Online Supplemental Appendices

Gender, Sexual Orientation, and Behavioral Norms in the Labor Market

Marina Mileo Gorsuch

Appendix A. Employment Differences Based on Sexual Orientation

Table A.1 and Table A.2 show that men in same-sex couples have lower estimated incomes than do similar men in different-sex couples, whereas the reverse holds true for women. Similarly, Table A.3 shows that men in same-sex couples have lower estimated labor force participation than do men in different-sex couples, whereas women in same-sex couples have higher estimated labor force participation then do similar women in different-sex couples.

	(1)	(2)	(3)	(4)
	M	len	N N	Vomen
	Natural log of inco	me from wages and	Natural log of income from wages a	
	sal	ary	S	salary
Same-sex couple	-0.0614***	-0.0517***	0.0357***	0.0328***
_	(0.0105)	(0.0115)	(0.00926)	(0.0109)
Observations	209,353	86,068	177,703	83,052
R-squared	0.309	0.274	0.332	0.306
-		Men in couples	Women in	Women in couples
Sample	Men in couples	without kids	couples	without kids

Table A.1. Result of Regressing the Natural log of Income on an Indicator for Being in a Same-Sex Couple

Source: Integrated Public Use Microdata Series (IPUMS) 2016 American Community Survey (ACS).

Notes: Standard errors in parentheses. Control variables include education, age, age squared, hours worked, state by metro size fixed effects, usual hours worked, usual hours worked squared, usual hours worked cubed, and number of children fixed effects (for columns (1) and (3)). Included observations are for full time, year-round workers, ages 25 to 65, with non-zero income, who are the householder, spouse or partner and whose value for relationship to householder and sex has not been edited.

	(1)	(2)	(3)	(4)
	М	len	V	Vomen
	Income from w	Income from wages and salary		wages and salary
Same-sex couple	-3,529***	-2,356**	2,048***	1,893***
-	(1,029)	(1,104)	(653.2)	(733.5)
Observations	219,756	90,829	182,622	85,517
R-squared	0.205	0.179	0.217	0.201
-		Men in couples	Women in	Women in couples
Sample	Men in couples	without kids	couples	without kids

Table A.2. Result of Regressing Income on an Indicator for Being in a Same-Sex Couple

Source: Integrated Public Use Microdata Series (IPUMS) 2016 American Community Survey (ACS).

Notes: Standard errors in parentheses. Control variables include education, age, age squared, hours worked, state by metro size fixed effects, usual hours worked, usual hours worked squared, usual hours worked cubed, and number of children fixed effects (for columns (1) and (3)). Included observations are for full time, year-round workers, ages 25 to 65, who are the householder, spouse or partner and whose value for relationship to householder and sex has not been edited.

$$p < 0.01$$
; ** $p < 0.05$; * $p < 0.1$.

Table A.3. Result of Regressing Indicator for Being in the Labor Force on an Indicator for Being in a Same-Sex Couple

	(1)	(2)	(3)	(4)
	M	len	И	Vomen
	In the la	bor force	In the	labor force
Same-sex couple	-0.0516^{***} (0.00353)	-0.0539*** (0.00447)	0.0692*** (0.00495)	0.0442*** (0.00584)
Observations	513,622	215,441	541,452	237,667
R-squared	0.148	0.154	0.110	0.158
-		Men in couples	Women in	Women in couples
Sample	Men in couples	without kids	couples	without kids

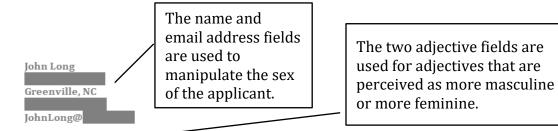
Source: Integrated Public Use Microdata Series (IPUMS) 2016 American Community Survey (ACS).

Notes: Standard errors in parentheses. Control variables include education, age, age squared, state by metro fixed effects. Columns (1) and (3) include number of children fixed effects. Included observations are the householder, spouse or partner, ages 25 to 65, and whose value for relationship to householder and sex has not been edited.

