount of US\$3.92 per dollar spent) because it had a permanent effect on the total amount paid and its negative spillover was relatively small and transitory. In addition, we found that the “social norms” message produced a loss of US\$5.20 per dollar spent in the long run, driven by its permanent negative spillover on capital gain tax payments. An analysis focused solely on the short-run direct effect would have erroneously concluded that the “social norms” message was innocuous.

Our results are relevant to tax authorities in other parts of the world facing informational asymmetries that prevent them from fully identifying who is a debtor. Our findings also suggest new avenues for future research. In particular, further research on why messages appealing to social norms can trigger a negative spillover or on the role of altruistic preferences and the perception of corruption in government for the effect of messages that make more salient the use of tax revenues, are the most promising.

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A Appendix

Figure A.1: Experiment Letters in Spanish

Panel A: Reminder letter

[Logo]

Denominación del año

Carta N° <<Número de carta >>

Lima, XX de XXX de 2018

RUC :
Nombre o razón social :
Domicilio :

Señor/a contribuyente:

Si Ud. percibe ingresos por alquileres, recuerde pagar su impuesto.¹

Entérese como declarar y pagar este tipo de renta en _____.

Para consultas generales, comuníquese con nuestra Central de Consultas, llamando desde sus teléfonos fijos al XXXX-XX-XXX o desde sus teléfonos móviles al (XX) XXX-XXXX, digitando la opción 3, de lunes a viernes, de 8:30 a.m. a 6:00 p.m. y sábados de 9:00 a.m. a 1:00 p.m. Asimismo, puede dirigirse a cualquiera de nuestros Centros de Servicios al Contribuyente.

Si Ud. percibe ingresos por alquileres y ya cumplió con el pago de su impuesto, ¡felicitaciones!

Atentamente,

¹Los alquileres son Rentas de Primera Categoría que incluyen el arrendamiento o subarrendamiento de predios (casa, departamento, habitaciones, cocheras, entre otros); la cesión de muebles (autos, máquinas, etc.), las mejoras introducidas al predio por el inquilino y la cesión gratuita o a precio no determinado de predios (terrenos o edificaciones)

(Figure A.1, continued)

Panel B: Traditional theory letter

[Logo]

Denominación del año

Carta N° <<Número de carta >>

Lima, XX de XXX de 2018

RUC :
Nombre o razón social :
Domicilio :

Señor/a contribuyente:

Si Ud. percibe ingresos por alquileres, recuerde pagar su impuesto.

Sepa que la SUNAT está esforzándose por detectar a quienes no pagan ese impuesto en su distrito. Ya hemos identificado 78 mil personas en Barranco, La Molina, Miraflores, San Isidro, San Borja y Surco.¹

Entérese como declarar y pagar este tipo de renta en _____.

Para consultas generales, comuníquese con nuestra Central de Consultas, llamando desde sus teléfonos fijos al XXXX-XX-XXX o desde sus teléfonos móviles al (XX) XXX-XXXX, digitando la opción 3, de lunes a viernes, de 8.30 a.m. a 6:00 p.m. y sábados de 9:00 a.m. a 1:00 p.m. Asimismo, puede dirigirse a cualquiera de nuestros Centros de Servicios al Contribuyente.

Si Ud. percibe ingresos por alquileres y ya cumplió con el pago de su impuesto ¡felicitaciones!

Atentamente,

¹Los alquileres son Rentas de Primera Categoría que incluyen el arrendamiento o subarrendamiento de predios (casa, departamento, habitaciones, cocheras, entre otros); la cesión de muebles (autos, máquinas, etc.), las mejoras introducidas al predio por el inquilino y la cesión gratuita o a precio no determinado de predios (terrenos o edificaciones)

(Figure A.1, continued)

Panel C: Social norms letter

[Logo]

Denominación del año

Carta N° <<Número de carta >>

Lima, XX de XXX de 2018

RUC :
Nombre o razón social :
Domicilio :

Señor/a contribuyente:

Si Ud. percibe ingresos por alquileres, recuerde pagar su impuesto.

