Supplementary Information to

"Big Five Personality Traits, Income and Economic Ideology"

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A – Sample Description Study 1: Denmark

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Table A.1 Descriptive Statistics

Variable	M	SD	%	N	Min.	Max.	#Items	Alpha
Economic Ideology	0.46	0.30		3390	0	1	2	0.78
Social Ideology	0.54	0.19		3600	0	1	7	0.73
Openness	0.52	0.15		3612	0	1	12	0.73
Conscientiousness	0.59	0.14		3612	0	1	12	0.78
Extraversion	0.57	0.15		3612	0	1	12	0.80
Agreeableness	0.63	0.13		3612	0	1	12	0.83
Neuroticism	0.41	0.15		3612	0	1	12	0.84
Income	0.43	0.25		3612	0	1	1	
Gender				3612				
Male			52.71	1904				
Female			47.29	1708				
Age	52.25	16.19		3612	18	90	1	
Union membership				3599				
Not a member			44.60	1605				
Member			55.40	1994				
Education				3612				
Primary School			29.73	1074				
Vocational			37.71	1362				
Upper Secondary			7.81	282				
Professional			14.51	524				
Bachelor or higher			10.24	370				
Religiosity				3579				
Non-religious			21.65	775				
Christian			76.78	2748				
Other			1.56	56				

Table A.2 Item Wording Big Five Traits

Trait	Wording
Openness	
1	I have a lively fantasy.
2	I enjoy concentrating on a fantasy or a daydream and let it grow.
3	Poetry does not tell me much. (R)
4	Sometimes when I read a poem or looking at art, I feel a puff of pitch. (R)
5	I rarely experience strong emotions.
6	It is the strangest thing - such as special scents or the names of distant places.
7	I often try new and unfamiliar food.
8	I find myself better in familiar surroundings.
9	I think that philosophical discussions are boring. (R)
10	I have little interest in speculating over the universe mysteries or man. (R)
11	I think that controversial speakers only serve to confuse. (R)
12	I think that other people's perception of what is right and wrong can differ.
Conscientiousness	
1	I am not a very methodical and systematic person. (R)
2	I seem never able to get things right. (R)
3	I have some clear goals and work systematically towards them.
4	I work hard to achieve my goals.
5	I think things through before I decide.
6	I always consider the consequences before I act.
7	I am a productive person who always gets its work done.
8	I find it hard to pull myself together to do the things I ought to do.
9	I am known for my discernment and common sense.
10	I bring myself often in situations where I'm not properly prepared. (R)
11	Sometimes I'm not as reliable as I should be. (R)
12	I try to do my work carefully so not to do it again.
Extraversion	
1	I usually leave others to speak at meetings. (R)
2	I do not find it easy to take control of a situation. (R)
3	I like having many people around me.
4	I enjoy partying with lots of people.
5	I really like to talk to people.
6	I find it easy to smile and be outgoing with strangers.
7	I like being in the heart of attention.
8	I like to be among the crowd at sporting events.
9	I am a happy and cheerful person.
10	I have ready laugh.
11	I'm not as lively as mercury and other people. (R)
12	I am a very active person.
Agreeableness	

1	Some people think I'm selfish and self-absorbed. (R)
2	Some people consider me to be cold and calculating. (R)
3	I would rather cooperate with others than compete against them.
4	I am stubborn and obstinate. (R)
5	I do not mind bragging about my skills and performance. (R)
6	I am better than most people - and I know it. (R)
7	If necessary I am willing to manipulate people to achieve what I want. (R)
8	Sometimes I flatter people to do what I want. (R)
9	I think that most people will use one if they can get away with it. (R)
10	I am inclined to believe the best about people.
11	We can never do too much too old and poor.
12	All people deserve respect.

Neuroticism

1	I rarely feel anxious or uneasy. (R)
2	I often feel tense and nervous.
3	I am a balanced person. (R)
4	Even minor annoyances can make me frustrated.
5	Sometimes I feel that I am not fit for anything.
6	I am rarely depressed or sad. (R)
7	Sometimes I do something impulsively that I later regret.
8	I am always able to control my emotions. (R)
9	Sometimes I have shamed myself so much that I just wanted to disappear.
10	Compared to others I have often feelings of inferiority.
11	When I am under great pressure, I feel sometimes that I'm about to break.
12	It is often hard for me to decide.

Next we assess the factor structure of the economic and social ideology dimensions. As can be seen in Table A.3, the items load high on the designated ideology dimension. The model fit properties of the ideology dimensions are acceptable.

Table A.3 Factor Structure and Item Wording of the Economic and Social Ideology Dimension

#	Item	Economic	Social
1	High income earners do not pay enough taxes.[a]	0.89	
2	Income inequality is too great in this country – the greatest pay raise should be given to low income people.[a]	0.71	
1	Violent crimes should be punished much harder.[a]		0.63
2	We should preserve our national customs in Denmark.[a]		0.55
3	Crime is better prevented with prevention and guidance than with harsh penalties.[a] (R)		0.54
4	Preventing the environment should not harm business.[a]		0.50
5	Homosexuals should have the same rights as everyone else.[a] (R)		0.41
6	The green taxes on gasoline should be increased.[a] (R)		0.58
7	Religious extremists should be allowed to hold public meetings.[a] (R)		0.53

Model fit indices: Chi^2 = 344.37; RMSEA = 0.065 [95%CI = 0.059, 0.071]; CFI = 0.937; TLI = 0.912; SRMR = 0.040
(R) indicates revered coded items
[a] "Totally Agree" (1) through "Totally Disagree" (4).

Table A.4 shows the correlations between the dependent and independent variables. The personality traits correlate modestly with each other. In line with earlier research, income is positive but weakly associated with conscientiousness and extraversion, whereas there are weak negative correlations between income and the traits agreeableness and neuroticism.

Table A.4 Correlation between Independent Variables

		1	2	3	4	5	6	7	8	9	10	11	12
1	Economic Ideology	-											
2	Social ideology	0.16*	-										
3	Income	0.26*	-0.06*	-									
4	Openness	-0.03	-0.43*	0.02	-								
5	Conscientiousness	0.16*	0.07*	0.18*	0.07*	-							
6	Extraversion	0.07*	-0.06*	0.18*	0.36*	0.35*	-						
7	Agreeableness	-0.20*	-0.17*	-0.07*	0.09*	0.13*	0.05*	-					
8	Neuroticism	0.17*	-0.06*	-0.18*	-0.03	-0.53*	-0.44*	-0.11*	-				
9	Female	-0.06*	-0.08*	-0.06*	0.13*	0.03	0.01	0.24*	0.18*	-			
10	Age	-0.07*	0.19*	-0.11*	-0.01	0.04*	-0.04*	0.13*	-0.19*	-0.04*	-		
11	Education	0.15*	-0.35*	0.17*	0.28*	0.11*	0.09*	0.02	-0.06*	0.08*	-0.13*	-	
12	Union membership	-0.11*	-0.11*	0.16*	0.04*	0.06*	0.07*	0.07*	-0.02	0.02	-0.18*	0.09*	-
13	Religiosity	0.06*	0.19*	0.00	-0.08*	0.03	0.03	0.05*	-0.03	0.07*	0.20*	-0.10*	-0.02

*$p < 0.05$

B – Sample Description Study 2: UK

Table B.1 Descriptive Statistics

Variable	M	SD	%	N	Min.	Max.	#Items	Alpha	Year
Economic ideology	0.44	0.26		7891	0	1	1		2000
Social ideology	0.65	0.16		7883	0	1	5	0.58	2000
Openness	0.61	0.16		7891	0	1	10	0.78	2008
Conscientiousness	0.65	0.17		7702	0	1	10	0.77	2008
Extraversion	0.56	0.17		7778	0	1	10	0.87	2008
Agreeableness	0.75	0.16		7764	0	1	10	0.79	2008
Neuroticism	0.45	0.20		7777	0	1	10	0.88	2008
Income	0.42	0.24		7883	0	1	1		2000
Gender									
Male			47.86	3777					
Female			52.14	4114					
Education									2000
Non			15.04	1187					
O-level (CSE 2-5)			14.56	1149					
O-level (1 A-level)			35.67	2815					
A-level (2 or more)			8.68	685					
Sub-degree			4.93	389					
Degree			17.11	1350					
Higher Degree			4.00	316					
Union Membership									2008
Not a member			69.80	5508					
Member			30.20	2383					
Religiosity									2000
Non-religious			16.59	1309					
Christian			81.49	6428					
Other			1.91	152					

Table B.2 Item Wording of the 50-item IPIP Personality Measures

Trait	Wording
Openness	
1	I have a vivid imagination.
2	I have excellent ideas.
3	I am quick to understand things.
4	I use difficult words.
5	I spend time reflecting on things.
6	I am full of ideas.
7	I am not interested in abstract ideas. (R)
8	I have difficulty understanding abstract ideas. (R)
9	I am not interested in abstract ideas. (R)
10	I do not have a good imagination. (R)
Conscientiousness	
1	I am always prepared.
2	I pay attention to details.
3	I get chores done right away.
4	I like order.
5	I follow a schedule.
6	I am exacting in my work.
7	I leave my belongings around. (R)
8	I shirk my duties. (R)
9	I make a mess of things. (R)
10	I often forget to put things back in their proper place. (R)
Extraversion	
1	I am the life of the party.
2	I feel comfortable around people.
3	I start conversation.
4	I talk to a lot of different people at parties.
5	I don't' mind being the center of attention.
6	I am quiet around strangers. (R)
7	I don't' talk a lot. (R)
8	I keep in the background. (R)
9	I have little to say. (R)
10	I don't like to draw attention to myself. (R)
Agreeableness	
1	I am interested in people.
2	I sympathize with others' feelings.
3	I have a soft heart.
4	I take time out for others.
5	I feel others' emotions.
6	I make people feel at ease.
7	I feel little concern for others. (R)
8	I insult other. (R)

9	I am not interested in other people's problems. (R)
10	I am not really interested in others. (R)
Neuroticism	
1	I get stressed out easily.
2	I worry about things.
3	I am easily disturbed.
4	I get upset easily.
5	I change my mood a lot.
6	I have frequent mood swings.
7	I get irritated easily.
8	I often feel blue.
9	I am relaxed most of the time. (R)
10	I seldom feel blue. (R)

Table B.3 provides the item wording of the social ideology dimension and the factor loadings.

Table B.3 Item Wording Social Ideology Dimension and Factor Loading

	Item wording	Factor loading
1	Death penalty for some crimes. [a]	0.56
2	Give law breakers stiffer sentences. [a]	0.65
3	Young people do not have respect for traditional values. [a]	0.71
4	The environment vs growth. [a]	0.16
5	Preserving the environment most important. [a]	0.28

Chi^2=132.90; RMSEA = 0.048 [95%CI = 0.041, 0.055]; CFI = 0.979; TLI = 0.979; SRMR = 0.020
[a]*Scored*: "Totally Agree" (1) through "Totally Disagree" (5) with separate "don't know" category

Table B.4 shows the correlations between the independent variables. The personality traits correlate modestly with each other. In line with earlier research, income is positive but weakly associated with Conscientiousness and Extraversion, whereas there is a weak negative association between income and Neuroticism.