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Appendix B. Example Résumé and Evaluation Questions from Laboratory Experiment

Figure B.1. Example of a Compilation Résumé used in MTurk Study



Objective: Confident and enterprising recent college graduate pursuing a career as a biologist

Experience

Research Technician - Miller Lab, UNC School of Medicine, Chapel Hill, NC May 2012 to September 2012

Conducting research under a post doctorate fellow on Klebsiella Pneumoniae

Customer Specialist - Best Buy, Raleigh, NC April 2011- April 2012

- · Provided excellent customer service to people of all backgrounds
- Managed transactions accurately and ethically
- Met sales goals in a fast -paced environment

Hollister & Aeropostale Sales Associates/Customer Service 2006 – 2010 (College breaks)

- Demonstrated a high level of selling and customer service skills
- Achieved sales goals and used company tools to develop strong selling skills and reinforce the brand vision

Related Activities

LGBTQ Alliance, Initiatives Chair, East Carolina University - Greenville, NC April 2012 to December 2012

- Planned and organized events that promoted diversity and raised awareness on various topics
- · Filed proper paperwork to hold events; pre approvals and post event evaluations
- Managed a committee of 10 12 members
- Attended weekly executive board meetings
- Collaborated with other groups and organizations on campus
- Developed leadership, time management, team player, and event planning skills

Education

B.S. in Biology, 2012 East Carolina University - Greenville, NC

The "Related Activities" field is used to signal an LGBT affiliation. If this were a non-LGBT resume, the student group name would be a similar non-LGBT group.

Notes: The entries in the résumé are compiled from randomly selected publicly listed résumés. Three fields are used for the experimental manipulation (sex, masculine language, and LGBT affiliation); these fields are noted and described.

Figure B.2. The Screen the Participant Saw When Evaluating the Résumé's Extracurricular Activity

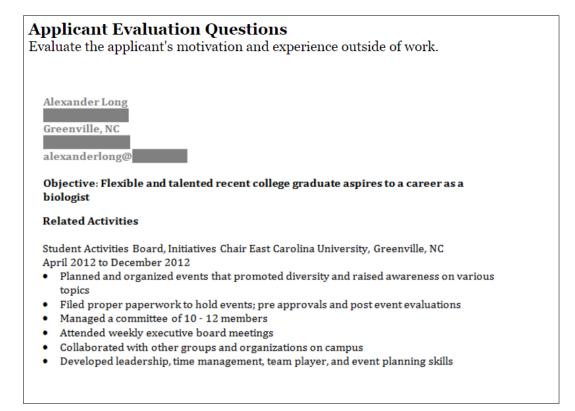
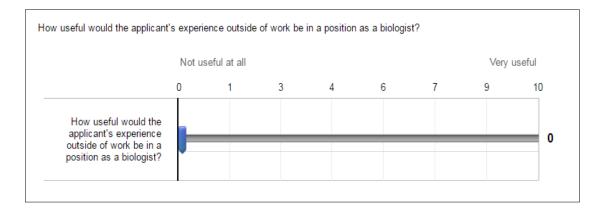


Figure B.3. The Slider the Participant Used to Evaluate a Résumé's Extracurricular Activity