Sepa que la mayoría de los vecinos de Barranco, La Molina, Miraflores, San Isidro, San Borja y Surco cumplen con declarar sus ingresos por alquileres.¹

Entérese como declarar y pagar este tipo de renta en _____.

Para consultas generales, comuníquese con nuestra Central de Consultas, llamando desde sus teléfonos fijos al XXXX-XX-XXX o desde sus teléfonos móviles al (XX) XXX-XXXX, digitando la opción 3, de lunes a viernes, de 8:30 a.m. a 6:00 p.m. y sábados de 9:00 a.m. a 1:00 p.m. Asimismo, puede dirigirse a cualquiera de nuestros Centros de Servicios al Contribuyente.

Si Ud. percibe ingresos por alquileres y ya cumplió con el pago de su impuesto ¡felicitaciones!

Atentamente,

¹Los alquileres son Rentas de Primera Categoría que incluyen el arrendamiento o subarrendamiento de predios (casa, departamento, habitaciones, cocheras, entre otros); la cesión de muebles (autos, máquinas, etc.); las mejoras introducidas al predio por el inquilino y la cesión gratuita o a precio no determinado de predios (terrenos o edificaciones)

(Figure A.1, continued)

Panel D: Altruism letter

[Logo]

Denominación del año

Carta N° <<Número de carta >>

Lima, XX de XXX de 2018

RUC :
Nombre o razón social :
Domicilio :

Señor/a contribuyente:

Si Ud. percibe ingresos por alquileres, recuerde pagar su impuesto.¹

Sepa que si todos los vecinos de Barranco, La Molina, Miraflores, San Isidro, San Borja y Surco pagasen su impuesto por alquileres, se podrían construir mas de 90 Centros de Salud en las regiones más pobres del Perú.

Entérese como declarar y pagar este tipo de renta en _____.

Para consultas generales, comuníquese con nuestra Central de Consultas, llamando desde sus teléfonos fijos al XXXX-XX-XXX o desde sus teléfonos móviles al (XX) XXX-XXXX, digitando la opción 3, de lunes a viernes, de 8.30 a.m. a 6:00 p.m. y sábados de 9:00 a.m. a 1:00 p.m. Asimismo, puede dirigirse a cualquiera de nuestros Centros de Servicios al Contribuyente.

Si Ud. percibe ingresos por alquileres y ya cumplió con el pago de su impuesto, ¡felicitaciones!

Atentamente,

¹Los alquileres son Rentas de Primera Categoría que incluyen el arrendamiento o subarrendamiento de predios (casa, departamento, habitaciones, cocheras, entre otros); la cesión de muebles (autos, máquinas, etc.); las mejoras introducidas al predio por el inquilino y la cesión gratuita o a precio no determinado de predios (terrenos o edificaciones)