Table B.4 Correlation between Independent Variables

		1	2	3	4	5	6	7	8	9	10	11
1	Economic ideology	-										
2	Social ideology	0.01	-									
3	Income	0.15*	-0.16*	-								
4	Openness	0.01	-0.23*	0.14*	-							
5	Conscientiousness	0.08*	0.06*	0.11*	0.22*	-						
6	Extraversion	0.05*	-0.02	0.10*	0.38*	0.14*	-					
7	Agreeableness	-0.02	-0.03*	0.02*	0.33*	0.29*	0.35*	-				
8	Neuroticism	-0.11*	0.09*	-0.12*	-0.09*	-0.19*	-0.25*	-0.06*	-			
9	Female	0.00	0.02	-0.08*	-0.02*	0.09*	0.06*	0.39*	0.13*	-		
10	Education	0.04*	-0.38*	0.28*	0.40*	0.09*	0.10*	0.15*	-0.11*	0.02*	-	
11	Union member	-0.08*	-0.09*	0.08*	0.05*	0.02*	0.02	0.04*	-0.01	-0.05*	0.14*	-
12	Religiosity	0.06*	0.17*	-0.02*	-0.11*	0.03*	0.03*	0.08*	0.04*	0.09*	-0.10*	-0.02*

*$p< 0.05$

C – Sample Description Study 3: United States

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Table C.1 Descriptive Statistics

Variable	M	SD	%	N	Min.	Max.	#Items	r	Alpha
Economic ideology	0.53	0.32		5540	0	1	2	0.48	0.63
Social ideology	0.48	0.25		5367	0	1	3		0.54
Openness	0.64	0.19		5490	0	1	2	0.24	0.38
Conscientiousness	0.77	0.19		5492	0	1	2	0.37	0.52
Extraversion	0.52	0.21		5487	0	1	2	0.29	0.45
Agreeableness	0.69	0.18		5490	0	1	2	0.17	0.28
Neuroticism	0.34	0.20		5487	0	1	2	0.36	0.52
Income	0.46	0.30		5715	0	1	1		
Gender									
Male			48.11	2845					
Female			51.89	3069					
Age	7.43	3.33		5854	1	13	1		
Education									
Less than high school			10.61	622					
High school			35.20	1442					
Some post-high-school			33.63	1972					
Bachelor's degree			19.10	1120					
Graduate degree			12.07	708					
Union Membership									
Not a member			90.40	5346					
Member			9.60	568					
Religiosity									
Non-religious			29.02	1581					
Christian			68.67	3741					
other			2.31	126					

Table C.2 Item Wording Big Five traits

Trait	Item Wording
Agreeableness	I see myself as sympathetic, warm. [1]
	I see myself as critical, quarrelsome. [1] (R)
Openness	I see myself as open to new experiences, complex. [1]
	I see myself as conventional, uncreative. [1] (R)
Conscientiousness	I see myself as dependable, self-disciplined[1]
	I see myself as disorganized, careless. [1] (R)
Extraversion	I see myself as extraverted, enthusiastic. [1]
	I see myself as reserved, quit. [1] (R)
Neuroticism	I see myself as anxious, easily upset. [1]
	I see myself as calm, emotionally stable. [1] (R)

Note: (R) signals reversed scored items.
[1]"Extremely poorly" (1) through "Extremely well" (7)

Table C.3 Factor Structure of the Economic and Social Ideology Dimension

#	Item	Economic	Social
1	The government should take measures to reduce differences in income levels [a]	0.89	
2	Do you favor, oppose, or neither favor nor oppose the government trying to make the income difference smaller [b]	0.54	
1	Better if man works and woman takes care of home [c]		0.34
2	Gay rights: Which comes closest to your view? [d]		0.71
3	There has been some discussion about abortion during recent years. Which one of the opinions on this page best agrees with your view? [e]		0.56

Model fit indices: Chi^2 =16,78; RMSEA = 0.025 [95%CI = 0.013, 0.0037]; CFI = 0.996; TLI = 0.99; SRMR = 0.010

[a] "Agree strongly" (1) through "Disagree strongly" (5)

[b] "Favor", "Oppose" or "Neither favor nor oppose"

[c] "Much better" (1) through "Much worse" (7)

[d] "Gay and lesbian should be allowed to legally marry" (1); "Gay and lesbian couples should be allowed to form civil unions but not legally marry" (2); "There should be no legal recognition of a gay or lesbian couple's relationship" (3)

[e] "By law, abortion should never be permitted" (1); "The law should permit abortion only in case of rape, incest, or when the woman's life is in danger" (2); "The law should permit abortion for reasons other than rape, incest or danger to the woman" (3); "By law, a woman should always be able to obtain an abortion as a matter of personal choice" (4).

Table C.4 Correlations between Variables in the Study

		1	2	3	4	5	6	7	8	9	10	11	12
1	Economic ideology	-											
2	Social ideology	0.23*	-										
3	Income	0.16*	-0.09*	-									
4	Openness	-0.09*	-0.18*	0.03*	-								
5	Conscientiousness	0.07*	0.00	0.18*	0.28*	-							
6	Extraversion	0.03*	-0.04*	0.07*	0.29*	0.13*	-						
7	Agreeableness	-0.01	0.01	0.04*	0.18*	0.26*	0.01	-					
8	Neuroticism	-0.05*	0.00	-0.11*	-0.24*	-0.33*	-0.11*	-0.36*	-				
9	Sex	-0.05*	-0.04*	-0.09*	-0.01	0.05*	0.09*	0.20*	0.05*	-			
10	Age	0.12*	0.14*	0.07*	-0.12*	0.09*	-0.01	0.11*	-0.07*	-0.01	-		
11	Education	0.07*	-0.18*	0.42*	0.15*	0.18*	0.06*	0.07*	-0.15*	-0.05*	0.02	-	
12	Union member	-0.04*	-0.03	0.12*	0.01	0.02	0.02	-0.01	-0.04*	-0.08*	0.05*	0.07*	-
13	Religiosity	0.10*	0.22*	0.05*	-0.03*	0.08*	0.07*	0.09*	-0.06*	0.10*	0.14*	0.03*	0.01

*p<0.05

Figure C.1 Marginal Effect of Agreeableness on Social Ideology in Study 3 (United States)
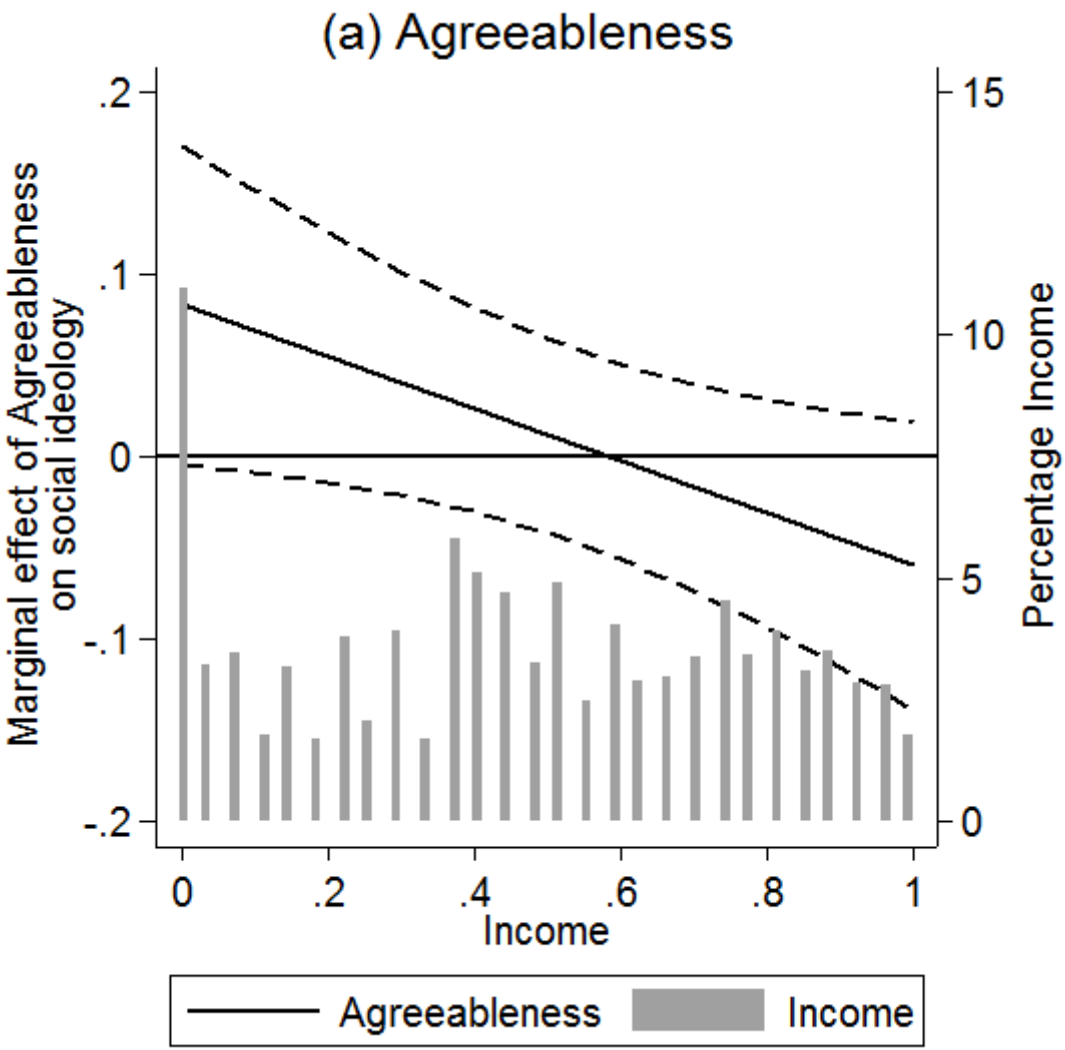
D – Full Interaction Models

Table D.1 Personality, Income and Ideology in Study 1 (Denmark): *Interactions between Personality and the Covariates*

	Economic ideology (model 4 of Table 1)		Social ideology (model 8 of Table 1)	
	B	SE	b	SE
Openness	0.10	(0.17)	-0.67*	(0.10)
Conscientiousness	0.28	(0.19)	0.03	(0.10)
Extraversion	-0.07	(0.19)	0.01	(0.11)
Agreeableness	-0.49*	(0.18)	-0.17	(0.10)
Neuroticism	-0.11	(0.20)	0.03	(0.11)
Income	0.45*	(0.20)	-0.14	(0.11)
Personality X Income				
Openness X Income	-0.43*	(0.15)	0.08	(0.08)
Conscientiousness X Income	0.13	(0.16)	0.01	(0.09)
Extraversion X Income	0.28	(0.17)	-0.00	(0.09)
Agreeableness X Income	-0.26	(0.15)	0.01	(0.08)
Neuroticism X Income	-0.13	(0.17)	0.11	(0.09)
Female	-0.07	(0.10)	-0.15*	(0.06)
Age	-0.00	(0.00)	0.00	(0.00)
Education	0.04	(0.04)	-0.06*	(0.02)
Union member	0.25*	(0.10)	0.03	(0.06)
Religiosity (Ref. Not-religious)				
Christian	0.01	(0.12)	0.01	(0.06)
Other	-0.57	(0.37)	0.10	(0.21)
Interactions				
Personality X Female				
Openness X Female	-0.08	(0.07)	0.02	(0.04)
Conscientiousness X Female	-0.11	(0.08)	0.01	(0.05)
Extraversion X Female	0.14	(0.08)	0.02	(0.05)
Agreeableness X Female	0.06	(0.08)	0.18*	(0.05)
Neuroticism X Female	0.14	(0.09)	0.02	(0.05)
Personality X Age				
Openness X Age	0.00	(0.00)	0.00	(0.00)
Conscientiousness X Age	-0.00	(0.00)	0.00	(0.00)
Extraversion X Age	-0.00	(0.00)	0.00	(0.00)
Agreeableness X Age	0.00	(0.00)	-0.00*	(0.00)
Neuroticism X Age	-0.00	(0.00)	-0.00	(0.00)
Personality X Education				
Openness X Education	-0.08*	(0.03)	0.02	(0.02)
Conscientiousness X Education	0.03	(0.03)	0.03	(0.02)
Extraversion X Education	0.00	(0.03)	0.02	(0.02)
Agreeableness X Education	-0.01	(0.03)	-0.02	(0.02)
Neuroticism X Education	0.04	(0.03)	-0.00	(0.02)
Personality X Union membership				
Openness X Union	0.02	(0.07)	-0.02	(0.04)
Conscientiousness X Union	-0.23*	(0.08)	-0.03	(0.05)

Extraversion X Union	-0.13	(0.08)	-0.03	(0.05)
Agreeableness X Union	-0.12	(0.08)	-0.02	(0.04)
Neuroticism X Union	-0.14	(0.09)	0.02	(0.05)
Personality X Religion				
Openness X Christian	0.16	(0.09)	0.15*	(0.05)
Conscientiousness X Christian	-0.38	(0.29)	-0.09	(0.16)
Extraversion X Christian	-0.01	(0.10)	-0.05	(0.06)
Agreeableness X Christian	0.61	(0.34)	-0.18	(0.19)
Neuroticism X Christian	-0.00	(0.10)	-0.05	(0.05)
Openness X Other	0.14	(0.40)	0.10	(0.22)
Conscientiousness X Other	0.01	(0.09)	0.11*	(0.05)
Extraversion X Other	0.23	(0.26)	0.05	(0.15)
Agreeableness X Other	-0.08	(0.10)	-0.08	(0.05)
Neuroticism X Other	0.59	(0.34)	-0.05	(0.19)
Constant	0.52*	(0.23)	0.95*	(0.12)
N	3146		3310	
R^2	0.19		0.36	

OLS regression coefficients with standard errors are reported in the parentheses. *$p<0.05$

Table D.2 Personality, Income and Ideology in Study 2 (UK): *Interactions between Personality and the Covariates*