Appendix C. Other Examples of Résumés

	Alexandra Cox Alexandra.A.Cox@
Chape	el Hill, NC
Objective	e: Aggressive self-starter and college graduate pursuing a career as a biologist
EXPERIE	NCE
	cs Coordinator -Strategic Pharma Solutions LLC, Raleigh, NC ber 2012 to present
	Coordinates speaker programs that promotes clients medical device Maintains budget
:	Stays current on advancements in allergy, asthma, and immunology Works as part of a team to meet client needs
	Communicates effectively with team Actively works on other projects with outside vendors
•	Keeps speaker files and database updated
•	Demonstrates team player, attention to detail, organization and interpersonal skills
	associate- Lynnwood Grill, Raleigh, NC er 2012 to December 2012
	Greeted customers and identified what each customer wanted or needed
	Ticketed, arranged and displayed merchandise to promote sales Handled cash and credit transactions accurately
•	Opened and closed cash registers
	Data Management – We Love Colors Inc, Miami, FL 011 to August 2011
	Optimized company website for search engine placement
	Gained a strong proficiency using Microsoft Excel, Access and other database software Worked with HTML, Java/Javascript, and ASPX
RELATED	DACTIVITIES
UNC M	arching Tar Heels
August	: 2009 to 2012
•	A member of the tenor saxophone section in UNC's marching band
EDUCATI	ION
	Biology, 2012
Univer	sity of North Carolina at Chapel Hill - Chapel Hill, NC

JULIA LONG

Raleigh, NC Julia_Long@

Objective: I am a sympathetic and supportive college graduate pursuing a career as a biologist.

Experience

Program Assistant - North Carolina Cooperative Extension, North Carolina Agricultural and Technical State University, Greensboro, NC Jan 2012 to present

- Designed, built, and maintained database for the Mushroom Biology and Fungal Biotechnology Laboratory
- Created data-capture forms for gathering field data from mushroom farmers. Authored and co-authored five federal grants
- Coordinated outreach to mushroom farmers in North Carolina through meetings, workshops, and education materials
- Handled incoming emails and phone call as well as visiting clients to resolve inquiries
- Acted as liaison between the Cooperative Extension and Mushroom Biology Laboratory

Recruiting Intern – Kenexa, Cary, NC May 2011 to January 2012

- Managed and maintain candidate database using computer proficiency
- Assisted a diverse team to interview 4-5 candidates a week
- · Wrote reports about candidates' qualifications and made hiring recommendations
- Participated on conference calls

Volunteer Experience

Volunteer - Spectrum (LGBT campus group) March 2010 to May 2010

- Gathered signatures for several petitions
- Participated in numerous fund-raising events

Educational Background

Bachelor of Science in Biology and Psychology University of North Carolina - Chapel Hill, NC December 2013

Appendix D. Feminine Adjectives on Publicly Listed Résumés

To examine how often job seekers use the feminine adjectives on their résumés, I examined all résumés with a degree in biology listed on Indeed.com from Durham, North Carolina, during May 2018. Of the 6,923 résumés with at least one year of work experience, 5.4% used one or more of the words from the feminine manipulation (nurturing, caring, sympathetic, kind, supportive, encouraging, helpful, or cooperative).

As shown in Figure D.1, the percentage of résumés with one or more feminine words is consistent across all experience-level groups, indicating that the use of feminine adjectives is neither uncommon nor naïve in this labor market.

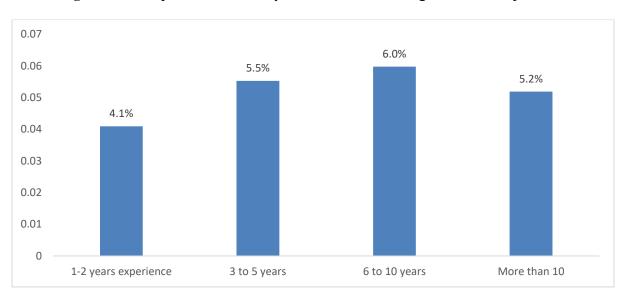


Figure D.1. Proportion of Publicly Listed Résumés using Feminine Adjective

Notes: Proportion of publicly listed résumés from Durham, NC, with a degree in biology that use one or more of the words from the feminine manipulation (nurturing, caring, sympathetic, kind, supportive, encouraging, helpful, or cooperative). N = 6,923.

Some résumés listed more than one of the feminine adjectives from the experiment. For example, a résumé included a bullet list of skills that contained both "**Cooperative** working with others" and "Respectful and **kind**." In Figure D.1, résumés with multiple feminine adjective are counted only once.