Figure A.2: Intervention Timeline

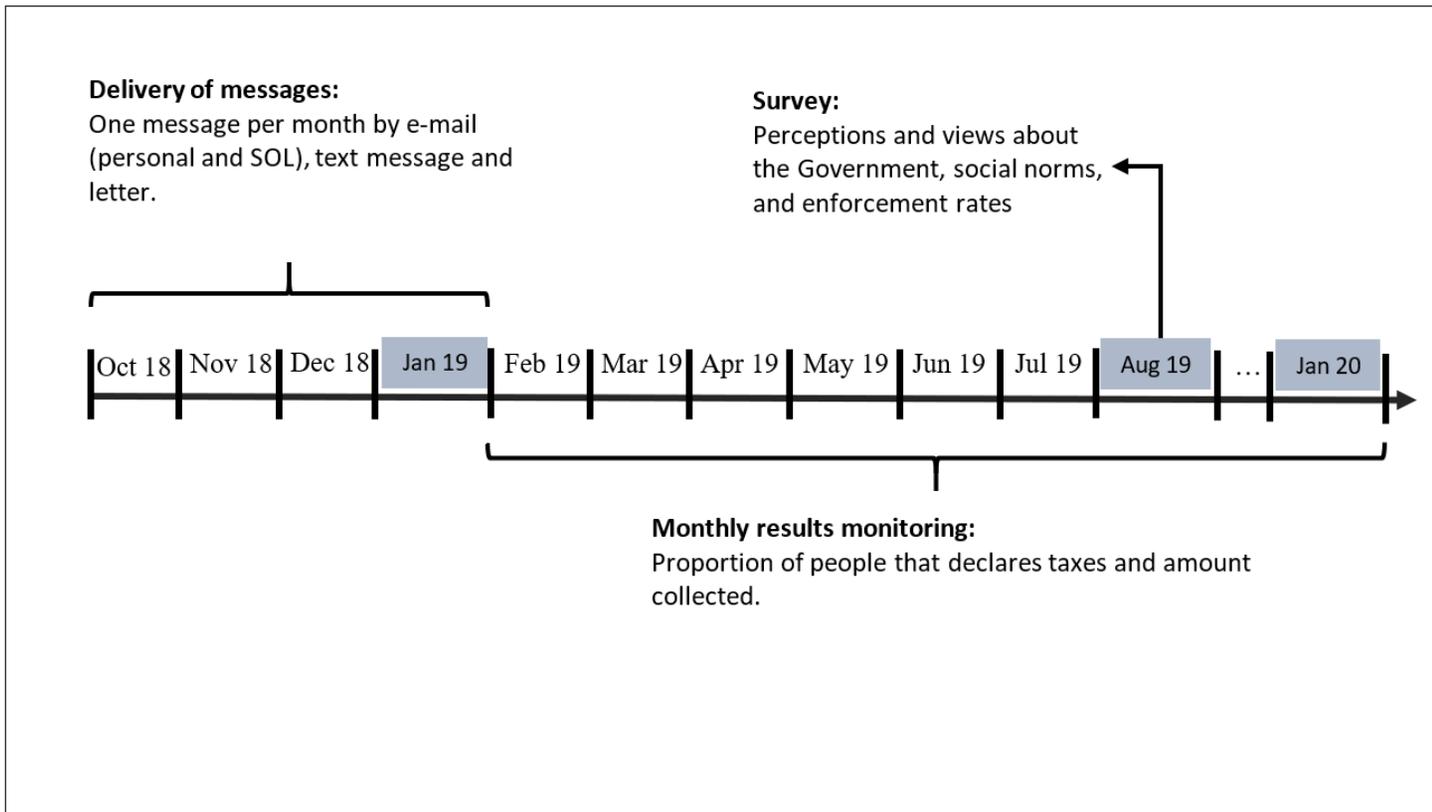
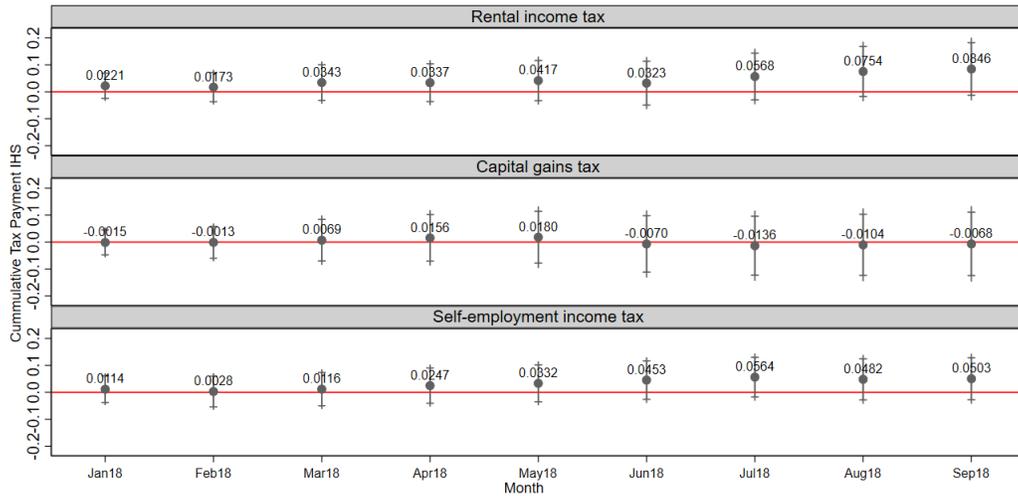
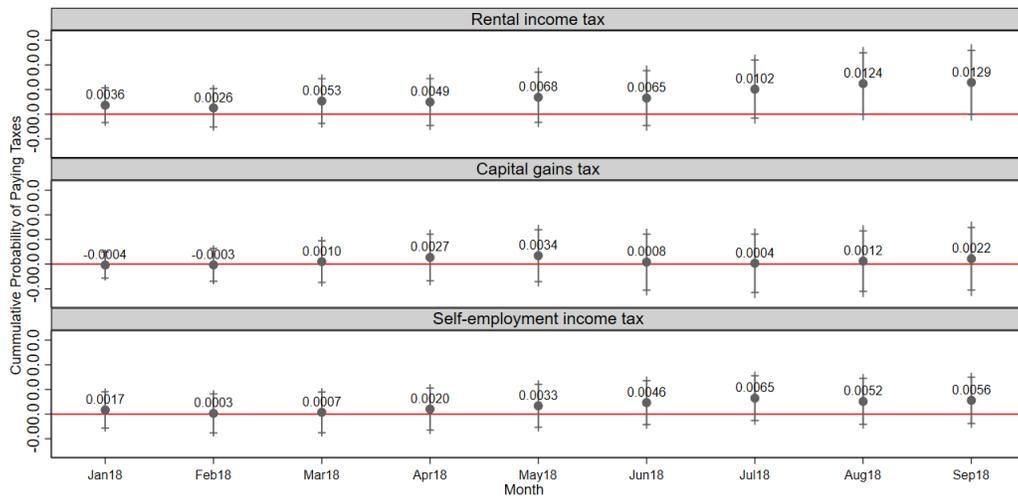


