

Supplemental appendix

Table A1: Donor countries included in the analysis.

Country	DAC status	Number of trust funds	Performance orientation
AUS	Member	192	1.10
AUT	Member	71	-0.60
BEL	Member	56	-0.87
CAN	Member	241	0.95
CHL	Observer	1	
CZE	Member	5	
DNK	Member	154	0.95
EST	Observer	4	
FIN	Member	104	1.14
FRA	Member	108	-0.21
DEU	Member	100	-0.47
GRC	Member	10	-1.16
HUN	Member	4	
ISL	Member	22	
IRL	Member	69	0.27
ISR	Observer	3	
ITA	Member	102	-0.37
JPN	Member	39	-0.66
KOR	Member	30	-0.32
LAT	Observer	2	
LUX	Member	40	-1.69
MEX	Observer	5	
NED	Member	333	
NZL	Member	38	
NOR	Member	197	0.64
POL	Member	6	
PRT	Member	18	-0.26
SVK	Member	1	
SVN	Member	8	

ESP	Member	69	-1.14
SWE	Member	280	1.54
CHE	Member	219	-0.28
TUR	Observer	9	
GBR	Member	460	1.41
USA	Member	128	1.10

Table A2: Overview of econometric models and regression formulas.

Cross-section analysis	<p>$Y_i = \alpha + \beta \text{PFO}_i + Z_i' \Gamma + e_i$ for donors $i=1, \dots, 35$ where</p> <p>Y_i refers to the number of trust funds (Table 2), the ratio of trust fund aid (Table 3), or amount of trust fund contributions (Table A5)</p> <p>PFO_i is the performance-orientation index (Table 2) or government outsourcing (Table A6)</p> <p>Z_i is a vector of control variables</p> <p>SUR analysis</p> <p>(1) $y_i^{\text{CO}} = \alpha_1 + \beta_1 \text{PFO}_i + Z_i' \Gamma_1 + e_{1i}$</p> <p>(2) $y_i^{\text{TA}} = \alpha_2 + \beta_2 \text{PFO}_i + Z_i' \Gamma_2 + e_{2i}$</p> <p>Where the two equations model the share of trust fund aid for co-financing funds (y_i^{CO}) and technical assistance funds (y_i^{TA}). Both equations are estimated simultaneously under a joint error structure.</p>
Panel analysis	<p>$Y_{it} = \alpha + \beta \text{PFO}_{it} + Z_{it}' \Gamma + u_i + e_{it}$ for donors $i=1, \dots, 35$ and $t=2009, \dots, 2012$ where</p> <p>Y_{it} is the number of trust funds (Table 6) or amount of trust fund contributions (Table A11)</p> <p>PFO_{it} is the share of outsourcing (Table 6), $+u_i$ are fixed effects; all else as above</p> <p>SUR analysis</p> <p>(1) $y_{it}^{\text{CO}} = \alpha_1 + \beta_1 \text{PFO}_{it} + Z_{it}' \Gamma_1 + u_i + e_{1it}$</p> <p>(2) $y_{it}^{\text{TA}} = \alpha_2 + \beta_2 \text{PFO}_{it} + Z_{it}' \Gamma_2 + u_i + e_{2it}$</p>

Table A3: Factor analysis of government performance measures.

Consider the following six measures of performance orientation of OECD/DAC governments:

	Observations	Mean	SD	Min	Max
Use of outsourcing (%)	34	6.557	2.514	2.650	13.100
Use of human resource management	21	0.654	0.100	0.440	0.830
Use of performance assessments	20	0.655	0.146	0.280	0.860
Use of independent regulators	20	3.321	0.420	2.260	4.030
Use of performance budgeting	21	0.377	0.112	0.130	0.575
Use of performance pay	21	0.691	0.297	0.000	0.930

Factor analysis shows that they all load onto a single factor that captures 81.5% of the variance.

	Eigenvalue	Difference	Proportion of variance explained	Cumulative variance explained
Factor 1	2.115	1.524	0.815	0.815
Factor 2	0.590	0.267	0.228	1.043
Factor 3	0.323	0.315	0.124	1.167
Factor 4	0.008	0.144	0.003	1.170
Factor 5	-0.136	0.169	-0.053	1.118
Factor 6	-0.305	.	-0.118	1.000

Notes: Factor analysis with six predictors of government performance available from OECD/DAC statistics.