Appendix E. Regression Results "Successful," "Recommend," and "Willing to work with"

	(1)	(2)	(3)	(4)	(5)	(6)
		Successful			Successful	
	М	ale participa	nts	Fei	male participa	ants
LGBT activity on résumé	-2.825***	-2.915***	-2.940**	-1.256**	-0.802	-1.122
	(0.602)	(0.806)	(1.154)	(0.613)	(0.790)	(1.022)
Female résumé	1.935***	1.846**	4.020***	0.704	1.159	1.708
	(0.629)	(0.808)	(1.136)	(0.582)	(0.788)	(1.071)
LGBT and Female		0.179	-1.424		-0.910	-0.913
		(1.020)	(1.402)		(1.008)	(1.426)
Masculine adjective on résumé			1.370			0.614
-			(1.152)			(1.113)
LGBT and Masculine adjective			0.0458			0.640
·			(1.564)			(1.446)
Masculine adjective and Female			. ,			. ,
résumé			-4.351***			-1.098
			(1.566)			(1.426)
LGBT and Female résumé and						`
Masculine adjective			3.212			0.00813
5			(2.150)			(2.002)
			~ /			
Constant	61.30***	61.34***	60.62***	63.43***	63.20***	62.88***
	(0.944)	(0.969)	(1.141)	(1.010)	(1.053)	(1.169)
Observations	2 2 2 9	2 2 2 9	2 2 2 9	2 600	2 699	2 600
	3,328	3,328	3,328	3,688	3,688	3,688
<i>R</i> -squared	0.540	0.540	0.542	0.541	0.541	0.542

Table E.1. Results of an OLS Regression of "Successful"

Notes: Robust standard errors in parentheses. OLS, ordinary least squares.

	(1)	(2)	(3)	(4)	(5)	(6)
		Recommend			Recommend	
	М	ale participa	nts	Female participants		
LGBT activity on résumé	-3.218***	-3.469***	-3.962***	-1.436**	-1.333	-0.942
	(0.753)	(0.952)	(1.334)	(0.678)	(0.923)	(1.258)
Female résumé	1.925***	1.675*	3.491***	1.097	1.200	1.715
	(0.688)	(0.913)	(1.282)	(0.676)	(0.926)	(1.252)
LGBT and Female		0.501	-0.617		-0.206	-1.292
		(1.172)	(1.672)		(1.221)	(1.767)
Masculine adjective on résumé			0.153			-0.260
-			(1.302)			(1.259)
LGBT and Masculine adjective			0.984			-0.783
			(1.749)			(1.847)
Masculine adjective and Female			. ,			
résumé			-3.636**			-1.030
			(1.849)			(1.749)
LGBT and Female résumé and						
Masculine adjective			2.241			2.173
			(2.435)			(2.535)

54.39***

(1.292)

3,328

0.531

54.70***

(1.110)

3,688

0.560

54.65***

(1.153)

3,688

0.560

54.49***

(1.128)

3,328

0.530

54.37***

(1.092)

3,328

0.530

Table E.2. Results of an OLS Regression of "Recommend"

Notes: Robust standard errors in parentheses.

*** p < 0.01; ** p < 0.05; * p < 0.1.

Constant

Observations

R-squared

54.80***

(1.334)