Figure A.3: Traditional message: Pre-trends in tax behavior

Panel A: IHS transformation of amount paid between Jan 18 and month X



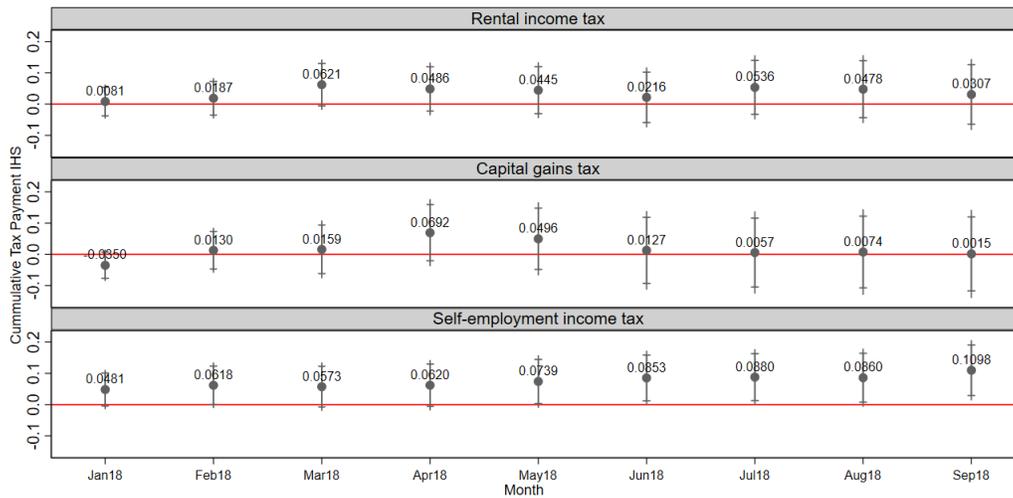
Panel B: Likelihood of paying taxes between Jan 18 and month X



