

S2 Table. Robustness Checks on Sample of 60 Clips. This table presents coefficient estimates from OLS regressions using data on a select sample of Supreme Court oral arguments made by male advocates. The dependent variable is an indicator for whether the advocate won the case or not. Independent variables are voice-based ratings of advocate attributes normalized by survey participant. Column 1 reports baseline regression results, column 2 reports results from a specification that includes lawyer biographical controls: age, number of clerkships, and dummies for whether the advocate attended an elite law school, has a second graduate degree, served on law review or as a Supreme Court clerk. Columns 3-4 compare regression results using alternative survey designs to the baseline results presented in column 1. Column 3 presents results from a survey of approximately 200 participants rating the set of 60 audio clips, and column 4 presents results using ratings obtained from a survey that randomly assigned only one attribute to each audio clip. ^a ratings of educatedness were included instead of aggressiveness in columns 3-4; ^b ratings of age were included instead of intelligence in column 4; †, *, and ** indicate significance at the 10 percent, 5 percent, and 1 percent levels, respectively.

Dependent Variable: Case Outcome (= 1 if advocate won; = 0 if advocate lost)				
	Baseline (1)	Advocate Biography (2)	Tenfold Ratings (3)	Single Attribute (4)
Aggressive ^a	0.0171 (0.0224)	0.0254 (0.0200)		
Attractive	0.00950 (0.0230)	0.00544 (0.0193)	-0.0142 (0.0216)	-0.0208 (0.0219)
Confident	0.00376 (0.0239)	0.00575 (0.0190)	0.0254 (0.0263)	-0.0132 (0.0238)
Intelligent ^b	0.0274 (0.0194)	0.0242 (0.0154)	0.00463 (0.00896)	
Masculine	-0.0567 [†] (0.0310)	-0.0644* (0.0263)	-0.0982* (0.0381)	-0.0541 [†] (0.0297)
Trustworthy	0.0205 (0.0170)	0.0205 (0.0145)	-0.00485 (0.00874)	-0.0135 (0.0140)
Win	-0.0181 (0.0197)	-0.0225 (0.0168)	-0.00192 (0.00855)	-0.00391 (0.0198)
Constant	0.505** (0.0664)	0.388 (0.354)	0.500** (0.0633)	0.502** (0.0643)
R squared	0.013	0.134	0.033	0.018
R squared Adj.	.0076092	.1239723	.0319564	.0168711
Degrees of freedom	57	57	59	59
F statistic	1.160	3.379	1.655	0.859
Observations	1184	1184	11040	4631