	Economic ideology (model 4 of Table 2)		Social ideology (model 8 of Table 2)	
	b	SE	b	SE
Openness	0.04	(0.07)	-0.20*	(0.04)
Conscientiousness	0.09	(0.07)	0.09*	(0.04)
Extraversion	-0.03	(0.06)	0.04	(0.04)
Agreeableness	0.03	(0.07)	0.03	(0.04)
Neuroticism	-0.17*	(0.05)	0.03	(0.03)
Income	0.33*	(0.09)	-0.01	(0.05)
Personality X Income				
Openness X Income	-0.06	(0.09)	-0.04	(0.05)
Conscientiousness X Income	-0.00	(0.08)	0.02	(0.05)
Extraversion X Income	0.19*	(0.08)	0.03	(0.04)
Agreeableness X Income	-0.34*	(0.09)	-0.03	(0.05)
Neuroticism X Income	-0.00	(0.07)	-0.02	(0.04)
Female	-0.05	(0.04)	-0.05*	(0.02)
Education	0.04*	(0.01)	-0.03*	(0.01)
Union member	-0.07	(0.04)	-0.01	(0.02)
Religiosity (Ref. Not-religious)				
Christian	0.01	(0.05)	-0.02	(0.03)
Other	-0.23	(0.15)	0.06	(0.09)
Personality X Female				
Openness X Female	0.09*	(0.04)	0.11*	(0.02)
Conscientiousness X Female	-0.02	(0.04)	-0.01	(0.02)
Extraversion X Female	-0.03	(0.04)	-0.05*	(0.02)
Agreeableness X Female	0.07	(0.05)	0.01	(0.03)
Neuroticism X Female	0.01	(0.03)	0.01	(0.02)
Personality X Education				
Openness X Education	-0.06*	(0.01)	-0.03*	(0.01)
Conscientiousness X Education	0.02*	(0.01)	0.02*	(0.01)
Extraversion X Education	0.02	(0.01)	0.01	(0.01)
Agreeableness X Education	-0.05*	(0.01)	0.00	(0.01)
Neuroticism X Education	0.03*	(0.01)	0.00	(0.01)
Personality X Union membership				
Openness X Union	-0.04	(0.05)	-0.04	(0.03)
Conscientiousness X Union	0.02	(0.04)	0.07*	(0.02)
Extraversion X Union	-0.02	(0.04)	0.02	(0.02)
Agreeableness X Union	0.05	(0.05)	-0.08*	(0.03)
Neuroticism X Union	0.04	(0.03)	0.05*	(0.02)
Personality X Religion				
Openness X Christian	0.11	(0.06)	0.15*	(0.03)
Conscientiousness X Christian	-0.06	(0.05)	-0.07*	(0.03)
Extraversion X Christian	-0.04	(0.05)	0.01	(0.03)
Agreeableness X Christian	0.06	(0.06)	0.01	(0.03)
Neuroticism X Christian	-0.05	(0.04)	0.02	(0.02)
Openness X Other	0.16	(0.15)	0.11	(0.08)

Conscientiousness X Other	-0.07	(0.13)	0.11	(0.08)
Extraversion X Other	0.20	(0.13)	-0.06	(0.07)
Agreeableness X Other	-0.08	(0.16)	-0.03	(0.09)
Neuroticism X Other	0.24*	(0.12)	-0.02	(0.06)
Constant	0.34*	(0.07)	0.71*	(0.04)
N	7448		7440	
R^2	0.07		0.21	

OLS regression coefficients with standard errors are reported in the parentheses. *$p<0.05$

Table D.3 Personality, Income and Ideology in Study 3 (US): *Interactions between Personality and the Covariates*

	Economic ideology (model 4 of Table 3)		Social ideology (model 8 of Table 3)	
	b	SE	b	SE
Openness	0.06	(0.10)	-0.12	(0.07)
Conscientiousness	-0.06	(0.09)	-0.02	(0.06)
Extraversion	0.16	(0.09)	0.08	(0.06)
Agreeableness	-0.16	(0.12)	0.09	(0.08)
Neuroticism	-0.01	(0.09)	-0.07	(0.08)
Income	0.39*	(0.10)	0.08	(0.09)
Personality X Income				
Openness X Income	-0.07	(0.09)	0.00	(0.08)
Conscientiousness X Income	-0.00	(0.08)	0.03	(0.06)
Extraversion X Income	0.03	(0.08)	-0.10	(0.05)
Agreeableness X Income	-0.18*	(0.09)	-0.14*	(0.06)
Neuroticism X Income	-0.24*	(0.06)	0.01	(0.08)
Female	0.12	(0.08)	0.07	(0.05)
Age	-0.01	(0.01)	0.01	(0.01)
Education	0.02	(0.03)	-0.04	(0.02)
Union member	-0.02	(0.14)	-0.09	(0.07)
Religiosity (Ref. Not-religious)				
Christian	-0.02	(0.06)	0.10*	(0.04)
Other	-0.10	(0.17)	-0.29*	(0.13)
Personality X Female				
Openness X Female	0.06	(0.06)	0.05	(0.03)
Conscientiousness X Female	-0.22*	(0.06)	-0.11*	(0.04)
Extraversion X Female	-0.05	(0.04)	-0.03	(0.03)
Agreeableness X Female	0.05	(0.06)	-0.04	(0.04)
Neuroticism X Female	-0.08	(0.05)	-0.03	(0.03)
Personality X Age				
Openness X Age	-0.00	(0.01)	0.00	(0.01)
Conscientiousness X Age	0.02*	(0.01)	0.01	(0.01)
Extraversion X Age	0.00	(0.01)	-0.00	(0.00)
Agreeableness X Age	0.01	(0.01)	-0.01	(0.00)
Neuroticism X Age	0.00	(0.01)	0.00	(0.01)
Personality X Education				
Openness X Education	-0.09*	(0.02)	-0.04*	(0.02)
Conscientiousness X Education	0.04	(0.02)	0.03*	(0.01)
Extraversion X Education	-0.01	(0.02)	0.01	(0.02)
Agreeableness X Education	0.02	(0.04)	0.00	(0.02)
Neuroticism X Education	0.02	(0.02)	0.02	(0.02)
Personality X Union membership				
Openness X Union	0.25*	(0.10)	0.10	(0.06)
Conscientiousness X Union	-0.06	(0.10)	-0.02	(0.08)
Extraversion X Union	-0.13	(0.10)	0.01	(0.05)
Agreeableness X Union	-0.14	(0.09)	-0.04	(0.09)
Neuroticism X Union	0.04	(0.09)	0.15*	(0.05)

Personality X Religion				
Openness X Christian	0.01	(0.07)	-0.01	(0.05)
Conscientiousness X Christian	0.01	(0.06)	-0.00	(0.04)
Extraversion X Christian	-0.02	(0.05)	-0.02	(0.03)
Agreeableness X Christian	0.07	(0.05)	0.11*	(0.04)
Neuroticism X Christian	0.05	(0.05)	-0.04	(0.03)
Openness X Other	0.12	(0.23)	0.30*	(0.11)
Conscientiousness X Other	0.20	(0.17)	0.13	(0.09)
Extraversion X Other	-0.17	(0.17)	-0.13	(0.08)
Agreeableness X Other	0.01	(0.16)	0.07	(0.08)
Neuroticism X Other	-0.04	(0.14)	0.00	(0.10)
Constant	0.40*	(0.11)	0.48*	(0.11)
N	4778		4733	
R^2	0.08		0.17	

OLS regression coefficients with standard errors are reported in the parentheses. *$p<0.05$

E – Controlling for Political Interest

Introduction

Some scholars have, recently, put forward that political interest moderates the association between personality and political ideology (Desimoni & Leone, 2014; Federico, Johnston, & Lavine, 2014; Leone, Chirumbolo, & Desimoni, 2012). Specifically, the more political interested should pick up cues from elites and associate their personality traits with their ideology. If income and political interested are correlated, then it might actually be that political interest explains why income attenuates the association between personality and economic ideology. In this SI, I show that this is not the case. The hypothesis that income attenuates the association between personality and economic ideology is robust controlling for political interest. I discuss the results of the robustness checks simultaneously for all three studies.

Methods

In study 1, political interest was measured using one items, namely "How interested are you in politics?" that was scored on a four point scale ranging from (0) "not interested at all" through (1) "very interested" (M=0.72; SD=0.23). In study 2, political interest was measured on a four-point scale and coded to range from (1) "not at all interested" through (4) "very interested" (M=2.32; SD=0.85). Finally, in study 3 political interest was measured using one item, namely "How often do you pay attention to politics and elections". The item was scored on a five-point scale range from (0) "never" through (1) "always" (M=0.59; SD=0.28).

In all three there are only small associations between income and political interest (Study 1: r=0.03; Study 2; r=0.16; Study 3: r=0.14). The low correlation between income and political interest is the first indication that political interest is not an omitted variable in this study. In order to rule out this option, I will further assess whether the results are robust. I present two models for economic ideology. The first model presents the direct associations between personality and economic ideology controlling for political interest. The second model presents the fully interactive model where I control for the interaction between political interest and personality.

Results

The results of the robustness test in study 1 (Table E.1 & Figure E.1), study 2 (Table E.2 & Figure E.2) and study 3 (Table E.3 & Figure E.3) collectively show that the results are robust controlling for political interest. Moreover, with the exception of study 1, I find support for the argument that there is a stronger association between Openness and economic ideology among the more political interested (Federico et al., 2014; Leone et al., 2012).
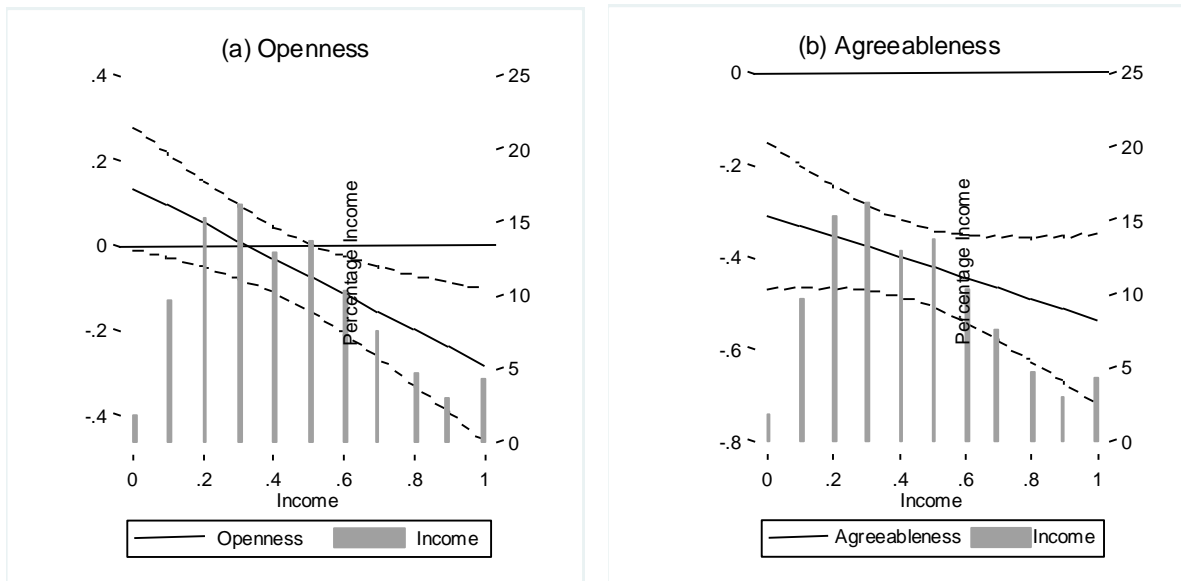
Discussion

The results in my study are robust controlling for political interest.

Table E.1 Personality, Income and Ideology in Study 1 (Denmark): *Controlling for Political Interest*

	1	2
Openness (0-1)	-0.08*	0.19
	(0.04)	(0.20)
Conscientiousness (0-1)	0.18*	0.14
	(0.04)	(0.21)
Extraversion (0-1)	-0.09*	0.07
	(0.04)	(0.21)
Agreeableness (0-1)	-0.45*	-0.14
	(0.04)	(0.21)
Neuroticism (0-1)	-0.22*	-0.01
	(0.04)	(0.22)
Income (0-1)	0.25*	0.44*
	(0.02)	(0.20)
Personality X Income		
Openness X Income		-0.43*
		(0.15)
Conscientiousness X Income		0.15
		(0.16)
Extraversion X Income		0.25
		(0.16)
Agreeableness X Income		-0.24
		(0.15)
Neuroticism X Income		-0.13
		(0.17)
Political Interest (0-1)	0.08*	0.70*
	(0.02)	(0.22)
Personality X Political Interest		
Openness X Interest		-0.26
		(0.17)
Conscientiousness X Interest		0.23
		(0.19)
Extraversion X Interest		-0.24
		(0.19)
Agreeableness X Interest		-0.62*
		(0.17)
Neuroticism X Interest		-0.23
		(0.19)
Female (=1)	0.01	-0.04
	(0.01)	(0.10)
Age (years; 18-90)	-0.00*	-0.01
	(0.00)	(0.00)
Education (1=primary school;	0.02*	0.02
; 5=bachelor or higher)	(0.00)	(0.04)
Union member (=1)	-0.09*	0.24*
	(0.01)	(0.10)
Religiosity (Ref. Not-religious)		
Christian	0.07*	0.01
	(0.01)	(0.12)
Other	-0.02	-0.48
	(0.04)	(0.37)
Includes personality X all other covariates		
Constant	0.67*	
	(0.06)	
N	3,146	3146
R^2	0.17	0.20
ΔF		3.50

Note: OLS regression coefficients with standard errors reported in the parentheses. *p<0.05