	Factor 1	Factor 2	Factor 3	Factor 4	Uniqueness
Use of outsourcing (%)	0.630	0.288	-0.050	0.027	0.517
Use of human resource management	0.751	-0.256	0.291	-0.008	0.286
Use of performance assessments	0.593	-0.368	-0.077	0.051	0.505
Use of independent regulators	0.300	0.377	0.364	-0.006	0.635
Use of performance budgeting	0.546	0.380	-0.265	0.004	0.488
Use of performance pay	0.644	-0.143	-0.165	-0.065	0.534

Notes: The one-factor solution comes out as the preferred one.

The common factor that is based on the common variance of the above six indicators and the individual indicators are highly correlated with our binary measure of performance orientation:

	Factor 1	Use of outsourcing (%)	Use of human resource management	Use of performance assessments	Use of independent regulators	Use of performance budgeting	Use of performance pay
Correlation	0.678	0.801	0.392	0.298	0.489	0.537	0.419
p-value	0.001	0.000	0.097	0.216	0.034	0.018	0.074

Table A4: Descriptive statistics for the regression sample of the cross-sectional analysis.

Variable	Count	Mean	SD	Min	Max
Number of trust funds	20	127.95	110.75	10.00	460.00
Contributions to funds	20	7.09	1.61	3.29	9.41
Performance orientation	20	0.00	0.94	-1.69	1.54
Population	20	16.52	1.37	12.99	18.65
GDP per capita	20	10.45	0.38	9.66	11.21
ODA/GNI	20	0.38	0.25	0.06	1.03
ICRG index	20	0.86	0.12	0.63	1.00
Independent agency	20	0.50	0.51	0.00	1.00
EB member	20	0.50	0.51	0.00	1.00
IDA voting power	20	4.63	1.79	2.21	10.96
Start year	20	2005.39	1.26	2002.40	2007.07
Preference heterogeneity	20	0.87	0.02	0.82	0.90
Military expenditure	20	1.63	0.69	0.73	3.41
Political globalization	20	90.11	8.40	58.20	97.05
Aid support	20	88.33	6.07	72.70	95.28
Government ideology	20	5.59	1.78	2.73	7.78
Multilateral ODA/GNI	20	0.13	0.08	0.02	0.38

Table A5: Performance orientation and total contributions to trust funds over FY 2002-13.

<i>Contributions</i>	(1)		(2)		(3)	
Performance orientation	0.362**	(0.160)	0.554***	(0.122)	0.453*	(0.216)
Population	1.246***	(0.178)	1.293***	(0.132)	1.253***	(0.277)
GDP per capita	2.977***	(0.372)	2.582***	(0.196)	2.946***	(0.504)
ODA/GNI	0.467	(0.384)	1.021*	(0.456)	1.398	(1.876)
ICRG index	1.601	(1.396)	0.008	(1.707)	1.235	(2.028)
Independent agency	0.577***	(0.163)	0.757***	(0.212)	0.592**	(0.230)
EB member	-0.301	(0.284)	-0.321	(0.268)	-0.242	(0.416)
IDA voting power	-0.053	(0.082)	-0.111	(0.064)	-0.070	(0.090)
Start year	0.052	(0.096)	-0.099	(0.134)	-0.024	(0.087)
Preference heterogeneity			-4.040	(7.685)		
Military expenditure			-0.574***	(0.139)		
Political globalization			-0.001	(0.011)		
Aid support					-0.014	(0.030)
Government ideology					0.083	(0.074)
Multilateral ODA/GNI					-2.912	(4.789)
Observations	20		20		20	
Adjusted-R2	0.938		0.972		0.925	

Notes: Ordinary Least Squares regression with robust standard errors. Significance levels: *** p<.01 ** p<.05 * p<.1.

Table A6: Government outsourcing and trust funds support using cross-sectional analysis over FY 2002-13.

	(1)	(2)	(3)
Government outsourcing	0.080** (0.034)	0.076** (0.037)	0.088* (0.049)
Population	0.487*** (0.059)	0.375*** (0.077)	0.414*** (0.064)
GDP per capita	1.333*** (0.172)	1.239*** (0.166)	1.184*** (0.191)
ODA/GNI	0.759*** (0.242)	0.746*** (0.252)	0.153 (0.897)
ICRG index	2.971*** (0.898)	2.341*** (0.893)	3.172*** (1.149)
Independent agency	-0.005 (0.100)	0.043 (0.092)	0.062 (0.112)
EB member	0.345** (0.151)	0.386*** (0.136)	0.544*** (0.177)
IDA voting power	-0.162*** (0.025)	-0.144*** (0.033)	-0.160*** (0.027)
Start year	0.157*** (0.052)	0.144*** (0.051)	0.128** (0.054)
Preference heterogeneity		-0.559 (1.135)	
Military expenditure		-0.065 (0.086)	
Political globalization		0.021*** (0.008)	
Aid support			-0.008 (0.013)
Government ideology			0.089** (0.039)
Multilateral ODA/GNI			1.824 (2.670)
Observations	34	34	34
Pseudo-R2	0.268	0.298	0.287

Notes: Negative-binomial regression of the number of trust funds (FY 2002-13) with robust standard errors. LR test rejects Poisson model ($p < 0.001$).