3,688

0.561

	(1)	(2)	(3)	(4)	(5)	(6)
	Wil	ling to work v	with	Wil	ling to work v	vith
	М	ale participa	nts	Fer	nale participa	ints
LGBT activity on résumé	-4.031***	-4.201***	-4.347***	-1.942***	-0.613	-0.809
	(0.730)	(0.916)	(1.203)	(0.635)	(0.826)	(1.051)
Female résumé	2.890***	2.720***	3.885***	1.877***	3.206***	3.008***
	(0.607)	(0.776)	(1.054)	(0.620)	(0.812)	(0.994)
LGBT and Female		0.341	-0.383		-2.658***	-2.445*
		(1.033)	(1.402)		(1.008)	(1.470)
Masculine adjective on résumé			-2.526 **			-6.259***
			(1.176)			(1.170)
LGBT and Masculine adjective			0.297			0.398
			(1.578)			(1.579)
Masculine adjective and Female						
résumé			-2.333			0.396
			(1.598)			(1.477)
LGBT and Female résumé and						
Masculine adjective			1.451			-0.426
			(2.139)			(2.230)
Constant	61.34***	61.42***	62.69***	62.80***	62.12***	65.25***
	(0.954)	(0.954)	(1.125)	(0.944)	(0.964)	(1.103)
Observations	3,328	3,328	3,328	3,688	3,688	3,688
R-squared	0.501	0.501	0.507	0.502	0.503	0.521

Table E.3. Results of an OLS Regression of "Willing to work with"

Notes: Robust standard errors in parentheses. OLS, ordinary least squares.

Appendix F: Results of FMM Model for "Successful," "Recommend," and "Willing to work with"

	Succe	essful	Successful Female participants		
	Male par	rticipants			
	Class 1	Class 2	Class 1	Class 2	
LGBT résumés	-1.646**	-2.804**	-0.354	-1.394	
	(0.727)	(1.257)	(0.672)	(1.070)	
Female résumé	0.526	2.593**	1.227*	1.167	
	(0.699)	(1.245)	(0.688)	(1.071)	
LGBT female résumé	1.369	-0.414	-1.131	-1.240	
	(0.989)	(1.759)	(0.895)	(1.505)	
Observations	3,328	3,328	3,688	3,688	
Estimated proportion	.40	.60	.30	.70	

Table F.1. Results of FMM Model Regression of the "Successful" Measure

Notes: Standard errors in parentheses. FMM, finite mixture model.

*** p < 0.01; ** p < 0.05; * p < 0.1.

<i>Table F.2.</i> Results	of FMM Mode	Regression (of the "F	Recommend"	Measure
		0			

	Recom	mend	Recor	nmend	
	Male part	ticipants	Female participants		
	Class 1	Class 2	Class 1	Class 2	
LGBT résumés	-2.864***	-2.417	-1.211	-2.014	
	(1.080)	(1.480)	(1.196)	(1.274)	
Female résumé	1.395	1.644	1.443	1.138	
	(1.077)	(1.477)	(1.202)	(1.276)	
LGBT female résumé	1.162	0.335	-1.247	-0.370	
	(1.493)	(2.082)	(1.557)	(1.789)	
Observations	3,328	3,328	3,688	3,688	
Estimated proportion	.37	.63	.25	.75	

Notes: Standard errors in parentheses. All variables are demeaned by participants. Outcome variables can take on values from 0 to 100. FMM, finite mixture model.

	Willing to	work with	Willing to work with	
	Male par	Male participants		irticipants
	Class 1	Class 2	Class 1	Class 2
LGBT résumés	-1.175**	-5.309***	0.455	-1.051
	(0.564)	(1.165)	(0.517)	(0.967)
Female résumé	0.789	3.623***	2.033***	3.570***
	(0.543)	(1.159)	(0.515)	(0.968)
LGBT female résumé	0.750	0.356	-1.591**	-3.240**
	(0.780)	(1.638)	(0.715)	(1.368)
Observations	3,328	3,328	3,688	3,688
Estimated proportion	.35	.65	.22	.78

Table F.3. Results of FMM Model Regression of the "Willing to work with" Measure

Notes: Standard errors in parentheses. All variables are demeaned by participant. Outcome variables can take on values from 0 to 100. FMM, finite mixture model.