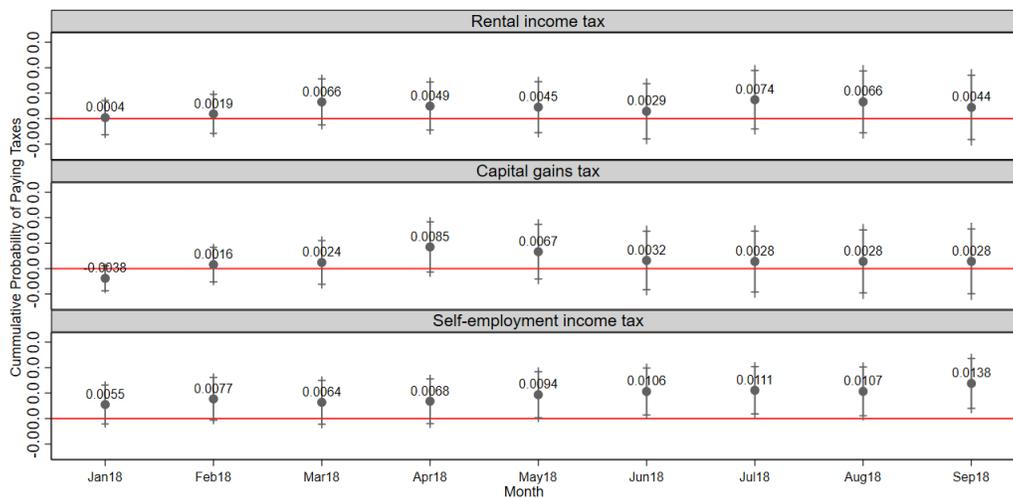
Notes: 90% and 95% confidence intervals. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates which is comprised by: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for rental income tax payments during the period 2013 to 2017, and district fixed effects.

Figure A.4: Social norms message: Pre-trends in tax behavior

Panel A: IHS transformation of amount paid between Jan 18 and month X



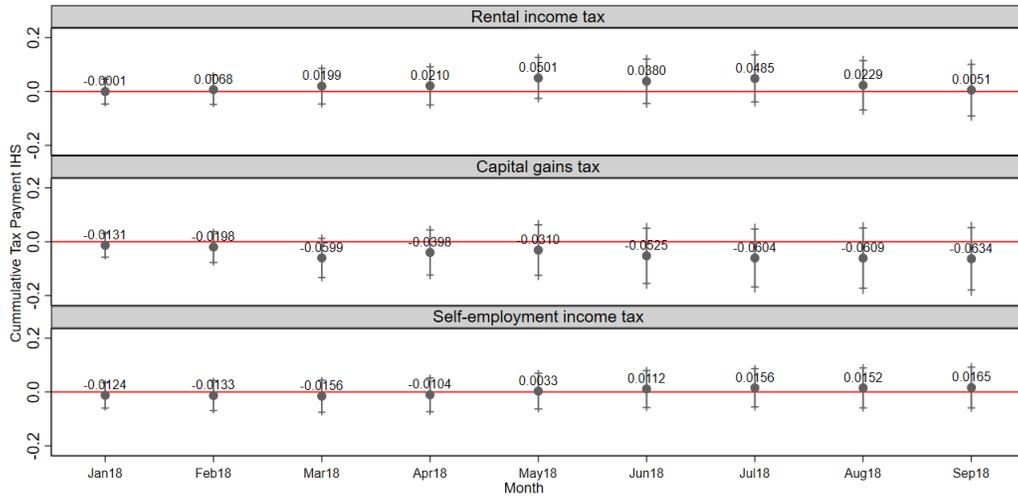
Panel B: Likelihood of paying taxes between Jan 18 and month X