Significance levels: *** $p < .01$ ** $p < .05$ * $p < .1$.

Table A7: Alternative definitions of performance orientation.

	LME		LME		LME		Latent factor without LME		LME/EE	
<i>Number of funds</i>	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Performance orientation	0.460***	(0.097)	0.430***	(0.107)	0.406***	(0.107)	0.428***	(0.062)	0.454***	(0.093)
Population	0.452***	(0.058)	0.329***	(0.067)	0.373***	(0.063)	0.489***	(0.058)	0.494***	(0.049)
GDP per capita	1.359***	(0.207)	1.265***	(0.181)	1.159***	(0.194)	1.824***	(0.183)	1.494***	(0.197)
ODA/GNI	0.625***	(0.234)	0.456**	(0.217)	-0.625	(0.593)	0.138	(0.179)	0.607***	(0.228)
ICRG index	2.865***	(0.695)	2.467***	(0.673)	3.324***	(0.640)	3.086***	(0.641)	3.008***	(0.593)
Independent agency	-0.091	(0.092)	-0.082	(0.092)	0.010	(0.113)	0.090	(0.058)	-0.096	(0.092)
EB member	0.420***	(0.128)	0.466***	(0.109)	0.579***	(0.161)	-0.051	(0.089)	0.382***	(0.116)
IDA voting power	-0.168***	(0.026)	-0.111***	(0.035)	-0.152***	(0.024)	-0.212***	(0.015)	-0.182***	(0.024)
Start year	0.133**	(0.052)	0.150***	(0.055)	0.128***	(0.043)	0.007	(0.027)	0.121**	(0.049)
Preference heterogeneity		1.525	(1.145)							
Military expenditure		0.061	(0.079)							
Political globalization		0.020**	(0.008)							
Aid support					-0.000	(0.009)				
Government ideology					0.062	(0.050)				
Multilateral ODA/GNI					3.972*	(2.146)				
Observations	35	35	35	35	20	35				
Pseudo-R2	0.278	0.319	0.298	0.338	0.283					

Notes: Negative-binomial regression analysis with robust standard errors. Specific indicator for ‘performance orientation’ shown in respective column header. Alternative measures of performance orientation are defined as follows: (1) Liberal market economy (LME), a binary indicator for countries including AUS, CAN, IRL, NZL, SWE, DNK, FIN, NOR, GBR, and USA ($\mu=0.29$, $sd=0.46$); (2) LME/EE: as ‘liberal market economy’, but adding the following Eastern European donors: EST, LVA, HUN, SVK, and SVN ($\mu=0.46$, $sd=0.51$); (3) Column 4 ‘Latent factor without LME’ ($\mu=0.00$, $sd=0.89$).

Significance levels: *** $p<.001$ ** $p<.01$ * $p<.05$.

Table A8: Linear estimation of the relationship between performance orientation and the number of trust funds over FY 2002-13.

	(1)	(2)	(3)
Performance orientation	0.354*** (0.037)	0.349*** (0.043)	0.335*** (0.052)
Population	0.448*** (0.059)	0.429*** (0.069)	0.484*** (0.095)
GDP per capita	1.616*** (0.173)	1.622*** (0.226)	1.692*** (0.259)
ODA/GNI	0.289 (0.251)	0.249 (0.307)	0.399 (0.662)
ICRG index	2.332*** (0.376)	2.226*** (0.591)	2.430*** (0.576)
Independent agency	-0.045 (0.066)	-0.052 (0.081)	-0.092 (0.099)
EB member	0.208* (0.110)	0.229 (0.147)	0.147 (0.154)
IDA voting power	-0.212*** (0.014)	-0.203*** (0.021)	-0.219*** (0.024)
Start year	0.063* (0.029)	0.081* (0.039)	0.073* (0.033)
Preference heterogeneity		0.844 (1.397)	
Military expenditure		0.016 (0.068)	
Political globalization		0.002 (0.005)	
Aid support			0.002 (0.006)
Government ideology			-0.034 (0.039)
Multilateral ODA/GNI			-0.252 (1.655)
Observations	20	20	20
Adjusted R2	0.981	0.974	0.977

Notes: Ordinary Least Squares regression with robust standard errors. Significance levels: *** p<.01 ** p<.05 * p<.1.