*** p < 0.01; ** p < 0.05; * p < 0.1.

Table F.4. Results of FMM Model Regression of "Recommend" Measure

	Recom	mend	Recom	mend
	Male par	ticipants	Female participants	
	Class 1	Class 2	Class 1	Class 2
LGBT activity on résumé	-4.710***	-1.372	-1.405	-1.775
-	(1.488)	(2.049)	(1.690)	(1.794)
Female résumé	0.0941	5.364***	0.613	2.025
	(1.513)	(2.035)	(1.670)	(1.798)
LGBT and Female	2.242	-2.710	0.146	-2.174
	(2.054)	(2.871)	(2.178)	(2.525)
Masculine adjective on résumé	-4.030***	2.645	-1.147	0.0495
-	(1.555)	(2.056)	(1.544)	(1.782)
LGBT and Masculine adjective	4.246*	-2.417	0.519	-0.512
	(2.212)	(2.909)	(2.289)	(2.530)
Female and Masculine adjective	2.102	-7.173**	1.834	-1.828
	(2.080)	(2.895)	(2.159)	(2.523)
LGBT résumé and Female and				
Masculine adjectives	-2.187	6.139	-3.017	3.674
-	(2.946)	(4.074)	-1.405	-1.775
Observations	3,328	3,328	3,688	3,688
Estimated proportion	.36	.64	.25	.75

Notes: Standard errors in parentheses. FMM, finite mixture model.

	Succ	essful	Successful		
	Male participants		Female participants		
	Class 1	Class 2	Class 1	Class 2	
LGBT activity on résumé	-1.694	-2.232	-0.923	-1.833	
	(1.038)	(1.759)	(0.942)	(1.503)	
Female résumé	0.613	6.251***	-0.114	2.484	
	(0.966)	(1.738)	(0.975)	(1.513)	
LGBT and Female	0.0294	-2.723	-0.645	-1.448	
	(1.394)	(2.458)	(1.257)	(2.118)	
Masculine adjective on résumé	-0.906	3.014*	-1.646*	1.553	
	(0.996)	(1.738)	(0.939)	(1.502)	
LGBT and Masculine adjective	0.00620	-1.062	0.750	1.054	
	(1.415)	(2.469)	(1.288)	(2.121)	
Female and Masculine adjective	-0.263	-7.299***	2.505*	-2.558	
	(1.331)	(2.457)	(1.323)	(2.133)	
LGBT résumé and Female and					
Masculine adjectives	2.794	4.578	-0.563	0.243	
-	(1.942)	(3.479)	(1.809)	(2.999)	
Observations	3,328	3,328	3,688	3,688	
Estimated proportion	.40	.60	.30	.70	

Table F.5. Results of FMM Model Regression of "Successful" Measure

Notes: Standard errors in parentheses. FMM, finite mixture model.

	Willing to	work with	Willing to work with		
	Male participants		Female participants		
	Class 1	Class 2	Class 1	Class 2	
LGBT activity on résumé	-1.844 **	-4.828***	0.276	-1.382	
	(0.822)	(1.629)	(0.709)	(1.345)	
Female résumé	0.413	5.657***	1.605**	3.452**	
	(0.776)	(1.624)	(0.732)	(1.345)	
LGBT and Female	0.991	-1.246	-1.069	-3.120	
	(1.121)	(2.295)	(0.999)	(1.902)	
Masculine adjective on résumé	-2.10***	-2.695*	-1.715**	-7.517***	
	(0.799)	(1.624)	(0.741)	(1.350)	
LGBT and Masculine adjective	1.360	-0.942	0.192	0.701	
	(1.158)	(2.300)	(0.999)	(1.902)	
Female and Masculine adjective	0.694	-4.059*	0.757	0.272	
-	(1.118)	(2.296)	(1.061)	(1.904)	
LGBT résumé and Female and					
Masculine adjectives	-0.389	3.158	-0.831	-0.309	
-	(1.577)	(3.244)	(1.432)	(2.690)	
Observations	3,328	3,328	3,688	3,688	
Estimated proportion	.35	.65	.22	.78	

Table F.6. Results of FMM Model Regression of "Willing to work with" Measure

Notes: Standard errors in parentheses. FMM, finite mixture model.