Figure E.1 Marginal Effect of Personality on Economic Ideology in Study 1 (Denmark): *controlling for Political Interest*
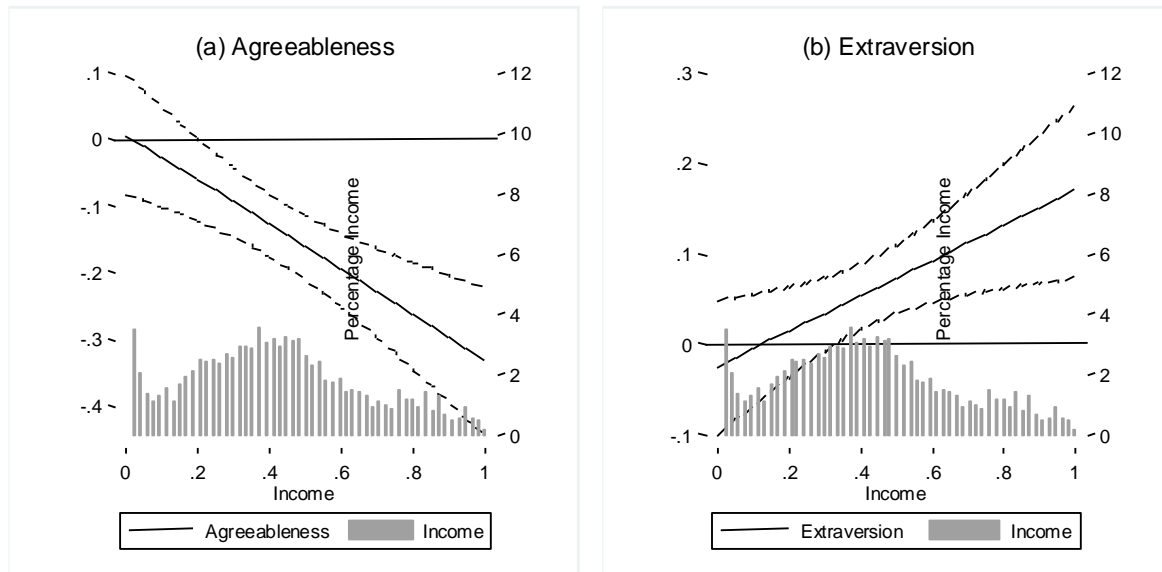

Note: Each panel illustrates the marginal effect of a personality trait on economic ideology over the full range of income (0-1). A positive marginal effect indicates a more conservative economic ideology, whereas a negative marginal effet indicates a more liberal economic ideology. The histogram in each panel indicates the distribution of income. The vertical axis on the right hand side of each panel indicates the percentages of income. Each panel is based on model 2 projected in Table E.1.

Table E.2 Personality, Income and Economic Ideology in Study 2 (UK): *Controlling for Political Interest*

	1	2
Openness (0-1)	-0.01	0.35*
	(0.02)	(0.09)
Conscientiousness (0-1)	0.11*	0.02
	(0.02)	(0.08)
Extraversion (0-1)	0.05*	-0.10
	(0.02)	(0.08)
Agreeableness (0-1)	-0.13*	0.12
	(0.02)	(0.09)
Neuroticism (0-1)	-0.11*	-0.23*
	(0.02)	(0.07)
Income (0-1)	0.16*	0.32*
	(0.01)	(0.09)
Personality X Income		
Openness X Income		-0.02
		(0.09)
Conscientiousness X Income		-0.00
		(0.08)
Extraversion X Income		0.19*
		(0.08)
Agreeableness X Income		-0.34*
		(0.09)
Neuroticism X Income		-0.01
		(0.07)
Political Interest (1-4)	-0.01*	0.06*
	(0.00)	(0.02)
Political Interest		
Openness X Interest		-0.14*
		(0.03)
Conscientiousness X Interest		0.03
		(0.02)
Extraversion X Interest		0.04
		(0.02)
Agreeableness X Interest		-0.05
		(0.03)
Neuroticism X Interest		0.03
		(0.02)
Female (=1)	0.02*	-0.04
	(0.01)	(0.04)
Education (1=No; 7=Higher degree)	0.00	0.03*
	(0.00)	(0.01)
Union member (=1)	-0.05*	-0.08
	(0.01)	(0.04)
Religiosity (Ref. Not-religious)		
Christian	0.04*	0.02
	(0.01)	(0.05)
Other	0.02	-0.23
	(0.02)	(0.15)
Includes personality X all other covariates	*no*	*yes*
Constant	0.43*	0.23*
	(0.02)	(0.08)
N	7439	7439
R^2	0.05	0.07
ΔF		3.63

Note: OLS regression coefficients with standard errors reported in the parentheses. Interaction effects between Big Five traits and all covariates excluded to safe space. *$p<0.05$

Figure E.2 Marginal Effect of Personality on Economic Ideology in Study 2 (UK): *Controlling for Political Interest*
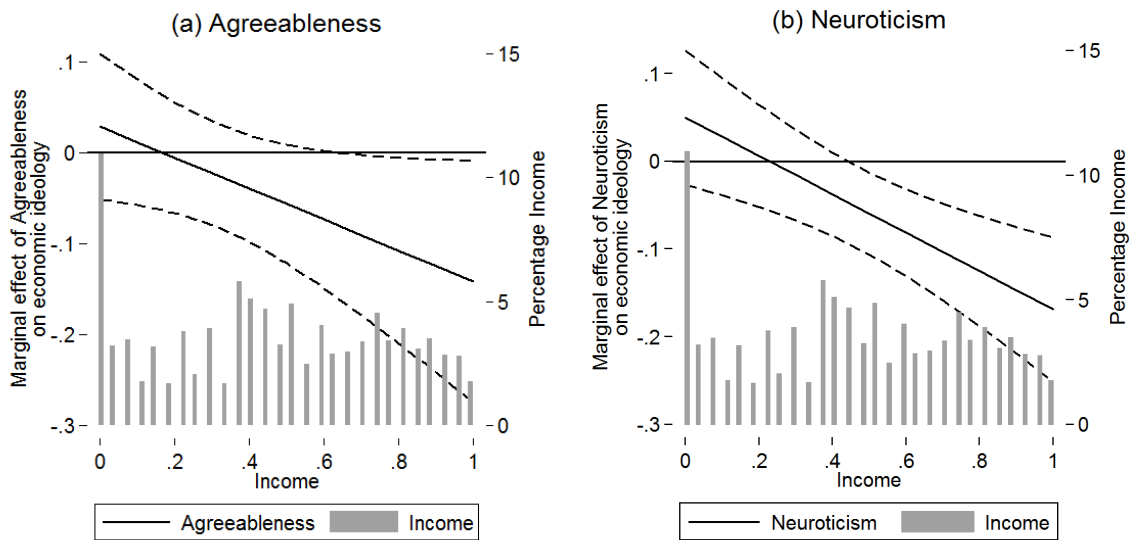

Note: Each panel illustrates the marginal effect of a personality trait on economic ideology over the full range of income (0-1). A positive marginal effect indicates a more conservative economic ideology, whereas a negative marginal effet indicates a more liberal economic ideology. The histogram in each panel indicates the distribution of income. The vertical axis on the right hand side of each panel indicates the percentages of income. Each panel is based on model 2 projected in Table E.2.

Table E.3 Personality, Income and Ideology in Study 3 (US): *Controlling for Political Interest*

	1	2
Openness (0-1)	-0.22*	0.19
	(0.03)	(0.10)
Conscientiousness (0-1)	0.09*	-0.07
	(0.02)	(0.10)
Extraversion (0-1)	0.07*	0.12
	(0.03)	(0.09)
Agreeableness (0-1)	-0.07*	-0.19
	(0.03)	(0.11)
Neuroticism (0-1)	-0.06*	0.04
	(0.02)	(0.08)
Income (0-1)	0.14*	0.37*
	(0.02)	(0.10)
Personality X Income		
Openness X Income		-0.06
		(0.09)
Conscientiousness X Income		-0.02
		(0.08)
Extraversion X Income		0.03
		(0.08)
Agreeableness X Income		-0.17
		(0.09)
Neuroticism X Income		-0.22*
		(0.06)
Political Interest	0.09*	0.24
	(0.02)	(0.15)
Personality X Political Interest		
Openness X Interest		-0.40*
		(0.08)
Conscientiousness X Interest		0.11
		(0.08)
Extraversion X Interest		0.07
		(0.07)
Agreeableness X Interest		0.05
		(0.09)
Neuroticism X Interest		-0.15
		(0.09)
Female (=1)	-0.03*	0.13
	(0.01)	(0.08)
Age (years; 18-90)	0.01*	-0.01
	(0.00)	(0.01)
Education (1=primary school;	0.00	0.00
; 5=bachelor or higher)	(0.01)	(0.04)
Union member (=1)	-0.06*	-0.02
	(0.02)	(0.13)
Religiosity (Ref. Not-religious)		
Christian	0.06*	-0.03
	(0.01)	(0.06)
Other	0.04	-0.12
	(0.03)	(0.18)
Includes personality X all other covariates	*No*	*Yes*
Constant	0.44*	0.33*
	(0.04)	(0.10)
N	4776	4776
R^2	0.07	0.09
ΔF		2.45

Note: OLS regression coefficients with standard errors reported in the parentheses. *$p<0.05$

Figure E.3 Marginal Effect of Personality on Economic Ideology in Study 3 (US): *controlling for Political Interest*

Note: Each panel illustrates the marginal effect of a personality trait on economic ideology over the full range of income (0-1). A positive marginal effect indicates a more conservative economic ideology, whereas a negative marginal effet indicates a more liberal economic ideology. The histogram in each panel indicates the distribution of income. The vertical axis on the right hand side of each panel indicates the percentages of income. Each panel is based on model 2 projected in Table E.3.

F – Controlling for Political Knowledge

Introduction

One might wonder whether political knowledge is a confounding variable that was not included in this study. Here, I show that the results are robust controlling for political knowledge in Study 1 and Study 3. Unfortunately, I cannot test this in study 2 (UK) because political knowledge was not included in this study.

Study 1: Denmark

Methods

The Danish study contained a second wave which was fielded between October 26 and November 15, 2011to 2840 of the 3612 respondents who were still active in the panel. In total, 1972 persons from the first wave answered the survey (69% response rate). The second wave contained a four item political knowledge battery measuring knowledge with the following four items: (1) "Which parties are part of the current government?"; (2) "How many members does the Folketinget [parliament] have?"; (3) "To which party does Troels Lund Poulsen belong?"; (4) "To which party does Christine Antorini belong?". I created an additive scale ranging from 0 correct answers through 4 correct answers (M=2.83; SD=0.89). In the study there is only a small correlation between income and political knowledge (r=0.05). The knowledge battery is included in the models that were presented in the study leaving a sample of 1736 respondents who participated in wave 1 and completed the political knowledge battery in wave 2.

Results

In Table F.1 I present the results of the direct model with the associations (model 1) and the full interactive model (2). The direct associations show that the model is robust controlling for political knowledge. Moreover, model 2, shows that the results are robust controlling for the interaction between each personality trait and political knowledge. I plot the marginal effect of Openness and Agreeableness on economic ideology over the range of income in Figure F.1. The plots also indicate that the results are largely unaffected by controlling for political knowledge. Yet, and contrary to the results in the main text, there is also an interaction effect between Extraversion and income. Specifically, Figure F.1 (panel C) shows that there is a

negative marginal effect of Extraversion on economic ideology among the low income earners. The results for Extraversion are not per se intuitive and could be the consequence of running repeated models. Accordingly, this finding should be replicated before more substantive meaning can be given to it.

Study 3: United States

Methods

I rely upon the five political knowledge items that were included in the pre-election survey. Specifically, the following items were included: "Do you happen to know how many ties an individual can be elected President in the United States under current laws"; (2) "In the U.S. federal budget deficit – the amount by which the government exceeds its spending exceeds the amount of money its collects – now bigger, about the same, or smaller than it was during most of the 1990s?"; (3) "For how many years is a United States Senator elected – that is, how many years are there in one full term of office for a U.S. Senator?"; (4) "What is medicare?"; (5) "On which of the following does the U.S. feder government currently spend the least?". The items had different response options and I created an additive scale of the number of correct answers ranging from 0 through 5 (M=3,18; SD=1,17). In the study there is modest correlation between income and political knowledge (r=0.35).

Results

In Table F.2 presents the results of the direct model with the associations (model 1) and the full interactive model (2). The direct associations show that the model is robust controlling for political knowledge. Moreover, model 2, shows that the results are robust controlling for the interaction between each personality trait and political knowledge. The plots of the marginal effect of Agreeableness and Neuroticism on economic ideology indicate that the results are largely unaffected by controlling for the interaction between the personality traits and political knowledge.

General discussion

This SI has supported that the results in study 1 and 3 are robust controlling for political knowledge.

