

Supplemental Materials for Joel M. Podolny and Fiona M. Scott Morton, "Social Status, Entry and Predation: The Case of British Shipping Cartels 1879-1929," *The Journal of Industrial Economics* 47 (1), March 1999, pp. 41-67

Supplemental Regression

We report here a simpler specification than Table IV of the published article, in which we include only variables reflecting the identity of the potential target and an intercept term.

Determinants of Price War

<i>Identity of potential target</i>	
Status of potential target	-1.02 (0.82)
Status of potential target * Age	0.036* (0.018)
Age	-0.037** (0.016)
Intercept	0.18 (0.305)
Log Likelihood	-25.84
$\phi(X\beta)$ for marginal effect	0.618
Number of obs.	49

Standard errors are in parentheses. ** $p < .05$, one-tailed test; * $p < .10$, one-tailed test. The standard normal density is evaluated using the estimated coefficients and the mean values of the variables.