\*\* Readme file for data analysis for “*The Value of Reference Letters: Experimental Evidence from South Africa*"

\*\*The zipped file "Data.zip" contains one do-file ("ReferenceLetter\_AEJ.do"), a data folder ("dta") and this Readme file.

The “Data” folder contains the following seven .dta files used in the analysis:

* ***descriptive\_lettercontent***: Details of the reference letter content.
* ***descriptive\_takeup***: Information on how the probability of obtaining a letter is correlated with baseline characteristics.
* ***experiment1\_callback***: Data from experiment 1, measuring employer response rates.
* ***experiment2\_baseline***: Baseline data from experiment 2.
* ***experiment2\_employment***: Data from experiment 2, measuring job search behavior and employment outcomes after 3 months.
* ***experiment2\_application***: Data from experiment 2, describing actual applications received in response to being notified about a vacancy.
* ***experiment3\_takeup***: Data from experiment 3, measuring the effect of information and monetary treatments on the likelihood of obtaining a letter.

The *ReferenceLetter\_AEJ .do* file creates all of the tables and figures used in the text and appendix.

To replicate the results in the paper, change the directory to the replication folder on your computer and run the do-file. The analysis file creates tables in the order they appear in the paper.

**Notes**:

* The data and code are compatible with Stata versions 13 and up.
* Two STATA commands have to be downloaded before running the do-file Tables: "outreg" and “cvlasso”