Table F.1 Personality, Income and Ideology in Study 1 (Denmark)

	1	2
Openness (0-1)	-0.03	0.50
	(0.05)	(0.27)
Conscientiousness (0-1)	0.14*	0.21
	(0.06)	(0.30)
Extraversion (0-1)	-0.12*	-0.83*
	(0.06)	(0.31)
Agreeableness (0-1)	-0.45*	-0.24
	(0.06)	(0.31)
Neuroticism (0-1)	-0.26*	-0.47
	(0.06)	(0.33)
Income (0-1)	0.23*	0.17
	(0.03)	(0.28)
Personality X Income		
Openness X Income		-0.52*
		(0.20)
Conscientiousness X Income		0.30
		(0.23)
Extraversion X Income		0.55*
		(0.23)
Agreeableness X Income		-0.35
		(0.23)
Neuroticism X Income		0.15
		(0.23)
Political knowledge	0.03*	0.02
	(0.01)	(0.07)
Personality X Knowledge		
Openness X Knowledge		-0.11*
		(0.06)
Conscientiousness X Knowledge		-0.01
		(0.06)
Extraversion X Knowledge		0.15*
		(0.06)
Agreeableness X Knowledge		-0.10
		(0.06)
Neuroticism X Knowledge		0.13*
		(0.06)
Female (=1)	0.02	-0.09
	(0.01)	(0.14)
Age (years; 18-90)	-0.00*	-0.01
	(0.00)	(0.00)
Education (1=primary school;	0.02*	0.11*
; 5=bachelor or higher)	(0.01)	(0.05)
Union member (=1)	-0.09*	0.14
	(0.01)	(0.14)
Religiosity (Ref. Not-religious)		
Christian	0.10*	0.13
	(0.02)	(0.17)
Other	0.00	-0.65
	(0.06)	(0.68)
Includes personality X all other covariates	*No*	*Yes*
Constant	0.67*	0.71
	(0.08)	(0.36)
N	1736	1736
R^2	0.16	0.20
ΔF		2.78

Note: OLS regression coefficients with standard errors reported in the parentheses. *p<0.05

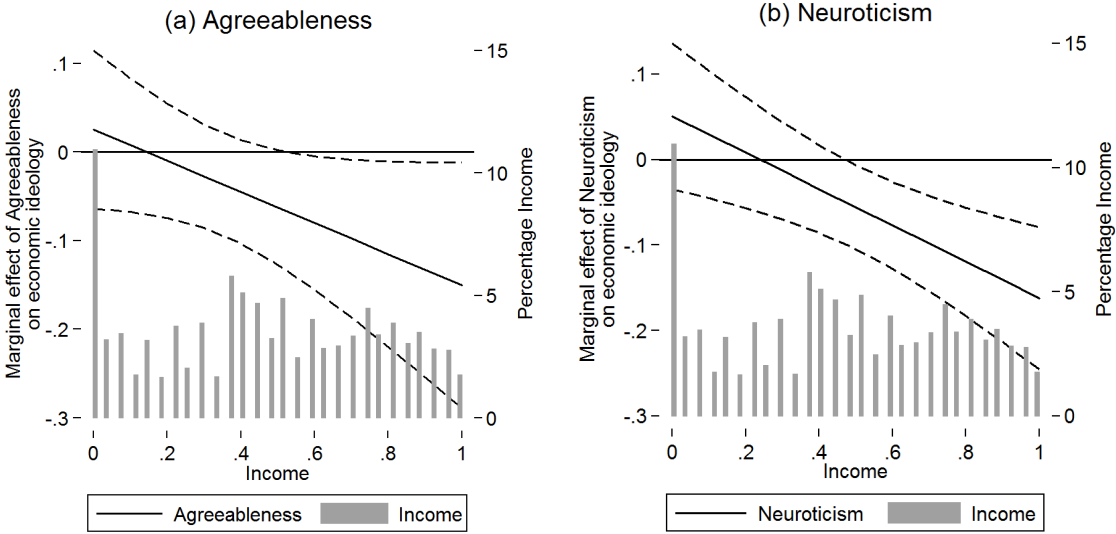**Figure F.1** Marginal Effect of Personality on Economic Ideology in Study 1 (Denmark)
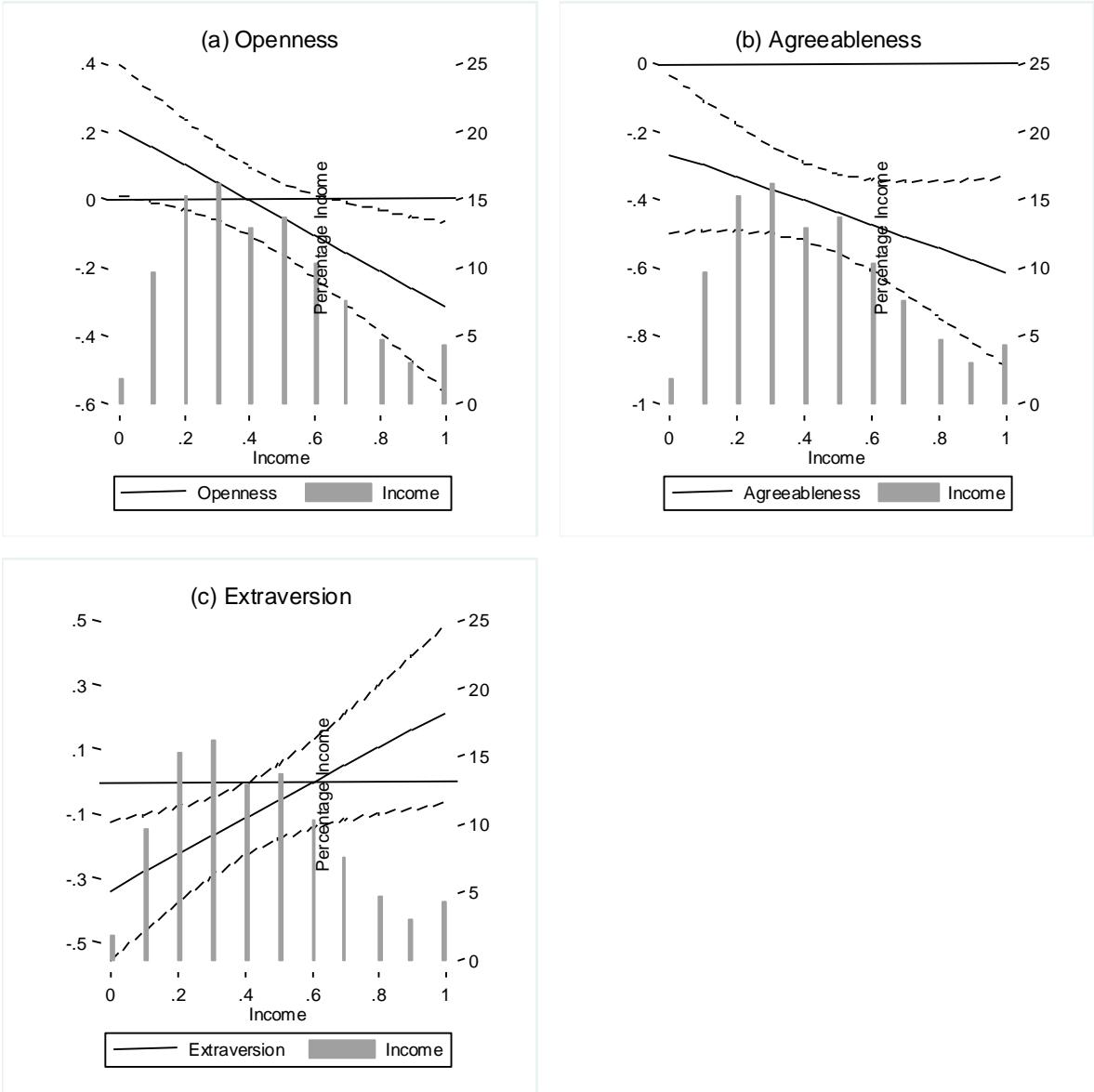
Note: Each panel illustrates the marginal effect of a personality trait on economic ideology over the full range of income (0-1). A positive marginal effect indicates a more conservative economic ideology, whereas a negative marginal effet indicates a more liberal economic ideology. The histogram in each panel indicates the distribution of income. The vertical axis on the right hand side of each panel indicates the percentages of income. Each panel is based on model 2 projected in Table F.1.

Table F.2 Personality, Income and Ideology in Study 3 (United States)

	1	2
Openness (0-1)	-0.20*	0.17
	(0.03)	(0.10)
Conscientiousness (0-1)	0.09*	-0.13
	(0.02)	(0.08)
Extraversion (0-1)	0.08*	0.06
	(0.03)	(0.10)
Agreeableness (0-1)	-0.07*	-0.21
	(0.03)	(0.12)
Neuroticism (0-1)	-0.06*	0.10
	(0.02)	(0.09)
Income (0-1)	0.12*	0.35*
	(0.02)	(0.11)
Personality X Income		
Openness X Income		-0.01
		(0.09)
Conscientiousness X Income		-0.03
		(0.08)
Extraversion X Income		0.00
		(0.08)
Agreeableness X Income		-0.18
		(0.10)
Neuroticism X Income		-0.21*
		(0.07)
Political knowledge	0.02*	0.03
	(0.00)	(0.03)
Personality X Knowledge		
Openness X Knowledge		-0.07*
		(0.03)
Conscientiousness X Knowledge		0.03
		(0.02)
Extraversion X Knowledge		0.05*
		(0.02)
Agreeableness X Knowledge		0.01
		(0.03)
Neuroticism X Knowledge		-0.05*
		(0.02)
Female (=1)	-0.03*	0.14
	(0.01)	(0.07)
Age (years; 18-90)	0.01*	-0.01
	(0.00)	(0.01)
Education (1=primary school;	-0.00	-0.00
; 5=bachelor or higher)	(0.01)	(0.03)
Union member (=1)	-0.06*	-0.01
	(0.02)	(0.14)
Religiosity (Ref. Not-religious)		
Christian	0.06*	-0.02
	(0.01)	(0.06)
Other	0.05	-0.09
	(0.03)	(0.17)
Includes personality X all other covariates	*No*	*Yes*
Constant	0.42*	0.38*
	(0.05)	(0.11)
N	4778	4778
R^2	0.07	0.09
ΔF		2.18

Note: OLS regression coefficients with standard errors reported in the parentheses. *$p < 0.05$

Figure F.2 Marginal Effect of Personality on Economic Ideology in Study 3 (United States)

(a) Agreeableness

(b) Neuroticism

Note: Each panel illustrates the marginal effect of a personality trait on economic ideology over the full range of income (0-1). A positive marginal effect indicates a more conservative economic ideology, whereas a negative marginal effet indicates a more liberal economic ideology. The histogram in each panel indicates the distribution of income. The vertical axis on the right hand side of each panel indicates the percentages of income. Each panel is based on model 2 projected in Table F.2.

G – Interaction Using Categorical Indicator of Income

Here I will discuss whether the interaction between personality and income replicates when we treat income as a categorical variable.

Denmark. I have estimated two models in the Danish study where I treat income as a categorical variable. Due to the nature of the income variable I created four categories. As can be seen in Table G.1 and Figure G.1, the results generally replicate and suggest that the association between economic ideology and the traits Openness and Agreeableness is much stronger among the respondents in the highest income category, while the association is not significant (Openness) or weaker (Agreeableness) in the lower income categories.

UK. In the UK sample the results are replicated. Here I grouped income into six categories. Again, I observe in Table G.2 and Figure G.2 that the association between economic ideology and the traits Agreeableness and Extraversion is stronger among the high income earners compared to the low income earners.

US. Finally, in the US sample my results also replicate. Here, I grouped income into 4 comparable groups. Table G.3 and Figure G.3 show that the income attenuates the effect of personality on economic ideology among the lower groups.