Table A9: Split-sample results aligning with key phases of the trust fund reform process.

	Phase I: 2001-2007						Phase II: 2007-2013					
	(1)	(2)	(3)	(4)	(5)	(6)	(4)	(5)	(6)	(4)	(5)	(6)
Performance orientation	0.357***	(0.041)	0.339***	(0.045)	0.340***	(0.047)	0.455***	(0.052)	0.421***	(0.055)	0.446***	(0.065)
Population	0.438***	(0.061)	0.406***	(0.063)	0.459***	(0.058)	0.475***	(0.075)	0.423***	(0.065)	0.574***	(0.082)
GDP per capita	1.769***	(0.170)	1.799***	(0.158)	1.831***	(0.103)	1.805***	(0.198)	1.838***	(0.201)	2.004***	(0.174)
ODA/GNI	0.268	(0.187)	0.161	(0.204)	-0.015	(0.479)	0.206	(0.207)	0.072	(0.216)	0.520	(0.589)
ICRG index	1.667***	(0.469)	1.623***	(0.492)	1.788***	(0.473)	2.640***	(0.507)	2.635***	(0.591)	2.845***	(0.620)
Independent agency	0.074	(0.056)	0.038	(0.077)	0.060	(0.064)	-0.032	(0.062)	-0.026	(0.070)	-0.141*	(0.084)
EB member	0.158*	(0.093)	0.214*	(0.116)	0.048	(0.081)	0.217*	(0.123)	0.246	(0.151)	0.053	(0.121)
IDA voting power	-0.192***	(0.020)	-0.180***	(0.026)	-0.201***	(0.024)	-0.186***	(0.021)	-0.161***	(0.024)	-0.209***	(0.024)
Start year	0.261***	(0.035)	0.293***	(0.046)	0.301***	(0.041)	-0.158***	(0.045)	-0.133**	(0.055)	-0.158***	(0.040)
Preference heterogeneity		2.084	(1.794)					1.340	(1.608)			
Military expenditure		0.050	(0.080)					0.040	(0.081)			
Political globalization		0.003	(0.007)					0.009	(0.009)			
Aid support					0.005	(0.006)					0.003	(0.008)
Government ideology					-0.065***	(0.019)					-0.080**	(0.031)
Multilateral ODA/GNI					0.874	(1.364)					-0.805	(1.532)
Observations	20	20	20	20	20	20	20	20	20	20	20	20
Pseudo-R2	0.379	0.384	0.410	0.410	0.338	0.344	0.338	0.344	0.371	0.371	0.371	0.371

Notes: Negative-binomial regression of the number of trust funds (FY 2002-13) with robust standard errors. LR test rejects Poisson model ($p < 0.001$).

Significance levels: *** $p < .01$ ** $p < .05$ * $p < .1$.

Table A10: Excluding small funds (less than USD 1 million size).

	(1)	(2)	(3)
Performance orientation	0.348*** (0.042)	0.335*** (0.037)	0.337*** (0.053)
Population	0.461*** (0.063)	0.431*** (0.069)	0.479*** (0.081)
GDP per capita	1.718*** (0.166)	1.734*** (0.171)	1.758*** (0.178)
ODA/GNI	0.212 (0.225)	0.136 (0.238)	0.191 (0.626)
ICRG index	2.216*** (0.582)	2.118*** (0.595)	2.275*** (0.636)
Independent agency	-0.049 (0.062)	-0.057 (0.083)	-0.070 (0.076)
EB member	0.175* (0.095)	0.207* (0.119)	0.130 (0.116)
IDA voting power	-0.197*** (0.016)	-0.184*** (0.025)	-0.201*** (0.025)
Start year	0.062** (0.031)	0.085* (0.046)	0.070* (0.040)
Preference heterogeneity		1.233 (1.698)	
Military expenditure		0.026 (0.088)	
Political globalization		0.004 (0.006)	
Aid support			0.002 (0.007)
Government ideology			-0.025 (0.028)
Multilateral ODA/GNI			0.092 (1.725)
Observations	20	20	20
Pseudo-R2	0.337	0.340	0.341

Notes: Negative-binomial regression of the number of trust funds (FY 2002-13) with robust standard errors. LR test rejects Poisson model ($p < 0.001$). Significance levels: *** $p < .01$ ** $p < .05$ * $p < .1$.