	Willing to work with Male participants		
	Class 1	Class 2	
Female résumé	0.797	5.466***	
	(0.734)	(1.657)	
Masculine adjective on résumé	-1.088	-3.249**	
	(0.773)	(1.656)	
Female résumé and a masculine adjective	-0.524	-3.412	
	(1.078)	(2.344)	
Observations	1,664	1,664	

Table F.7. Results of FMM Model Regression of "Willing to work with" Measure (non-LGBT resumes)

Notes: Standard errors in parentheses. FMM, finite mixture model.

*** p < 0.01; ** p < 0.05; * p < 0.1.

Table F.8. Results of FMM Model Reg	ession of "Recommend	"Measure (non-LGBT resumes)
U		

	Recommend Male participants		
	Class 1	Class 2	
Female résumé	0.398	4.691**	
	(1.672)	(1.900)	
Masculine adjective on résumé	-1.807	1.071	
2	(1.658)	(1.909)	
Female résumé and a masculine adjective	1.237	-5.859**	
	(2.197)	(2.690)	
Observations	1,664	1,664	

Notes: Standard errors in parentheses. FMM, finite mixture model. *** p < 0.01; ** p < 0.05; * p < 0.1.

	Successful			
_	Male participants			
_	Class 1	Class 2		
Female résumé	-0.354	-1.394		
	(0.672)	(1.070)		
Masculine adjective on résumé	1.227*	1.167		
-	(0.688)	(1.071)		
Female résumé and a masculine adjective	-1.131	-1.240		
	(0.895)	(1.505)		
Observations	1,664	1,664		

Table F.9: Results of FMM Model Regression of "Successful" Measure (non-LGBT resumes)

Notes: Standard errors in parentheses. FMM, finite mixture model.

Appendix G: Balance of Laboratory Experiment

	Résumé number					
Manipulation	1	2	3	4	5	
Female, no LGBT activity, and feminine adjective	1.3	1.22	1.27	1.24	1.21	
Female, no LGBT activity, and masculine adjective	1.25	1.25	1.3	1.22	1.27	
Male, no LGBT activity, and feminine adjective	1.22	1.27	1.24	1.21	1.21	
Male, no LGBT activity, and masculine adjective	1.25	1.3	1.22	1.27	1.24	
Male, LGBT activity, and feminine adjective	1.21	1.28	1.27	1.25	1.25	
Male, LGBT activity, and masculine adjective	1.24	1.21	1.21	1.28	1.27	
Female, LGBT activity, and feminine adjective	1.21	1.21	1.28	1.27	1.25	
Female, LGBT activity, and masculine adjective	1.27	1.24	1.21	1.21	1.28	
Total	9.95	9.98	9.99	9.95	9.98	
	6	7	8	9	10	Total
Female, no LGBT activity, and feminine adjective	1.21	1.28	1.27	1.25	1.25	12.5
Female, no LGBT activity, and masculine adjective	1.24	1.21	1.21	1.28	1.27	12.5
Male, no LGBT activity, and feminine adjective	1.28	1.27	1.25	1.25	1.3	12.5
Male, no LGBT activity, and masculine adjective	1.21	1.21	1.28	1.27	1.25	12.5
Male, LGBT activity, and feminine adjective	1.3	1.22	1.27	1.24	1.21	12.5
Male, LGBT activity, and masculine adjective	1.25	1.25	1.3	1.22	1.27	12.5
Female, LGBT activity, and feminine adjective	1.25	1.3	1.22	1.27	1.24	12.5
Female, LGBT activity, and masculine adjective	1.27	1.25	1.25	1.3	1.22	12.5
Total	10.01	9.99	10.05	10.08	10.01	100
Pearson $chi2(63) = 3.3240$; $Pr = 1.000$						

The following table shows the distribution of résumés (identical work history, education, font, and style) by the experimental manipulations. The value in each cell shows the cell proportion.