Table G.1 Personality, Income and Ideology in Study 1 (Denmark): *Income as a Categorical Variable*

	Model 1		Model 2	
	b	SE	b	SE
Openness	-0.06	(0.04)	0.03	(0.17)
Conscientiousness	0.20*	(0.04)	0.33	(0.19)
Extraversion	-0.07	(0.04)	-0.03	(0.19)
Agreeableness	-0.45*	(0.04)	-0.58*	(0.18)
Neuroticism	-0.23*	(0.04)	-0.14	(0.20)
Income (Ref: Lowest 25%)				
25-50	0.02	(0.01)	-0.06	(0.13)
50-75	0.04*	(0.01)	0.28*	(0.14)
75-100	0.16*	(0.02)	0.14	(0.15)
Openness X Income				
Openness X 25-50			-0.19	(0.10)
Openness X 50-75			-0.20	(0.10)
Openness X 75-100			-0.31*	(0.11)
Conscientiousness X Income				
Conscientiousness X 25-50			0.05	(0.11)
Conscientiousness X 50-75			-0.16	(0.12)
Conscientiousness X 75-100			0.22	(0.12)
Extraversion X Income				
Extraversion X 25-50			-0.00	(0.11)
Extraversion X 50-75			0.06	(0.11)
Extraversion X 75-100			0.18	(0.12)
Agreeableness X Income				
Agreeableness X 25-50			0.24*	(0.11)
Agreeableness X 50-75			0.02	(0.11)
Agreeableness X 75-100			-0.12	(0.11)
Neuroticism X Income				
Neuroticism X 25-50			-0.01	(0.11)
Neuroticism X 50-75			-0.21	(0.12)
Neuroticism X 75-100			0.04	(0.13)
Female	0.00	(0.01)	-0.07	(0.10)
Age	-0.00*	(0.00)	-0.00	(0.00)
Education	0.03*	(0.00)	0.05	(0.04)
Union member	-0.08*	(0.01)	0.24*	(0.10)
Religiosity (Ref. Not-religious)				
Christian	0.07*	(0.01)	-0.00	(0.12)
Other	-0.02	(0.04)	-0.54	(0.38)
Include personality X all other covariates	No		Yes	
Constant	0.75*	(0.05)	0.70*	(0.26)
N	3146		3146	
R^2	0.16		0.19	

OLS regression coefficients with standard errors are reported in the parentheses. *p<0.05

Figure G.1 Marginal Effect of personality on Economic Ideology in Study 1 (Denmark):
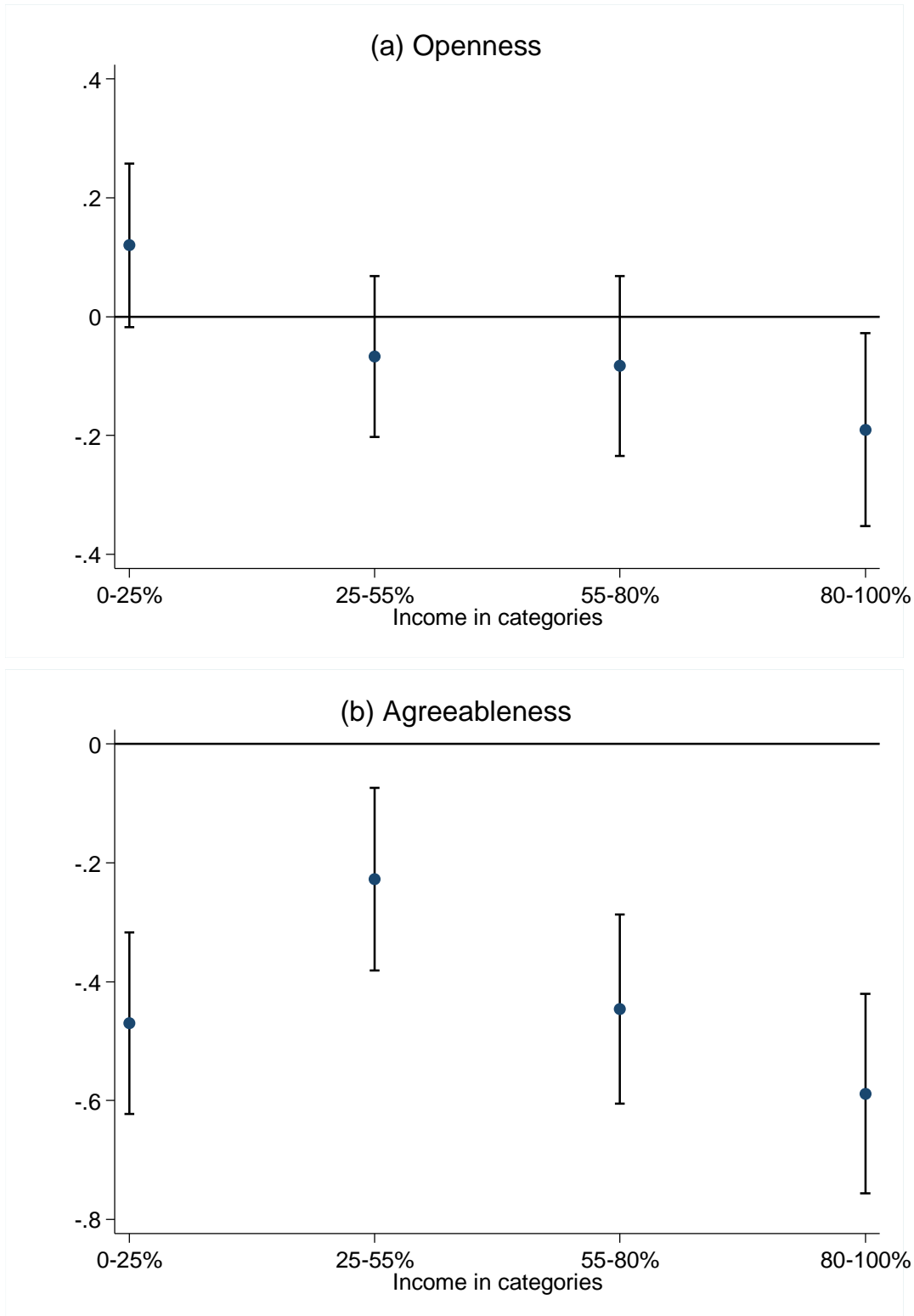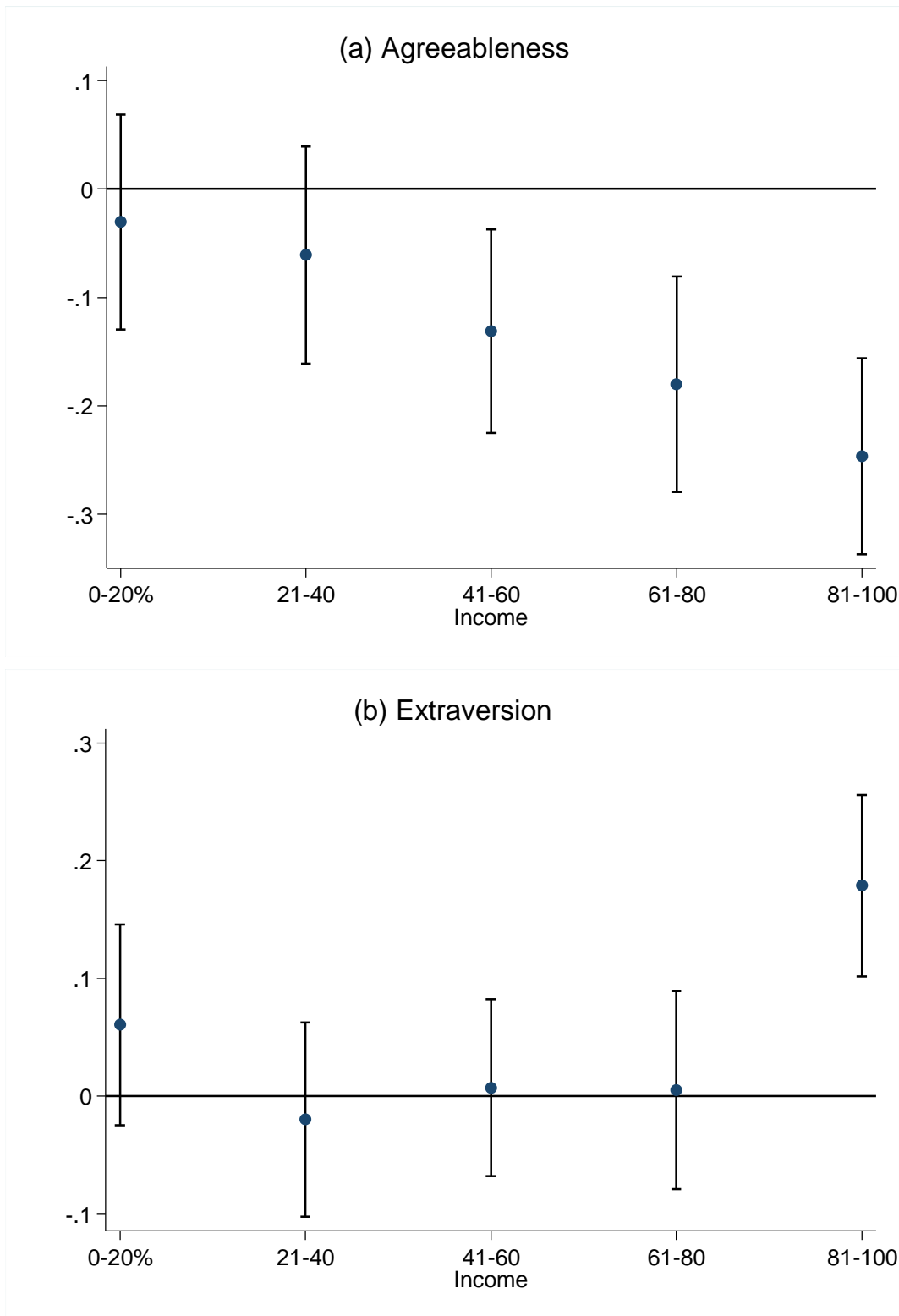*Income as a Categorical Variable*

(a) Openness

(b) Agreeableness

Table G.2 Personality, Income and Ideology in Study 2 (UK): *Income as a Categorical Variable*

	Model 1		Model 2	
	b	SE	b	SE
Openness	-0.03	(0.02)	-0.07	(0.08)
Conscientiousness	0.11*	(0.02)	0.09	(0.07)
Extraversion	0.05*	(0.02)	0.06	(0.07)
Agreeableness	-0.13*	(0.02)	-0.01	(0.07)
Neuroticism	-0.12*	(0.02)	-0.18*	(0.06)
Income (Ref: Lowest 20%)				
20-40	-0.03*	(0.01)	-0.11	(0.07)
40-60	0.01	(0.01)	0.02	(0.06)
60-80	0.04*	(0.01)	0.23*	(0.07)
80-100	0.09*	(0.01)	0.16*	(0.07)
Openness X Income				
Openness X 20-40			0.20*	(0.07)
Openness X 40-60			0.16*	(0.07)
Openness X 60-80			0.01	(0.07)
Openness X 80-100			0.01	(0.07)
Conscientiousness X Income				
Conscientiousness X 20-40			0.05	(0.06)
Conscientiousness X 40-60			-0.01	(0.06)
Conscientiousness X 60-80			-0.07	(0.06)
Conscientiousness X 80-100			0.01	(0.06)
Extraversion X Income				
Extraversion X 20-40			-0.08	(0.06)
Extraversion X 40-60			-0.05	(0.06)
Extraversion X 60-80			-0.06	(0.06)
Extraversion X 80-100			0.12*	(0.06)
Agreeableness X Income				
Agreeableness X 20-40			-0.03	(0.07)
Agreeableness X 40-60			-0.10	(0.07)
Agreeableness X 60-80			-0.15*	(0.07)
Agreeableness X 80-100			-0.22*	(0.07)
Neuroticism X Income				
Neuroticism X 20-40			-0.00	(0.05)
Neuroticism X 40-60			0.01	(0.05)
Neuroticism X 60-80			-0.03	(0.05)
Neuroticism X 80-100			0.03	(0.05)
Female	0.02*	(0.01)	-0.06	(0.04)
Education	-0.00	(0.00)	0.03*	(0.01)
Union member	-0.05*	(0.01)	-0.07	(0.05)
Religiosity (Ref. Not-religious)				
Christian	0.04*	(0.01)	0.01	(0.05)
Other	0.02	(0.02)	-0.22	(0.15)
Include personality X all other covariates	*No*		*Yes*	
Constant	0.46*	(0.02)	0.43*	(0.07)
N	7,448		7,448	
R^2	0.05		0.08	

OLS regression coefficients with standard errors are reported in the parentheses. *$p<0.05$

Figure G.2 Marginal Effect of Personality on Economic Ideology in Study 2 (U.K.): *Income as a Categorical Variable*

(a) Agreeableness

(b) Extraversion

Table G.3 Personality, Income and Ideology in Study 3 (US): *Income as a Categorical Variable*

	Model 1		Model 2	
	b	SE	b	SE
Openness	-0.20*	(0.03)	0.06	(0.11)
Conscientiousness	0.10*	(0.02)	0.01	(0.10)
Extraversion	0.08*	(0.03)	0.18	(0.10)
Agreeableness	-0.07*	(0.03)	-0.23	(0.12)
Neuroticism	-0.07*	(0.02)	-0.02	(0.10)
Income (Ref: Lowest 25%)				
25-50	-0.00	(0.01)	0.11	(0.09)
50-75	0.07*	(0.01)	0.18*	(0.08)
75-100	0.10*	(0.02)	0.33*	(0.08)
Openness X Income				
Openness X 25-50			-0.02	(0.06)
Openness X 50-75			0.01	(0.08)
Openness X 75-100			-0.06	(0.07)
Conscientiousness X Income				
Conscientiousness X 25-50			-0.15*	(0.06)
Conscientiousness X 50-75			-0.11	(0.08)
Conscientiousness X 75-100			-0.03	(0.08)
Extraversion X Income				
Extraversion X 25-50			-0.02	(0.06)
Extraversion X 50-75			0.02	(0.09)
Extraversion X 75-100			0.03	(0.06)
Agreeableness X Income				
Agreeableness X 25-50			0.09	(0.07)
Agreeableness X 50-75			-0.00	(0.07)
Agreeableness X 75-100			-0.15	(0.08)
Neuroticism X Income				
Neuroticism X 25-50			-0.10	(0.06)
Neuroticism X 50-75			-0.10	(0.06)
Neuroticism X 75-10			-0.24*	(0.06)
Female	-0.03*	(0.01)	0.12	(0.07)
Age	0.01*	(0.00)	0.01*	(0.00)
Education	0.00	(0.01)	0.00	(0.01)
Union member	-0.07*	(0.02)	0.01	(0.03)
Religiosity (Ref. Not-religious)				
Christian	0.06*	(0.01)	-0.03	(0.13)
Other	0.04	(0.03)	-0.02	(0.06)
Include personality X all other covariates	*No*		*Yes*	
Constant	0.48*	(0.04)	-0.09	(0.17)
N	4778		4778	
R^2	0.07		0.09	