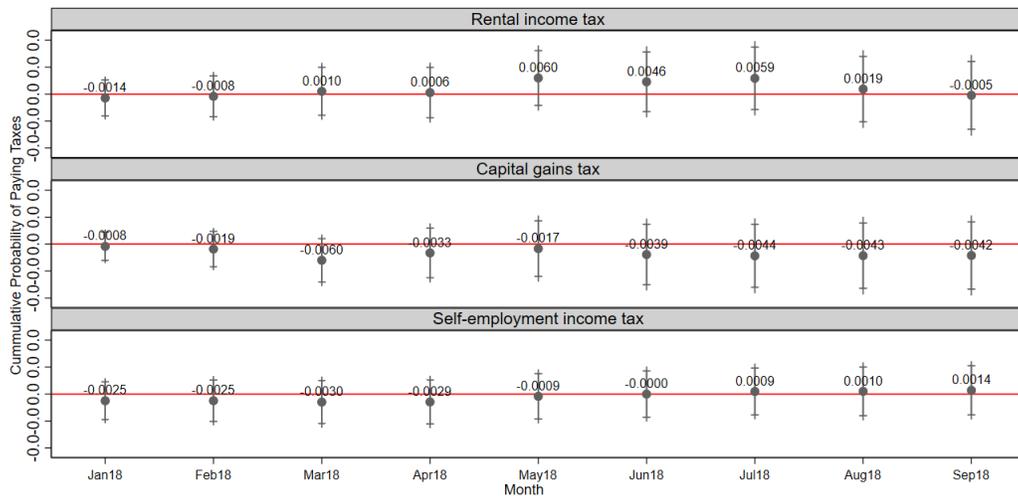
Notes: 90% and 95% confidence intervals. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates which is comprised by: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for rental income tax payments during the period 2013 to 2017, and district fixed effects.

Figure A.5: Altruism message: Pre-trends in tax behavior

Panel A: IHS transformation of amount paid between Jan 18 and month X



Panel B: Likelihood of paying taxes between Jan 18 and month X



Notes: 90% and 95% confidence intervals. We report the marginal effects implied by a probit model for the results on the likelihood of paying taxes. We transform the amount paid using the Inverse Hyperbolic Sine function. For more information, see Friedline, et al. (2015). All regressions include a set of covariates which is comprised by: age in years, a dummy for sex, the number of properties and their value, dummies for income bins, a dummy for rental income tax payments during the period 2013 to 2017, and district fixed effects.

B Survey Appendix

We carried out our experiment on a sample of property owners which were potential rental income tax evaders according to the tax authority and that lived in some of the most affluent districts of Peru. To further understand how particular this sample is, we collected survey data on several characteristics and taxpayers' beliefs. In this section, we present our survey data. We also report how different or similar our sample of taxpayers is. This exercise sheds light on how generalizable are our results. Throughout the paper we also use this survey to further characterize our sample and provide a better understanding of some of the underlying mechanisms behind our results.

B.1 Survey data

In August of 2019, we conducted a survey to a random sub-sample of 867 taxpayers that were included in the control group and each of the treatment arms of the study. We successfully surveyed 211, 197, 218 and 241 individuals of the control group, the 'traditional' treatment arm, the 'social norms' treatment arm, and the 'altruism' treatment arm, respectively. The survey consisted of several questions regarding the individuals' perceived risk of being caught cheating, their belief about the overall level of compliance, their preferences for equality, their perceived quality of the public services supplied by different governmental instances and several other characteristics. Even though we would be interested in testing if treatment letters caused an impact on some beliefs, we do not have enough power to detect any changes given the small sample of the survey.

Whenever possible, we compare these descriptive statistics with the ones provided by the World Values Survey (WVS) to have a better sense of the external validity of our results. The WVS is an international standardized survey with presence in more than 60 countries investigating human beliefs, motivations, and values. It is representative at the national level and contains information similar and comparable to our survey, as the design of our questionnaire was partially based on the WVS questionnaire. We use the 2018 data for Peru. Even though we would like to compare our sample of taxpayers against the population of taxpayers, data on characteristics and beliefs for the population of taxpayers is not available,

and this is the best we can do.

