

This zip file contains the Stata programs and the Stata data set that produce all the results for "Caveat venditor: The conditional effect of relationship-specific investment on contractual behavior" by Peter Murrell and Radu A. Păun

There are eight sets of results that can be produced.

1. Results in the body of the paper itself
 2. Appendix C: Robustness Tests Using a Process Index of Contractual Detail
 3. Appendix D: Robustness Tests Using a Textual Index of Contractual Detail
 4. Appendix E: Robustness Tests Using Additional Explanatory Variables
 5. Appendix F: Robustness Tests Based on a More Restrictive Definition of Specific Investment
 6. Appendix G: Robustness Tests Based on a Less Restrictive Definition of Seller Specific Investment
 7. Appendix H: Robustness Tests Based on Alternative Definitions of the Determinants of Relationship-specific Investment
 8. Appendix I: Robustness Tests Based on an Alternative Definition of Court Quality
- The seven appendixes are contained in the Supplementary Content file, which is to be posted accompanying the online version of the paper.

In the zip file, there are eight Stata batch programs whose names correspond to the list of eight sets of results above. Each of the batch programs will produce six sets of results that correspond to the six empirical elements of the paper. These six sets of results each appear in five tables (Table 4 has two subsets). The names of the tables in the paper itself are:

Table 1: Descriptive Statistics

Table 2: OLS Estimates of the Determinants of Detailed Contracting

Table 3: Maximum Likelihood Treatment-Effects Estimates of the Effect of Relationship-Specific Investment

Table 4 first part: Heckman Two-Step Estimates of the Effect of Relationship-Specific Investment

Table 4 second part: Instrumental-Variable Estimates of the Effect of Relationship-Specific Investment

Table 5: Maximum Likelihood Treatment-Effects Estimates with Identification Based on Non-Linearities.

The tables in the appendixes have virtually identical names and content—Table 1 becomes Table C.1 in Appendix C, etc.

The Stata dataset is called "MurrellPaunRomaniaJLEODataAugust2016.dta" and is in .dta-format 118 produced by Stata 14. It contains all the data needed to run the eight batch files.

As is usual, the names of the variables in the Stata data file are rather cryptic compared to the names of the corresponding variables used in the paper. Therefore, we have provided the table below that gives the correspondence between the paper's names and those used in Stata.

<i>Variables in paper:</i>	Name in Stata file
Index of contractual detail	Comp2
Seller specific investment	Sspinv
Buyer specific investment	Bspinv
Quality of the courts	Courtqd
Information dissemination among sellers	Sinfo
Information dissemination among buyers	Binfo
First agreement	First
Exogenous uncertainty	Uncert_d2
Seller dependence on partner	Sdepend
Buyer dependence on partner	Bdepend
Construction	Constr
Heavy industry	Heavyind
Light manufacturing	Lightind
Other sectors	Other
Few potential buyers	Buyer1
Few potential sellers	Seller1
Few buyers, construction	Buy1c
Few buyers, heavy	Buy1h
Few buyers, light	Buy1l
Few buyers, other	Buy1o
Many buyers, construction	Buy2c
Many buyers, heavy	Buy2h
Many buyers, light	Buy2l
Many buyers, other	Buy2o
Few sellers, construction	Sell1c
Few sellers, heavy	Sell1h
Few sellers, light	Sell1l
Few sellers, other	Sell1o
Many sellers, construction	Sell2c
Many sellers, heavy	Sell2h
Many sellers, light	Sell2l
Many sellers, other	Sell2o
Process index of contractual detail	Compn2
Textual index of contractual detail	Compnn2
State control	State1
State share	State2
State origin	Statec
In same location	Loc
Firm founded before 1990	Age2
Large firm	Size
Seller specific investment, more restrictive definition	Nsspinv
Buyer specific investment, more restrictive definition	Nbspinv
Seller specific investment, less restrictive definition	N2sspinv
Buyer specific investment, less restrictive definition	N2bspinv
Few buyers, construction, new definition	Nbuy1c
Few buyers, heavy, new definition	Nbuy1h
Few buyers, light, new definition	Nbuy1l
Few buyers, other, new definition	Nbuy1o
Many buyers, construction, new definition	Nbuy2c

Many buyers, heavy, new definition	Nbuy2h
Many buyers, light, new definition	Nbuy2l
Many buyers, other, new definition sectors	Nbuy2o
Few sellers, construction, new definition	Nsell1c
Few sellers, heavy, new definition	Nsell1h
Few sellers, light, new definition	Nsell1l
Few sellers, other, new definition	Nsell1o
Many sellers, construction, new definition	Nsell2c
Many sellers, heavy, new definition	Nsell2h
Many sellers, light, new definition	Nsell2l
Many sellers, other, new definition	Nsell2o
Quality of the courts, new definition	Courtqc