OLS regression coefficients with standard errors clustered at the state level reported in the parentheses. *p<0.05

Figure G.3 Marginal effect of Personality on Economic Ideology in Study 3 (US): *Income as a Categorical Variable*

(a) Agreeableness

(b) Neuroticism
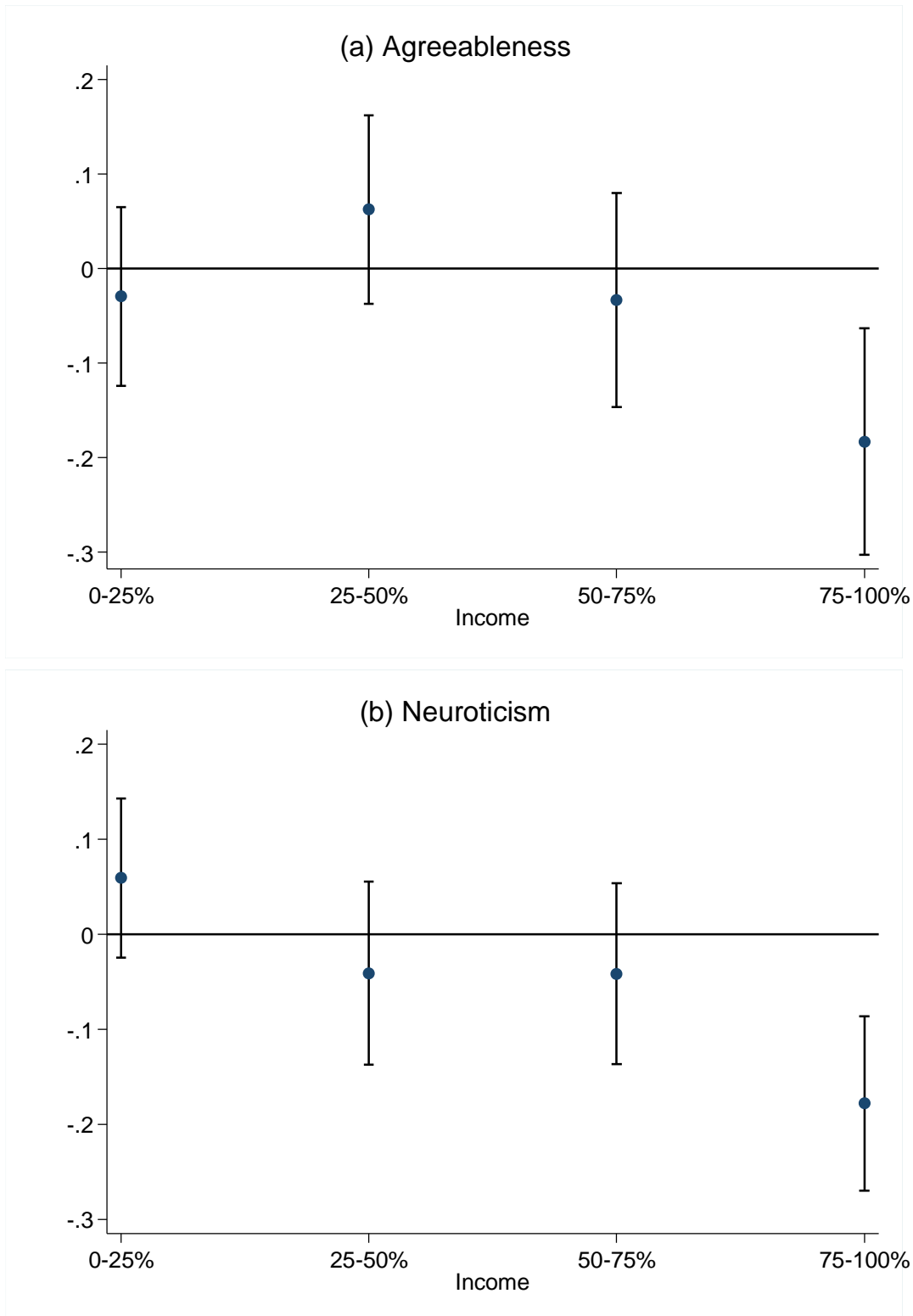
H – Mediation Analyses

Income could mediate the association between personality and economic ideology. Mediation can occur when a series of conditions are met (Stata, 2011). First, personality traits should be associated with income. Second, personality should be associated with the economic ideology in the absence of the mediator (e.g., income). Third, income should have an effect on economic ideology when personality traits are not present. Lastly, the effects of personality should decrease when income is included.

Yet, the associations between income and the Big Five personality traits are inconsistent across different studies (Furnham & Cheng, 2013; Mueller & Plug, 2006; Ng, Eby, Sorensen, & Feldman, 2005; Sutin, Costa, Miech, & Eaton, 2009). Moreover, methodological advancements have demonstrated that mediation analyses require a strong set of assumptions which are not met in the cross-sectional observational studies that I have performed in this paper (Bullock, Green, & Ha, 2010; Imai, Keele, Tingley, & Yamamoto, 2011). Regardless of these limitations, I did test the alternative argument that income mediates the association between personality and economic ideology.

In the mediation analyses, I report Sobel-Goodman tests to assess whether income mediates the association between personality and economic ideology. I ran five different models in each sample. In each model one personality trait is the independent variable whereas the other four traits as well as all control variables included in the previous analyses serve as control variables. I have bootstrapped the confidence intervals (1000 replications) and present the results in Table H.1. The results confirm that – if mediation occurs – the effect is small too modest in size.

Table H.1 Mediation analyses in the Study 1 (upper panel) and Study 2(middle panel) and Study 3 (lower panel).

Independent Variable	Coefficients	Bootstrap Standard Error	z-test	Proportion of total effect that is mediated
Study 1: Denmark				
Openness	-	-	-	-
Conscientiousness	-0.035	0.010	-3.75	0.15
Extraversion	-	-	-	-
Agreeableness	-0.039	0.010	-4.15	0.08
Neuroticism	-0.039	0.010	-3.95	0.15
Study 2: UK				
Openness	-	-	-	-
Conscientiousness	0.018	0.003	5.95	0.14
Extraversion	0.014	0.003	4.95	0.20
Agreeableness	-0.007	0.003	-2.19	0.05
Neuroticism	-0.008	0.002	-3.72	0.07
Study 3: US				
Openness	-0.016	0.004	-4.28	0.07
Conscientiousness	0.026	0.005	5.79	0.22
Extraversion	0.011	0.003	3.69	0.13
Agreeableness	-	-	-	-
Neuroticism	-	-	-	-

I – Personality a Moderator of the Effect of Income on Economic Ideology

Interaction effects are necessarily symmetric (Berry, Golder, & Milton, 2012). This implies that income attenuates the effect of personality on ideology as I discuss in the main text of the paper but also that the effect of income is moderated by personality. Based upon the suggestions by Berry and colleagues (2012), I formulate expectations about the extent to which personality moderates the effect of income on economic ideology and provide empirical evidence for these expectations.

Why would personality traits moderate the effects of income on economic ideology?

Outside the domain of politics, there is some – inconsistent – evidence that personality might moderate the effect of life events and income changes on life satisfaction (Soto & Luhmann, 2013; Yap, Anusic, & Lucas, 2012) and gender on health satisfaction (Kesavayuth, Rosenman, & Zikos, 2015). Within the domain of politics, the suggestion that personality moderates the effect of income is not tested. Following Berry and colleagues (2012), I expect that there will be a positive marginal effect of income on economic ideology irrespective of the level of a personality trait. I do so because income is expected to always exert an effect on the economic ideology of citizens. Yet, the effect of income on economic ideology might be moderated by the Big Five personality traits.

Open-mindedness is expected to be negatively associated with economic ideology. Closed-minded citizens will be more supportive of conservative economic ideology, while high income earners are also more supportive of conservative economic ideology. Accordingly, I expect to find a stronger effect of income on economic ideology among the respondents that score lower on Openness (i.e. the closed-minded).

Conscientiousness is positively associated with economic conservatism, while higher income levels are also positively associated with economic conservatism. Accordingly, I expect that there is a multiplicative effect whereby the effect of income on economic ideology is stronger among the highly conscientious individuals.

Agreeable citizens are trusting, caring, altruistic and tender-minded. One could argue that the effect of income on economic ideology is modest among high agreeable citizens because the caring, trusting and tender-minded nature of high agreeable citizens will pull them towards the support for liberal economic ideology irrespective of the income levels. Among the lower levels of Agreeableness, there might be a stronger effect of income on economic ideology. The distrusting, cynical and though-minded nature of low agreeable citizens is associated with more conservative economic ideology, while high income is also associated with more conservative economic ideology. This would create a multiplicative effect whereby the effect of income on economic ideology could be stronger.

Neurotic citizens are insecure, experience negative affect such as anxiety, anger and depression. The effect of income on economic ideology might be smaller among highly neurotic individuals because their dispositional insecurity will make neurotic citizens support liberal economic policies irrespective of their income level. Contrarily, the effect of income on economic ideology might be stronger among low neurotic individuals because their dispositional tendency to be stable and secure will make it easier for income to exert an effect on economic ideology.

Finally, it is unclear how Extraversion would moderate the effect of income.

Methods

Following Berry and colleagues (2012), interaction effects are symmetric. Accordingly, I do not need to run additional analyses to test whether personality moderates the effect of income

on economic ideology. I expect that the effect of income on economic ideology is stronger among the closed-minded, conscientiousness, low agreeable and low neurotic individuals. I present plots of the marginal effects of income on economic ideology over the range of a personality traits based upon the full models that I estimated in each model 4 of the three different studies (Denmark: Table 1; U.K.: Table 2; U.S.: Table 3). Note that, following another suggestion by Berry and colleagues (2012), I also include a histogram with the distribution of the specific personality trait in each figure.

Results

Study 1 (Denmark). I start with the discussion of the idea that personality moderates the effect of income on economic ideology. Model 4 in Table 1 of the main text showed that there were substantive interaction effects between income and Openness as well as income and Agreeableness. In the main text of the paper, I have discussed the extent to which income moderates the effect of the traits Openness and Agreeableness on economic ideology. Here, I discuss the extent to which personality moderates the effect of income on economic ideology.