B.2 Results

Descriptive statistics are presented in Table B.1.²⁶ Since sometimes scales of measurement change from one survey to the other, in parenthesis we report a normalized scale that goes from 1% to 100%. The first block of variables show how taxpayers in our sample compare to the overall Peruvian population in terms of trust. In general terms they both seem to be alike, however taxpayers in our sample tend to be more give more trust toward people they first meet and people from other nationalities. The second block compare individuals in terms of corruption perceptions. These statistics show that taxpayers in our sample perceive less corruption in their local authorities than the overall population. This may be consistent with the fact the individuals in our sample live in the richest districts which in average may have better local institutions. In fact, perceptions about corruption in broader levels of government are similar across the two samples. The third block of variables refer to participation in groups and association. Usually these variables are used to measure social capital *à la* Putnam as they measure the embeddedness of connections among individuals. Table B.1 shows that participation in groups and associations is more widespread in the overall population, especially in religious organizations. Finally, the last block is referred to variables such as the justifiability of evading taxes, political inclination, and preferences on inequality. Taxpayers in our sample justify the possibility of cheating on taxes in a larger proportion than the overall population, which may suggest that in fact their likelihood of cheating is larger. Finally, politically, taxpayers in our sample seem to be leaning to the right.

All in all, these results show that in some dimensions individuals from our sample may be similar to the overall population, but in some others they may not. If policymakers are interested in replicating this experiment and extrapolate our results to other contexts, it would be helpful to first take into account how different their sample of taxpayers is with

²⁶Since in this section we want to characterize our sample in absence of any treatment, we focus on the control group to prevent any contamination from the treatment letters as they could in principle have had an impact on some of the variables collected in the survey. Nonetheless, results are very similar if we focus on the overall sample.

respect to that of our experiment. The information provided in this section can be used to shed light on this.

Table B.1: Comparison between control group and the overall Peruvian population

Experiment Survey	Average	WVS Data	Average
The majority of persons can never be trusted (% yes)	5.7%	Most people can be trusted (% no)	5.3%
How much do you trust your family (scale: 1 to 5)	4.6 (92%)	How much do you trust your family (scale: 1 to 4)	3.6 (90%)
How much do you trust your neighborhood (scale: 1 to 5)	3.0 (60%)	How much do you trust your neighborhood (scale: 1 to 4)	2.1 (53%)
How much do you trust someone you first meet (scale: 1 to 5)	2.3 (46%)	How much do you trust someone you first meet (scale: 1 to 4)	1.5 (37%)
How much do you trust someone of another nationality (scale: 1 to 5)	2.9 (58%)	How much do you trust someone of another nationality (scale: 1 to 4)	1.6 (40%)
Local authorities level of corruption (scale: 1 to 5)	2.9 (58%)	Local authorities involved in corruption (None: 1; All: 4)	3.2 (80%)
Central Government level of corruption (scale: 1 to 5)	3.7 (74%)	State authorities involved in corruption (None: 1; All: 4)	3.3 (83%)
Belongs to a group or association (% yes)	26%	Belongs to a group or association (% yes)	59%
Belongs to religious organization	20%	Belongs to religious organization	72%
Belongs to political party	3.4%	Belongs to political party	8.2%
Belongs to producers or merchants union	5.6%	Belongs to labor union	6.8%
Justifiability of evading taxes (scale: 1 to 5)	1.4 (28%)	Justifiability of cheating on taxes (scale: 1 to 10)	1.9 (19%)
Political inclination (Left: 1; Right: 5)	3.5 (70%)	Political inclination (Left: 1; Right: 10)	6.1 (61%)
The more free the economy, the more free the people (scale: 1 to 5)	3.6 (72%)	Which is more important, freedom or equality (% freedom)	41%
Income should be more equal (scale: 1 to 5)	3.2 (66%)	Income equality vs income differences (1: equal, 10: unequal)	6.0 (60%)