Starting with the interaction between income and Openness, Figure I.1 (panel A) shows that there is positive marginal effect of income on economic ideology over the range of Openness. Yet, this effect is considerably stronger among the lower levels of Openness compared to the higher levels of Openness. A similar pattern is observed for the effect of income over the range of Agreeableness (Figure I.1, panel B). Here the effect of income is stronger among the low agreeable respondents compared to the high agreeable respondents. These findings confirm that Openness and Agreeableness moderate the effect of income on economic ideology.
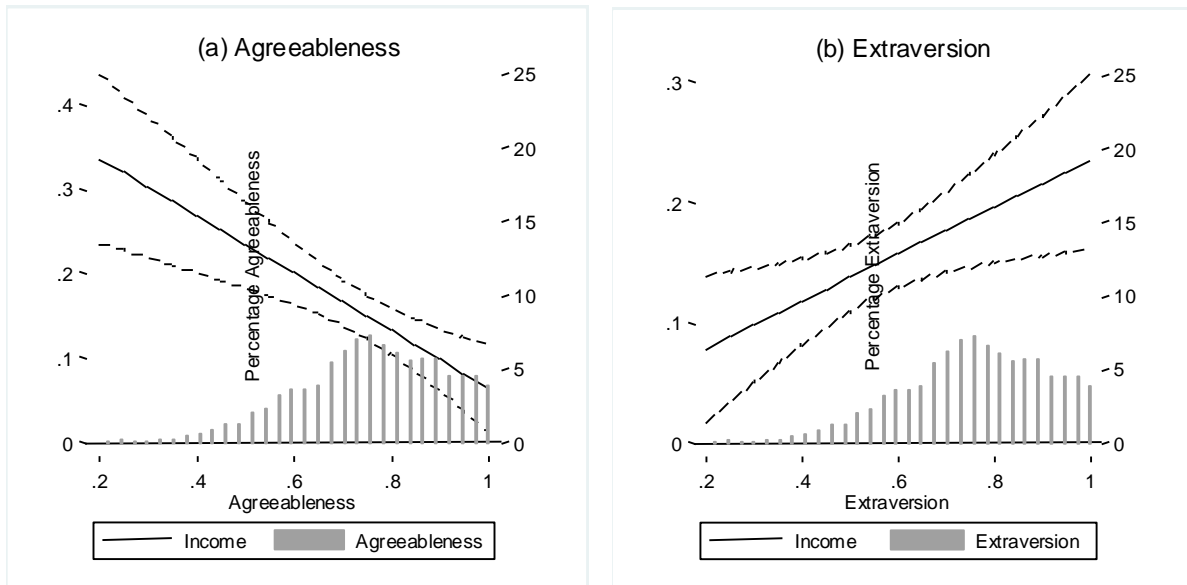
Figure I.1 Marginal Effect of Income on Economic Ideology in Study 1 (Denmark)
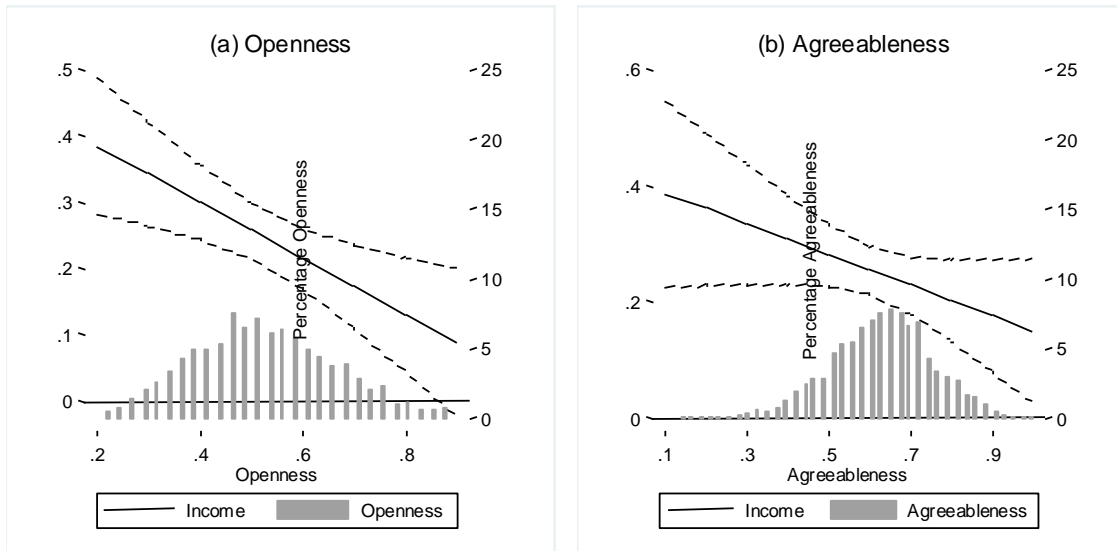
Note: Each panel illustrates the marginal effect of income on economic ideology. A positive marginal effect indicates a more conservative economic ideology. The vertical axis on the right hand side of each panel is for the distribution of the personality. Specifically, it indicates the percentage of a personality trait at different levels of the personality trait. Each panel is based on Table 1 (model 4) reported in the main text.

Study 2 (UK). I again only focus upon the interaction effects that were significant. Like in study 1, Figure I.2 shows that the effect of income on economic ideology is stronger among the low agreeable respondents compared to the high agreeable respondents. In study 2, there was also an interaction effect between Extraversion and income. I observe in Figure I.2, panel B, that the effect of income on economic ideology is stronger among the more extraverted respondents compared to the less extraverted respondents. Finally, in both panels the effect of income on economic ideology is positive and statistically significant over the full range of the personality traits.

Figure I.2 Marginal Effect of Income on Economic Ideology in Study 2 (United Kingdom)

Note: Each panel illustrates the marginal effect of income on economic ideology. A positive marginal effect indicates a more conservative economic ideology. The vertical axis on the right hand side of each panel is for the distribution of the personality. Specifically, it indicates the percentage of a personality trait at different levels of the personality trait. Each panel is based on Table 2 (model 4) reported in the main text.

Study 3 (United States). The results of the test whether personality moderates the effect of income on economic ideology in study 3 resemble the results from study 1 and 2. Again, I find a positive effect of income over, almost, the full range of the traits Agreeableness and Neuroticism. Like in study 1 and 2, Figure I.3 (panel A) shows that the effect of income on economic ideology is stronger among the low agreeable voters compared to the high agreeable voters. In study 3 there is also significant interaction effect between income and Neuroticism. Figure I.3, panel B, illustrates that the effect of income on economic ideology is stronger among low neurotic respondents compared to the high neurotic respondents.

Conclusion

I have shown that income does not only moderates the effect of personality on economic ideology but that personality also moderates the effect of income economic ideology. The theoretical grounding of the latter interaction needs to be developed into more rigorous

hypotheses. Yet, the analyses in this Supplementary Information do signal that Berry and colleagues (2012) rightly pointed out that interactions are symmetric and that personality and income could both serve as moderator of the effect of the other variable on economic ideology. At this point, more research is necessary to develop the argument *why* personality moderates the effect of income on economic ideology.

Figure I.3 Marginal Effect of Income on Economic Ideology in Study 3 (United States)
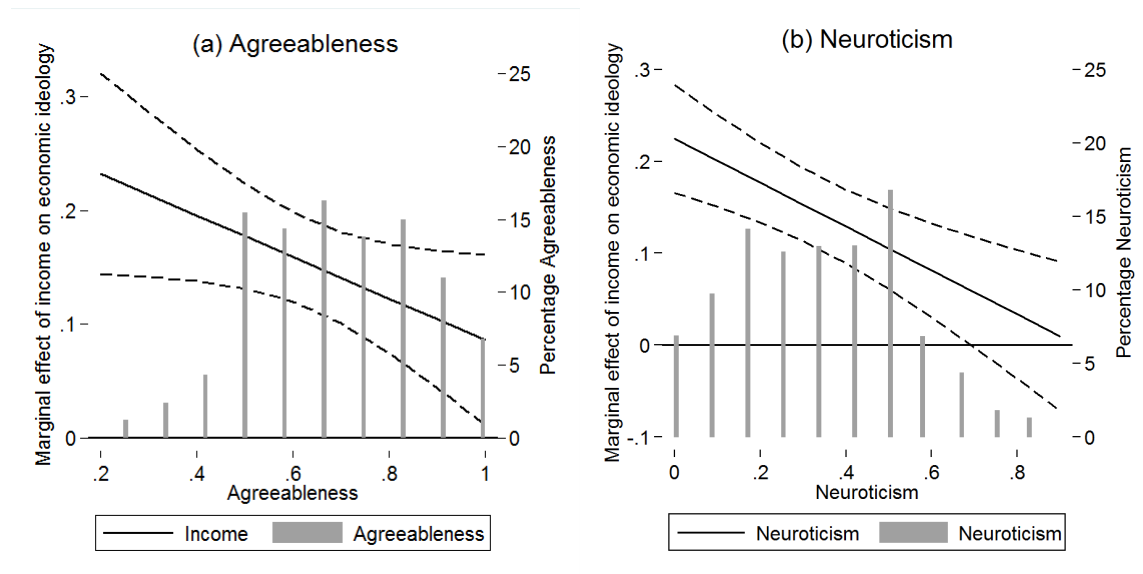
Note: Each panel illustrates the marginal effect of income on economic ideology. A positive marginal effect indicates a more conservative economic ideology. The vertical axis on the right hand side of each panel is for the distribution of the personality. Specifically, it indicates the percentage of a personality trait at different levels of the personality trait. Each panel is based on Table 3 (model 4) reported in the main text.

**J – Ordered Logistic Regression (UK sample)**

In the UK sample, economic ideology was measured using one item. Specifically, participants were asked to indicate their agreement with the item "The government should redistribute income." This item was scored on a five-point Likert type-scale ranging from "Strongly agree" (0) through "strongly disagree" (1). I have presented ordinary least square regression results in Table 2 of the paper. I demonstrate that the results are robust for alternative model specifications, namely ordered logistic regression analyses. Table J.1 presents the estimates of the ordered logistic regression models and demonstrate that the result presented in table 2 of the paper are robust for an alternative model specification. Figure J.1 plots the marginal effect of a personality trait on having a conservative economic ideology (i.e., answering "strongly disagree" on the statement). The results for Agreeableness (panel A) and Extraversion (panel B) mirror the results reported in Figure 2 in the main text.

Table J.1 Personality, Income and Ideology in Study 2 (UK): *Ordered Logistic Regression*

	1	2	3	4
Openness (0-1)	0.81	0.81	1.40	1.26
	(0.12)	(0.13)	(0.44)	(0.66)
Conscientiousness (0-1)	2.49*	2.20*	1.69	2.14
	(0.34)	(0.30)	(0.47)	(1.03)
Extraversion (0-1)	1.60*	1.45*	0.68	0.79
	(0.21)	(0.19)	(0.18)	(0.37)
Agreeableness (0-1)	0.40*	0.40*	1.44	1.03
	(0.07)	(0.07)	(0.45)	(0.54)
Neuroticism (0-1)	0.41*	0.43*	0.32*	0.27*
	(0.05)	(0.05)	(0.07)	(0.11)
Income (0-1)		2.93*	12.91*	8.79*
		(0.27)	(7.98)	(5.74)
Personality X Income				
Openness X Income			0.27*	0.64
			(0.16)	(0.42)
Conscientiousness X Income			1.78	1.16
			(1.03)	(0.70)
Extraversion X Income			6.12*	4.11*
			(3.32)	(2.34)
Agreeableness X Income			0.04*	0.09*
			(0.03)	(0.06)
Neuroticism X Income			1.92	1.16
			(0.89)	(0.57)
Female (=1)	1.18*	1.20*	1.20*	0.64
	(0.06)	(0.06)	(0.06)	(0.20)
Education (1-7)		1.00	1.00	1.31*
		(0.01)	(0.01)	(0.12)
Union member (=1)		0.71*	0.72*	0.62
		(0.03)	(0.03)	(0.20)
Religiosity (Ref. Not-religious)				
Christian		1.38*	1.38*	1.05
		(0.08)	(0.08)	(0.42)
Other		1.16	1.13	0.17
		(0.19)	(0.18)	(0.19)
Include personality X all other covariates	*No*	*No*	*No*	*Yes*
N	7450	7448	7448	7448
Pseudo R^2	0.01	0.02	0.02	0.02
LR Chi^2	173	388	427	519
Log likelihood	-10638	-10527	-10508	-10462
ΔF			*37.84*	*17.62*

Odds ratios reported with standard errors in the parentheses. *p<0.05

Figure J.1 Marginal Effect of Personality on Conservative Economic Ideology in Study 2 (United Kingdom)
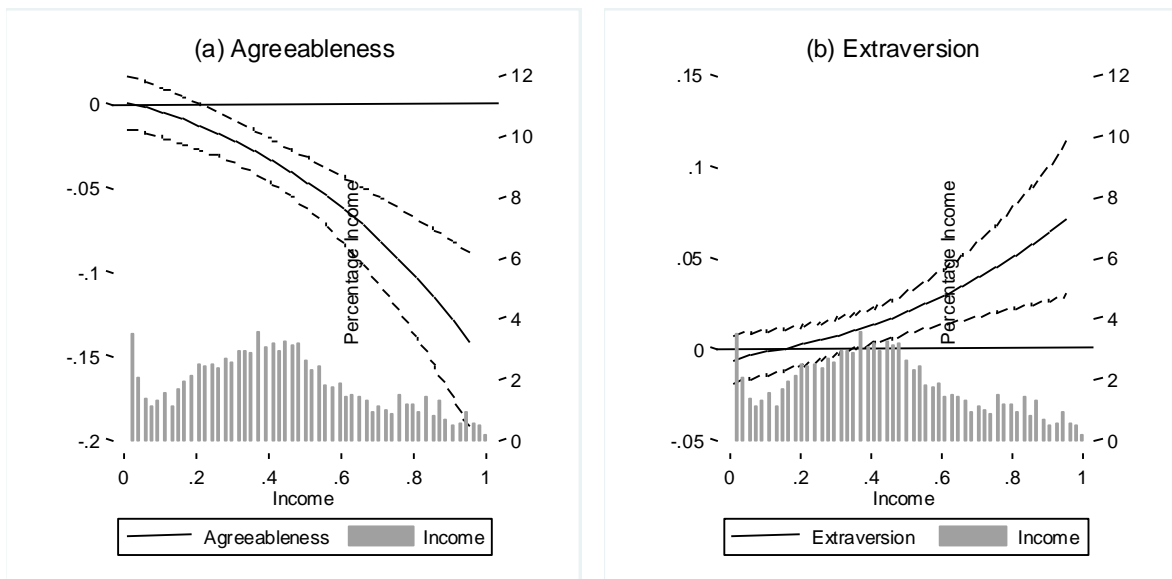
Note: Each panel illustrates the marginal effect of income on economic ideology. A positive marginal effect indicates a more conservative economic ideology. The vertical axis on the right hand side of each panel is for the distribution of the personality. Specifically, it indicates the percentage of a personality trait at different levels of the personality trait. Each panel is based on Table 3 (model 4) reported in the main text.

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