Table A11: Performance orientation and annual contributions to trust funds over FY 2009-12.

	(1)	(2)	(3)	(4)	(5)					
Government outsourcing	0.358*	(0.194)	0.269	(0.284)	0.394**	(0.177)	0.351*	(0.203)	0.272	(0.245)
Population	2.311	(4.826)	3.120	(4.156)	6.720	(6.083)	2.408	(4.707)	2.573	(4.466)
GDP per capita	3.549**	(1.378)	2.908	(2.473)	3.630**	(1.385)	3.574**	(1.517)	4.010**	(1.584)
ODA/GNI	0.312	(0.561)	0.437	(0.780)	0.449	(0.673)	0.348	(0.693)	0.289	(1.009)
ICRG index	1.526	(2.634)	1.608	(2.775)	1.996	(2.639)	1.463	(2.804)	1.891	(2.479)
GDP growth		-0.003	(0.012)							
Unemployment		-0.031	(0.059)							
Inflation		-0.015	(0.046)							
MIC imports					0.017	(0.034)				
Military expenditure					-0.047	(0.144)				
Preference heterogeneity					2.240**	(0.847)				
Economic globalization					0.003	(0.032)				
Political globalization					0.026**	(0.011)				
Economic Freedom Index							-0.011	(0.298)		
Government ideology							-0.005	(0.037)		
Right-wing aid minister							0.030	(0.100)		
Aid quality index									1.569*	(0.901)
Multilateral ODA/GNI									0.404	(2.089)
Bank performance									0.006	(0.016)
Observations	128	128	128	128	128	128	128	128	128	128
Within-R2	0.141	0.152	0.188	0.142	0.161					

Notes: Fixed-effects panel regression using logged contributions as dependent variable. Standard errors are clustered on donors.

Significance levels: *** p<.001 ** p<.01 * p<.05.

Table A12: Performance-orientation and trust fund participation using within-donor variation and adding year-fixed effects (FY 2009-12).

	(1)	(2)	(3)	(4)	(5)					
Government outsourcing	0.275**	(0.126)	0.183	(0.133)	0.258**	(0.127)	0.241*	(0.136)	0.246*	(0.138)
Population	5.907	(4.631)	3.676	(4.727)	5.197	(5.017)	5.580	(4.674)	5.833	(4.653)
GDP per capita	5.795***	(1.721)	3.736	(2.631)	5.682***	(1.805)	5.647***	(1.726)	6.041***	(1.768)
ODA/GNI	0.422	(0.389)	0.270	(0.404)	0.576	(0.419)	0.392	(0.414)	0.524	(0.498)
ICRG index	3.638	(2.556)	2.620	(2.559)	3.324	(2.616)	3.737	(2.639)	4.338*	(2.630)
GDP growth		-0.029	(0.018)							
Unemployment		-0.111**	(0.048)							
Inflation		0.004	(0.030)							
MIC imports				-0.014	(0.023)					
Military expenditure				-0.058	(0.085)					
Preference heterogeneity				1.199	(2.111)					
Economic globalization				-0.023	(0.021)					
Political globalization				0.024	(0.026)					
Economic Freedom Index						0.096	(0.175)			
Government ideology						-0.013	(0.030)			
Right-wing aid minister						-0.095	(0.060)			
Aid quality index								1.173	(0.842)	
Multilateral ODA/GNI								-0.344	(1.358)	
Bank performance								0.007	(0.022)	
Observations	124	124	124	124	124	124	124	124	124	124
Pseudo-R2	0.034	0.061	0.048	0.043	0.039					

Notes: Pseudo-Poisson quasi-maximum likelihood estimations using country-fixed effects and year-fixed effects. Country-clustered standard errors in parentheses.

Significance levels: *** p<.01 ** p<.05 * p<.1.

Table A13: Descriptive statistics for the panel dataset.

	Observations	Mean	Sd	Min	Max
Number of funds	124	20.80	25.44	0.00	136.00
Government outsourcing	124	6.36	2.02	2.78	11.76
Population	124	16.45	1.60	12.66	19.58
GDP per capita	124	10.24	0.62	8.89	11.32
ODA/GNI	124	0.37	0.29	0.00	1.12
ICRG index	124	0.79	0.15	0.45	1.00
GDP growth (%)	124	0.18	3.86	-14.72	9.16
Unemployment (%)	124	8.55	4.18	3.20	25.20
Inflation (%)	124	2.37	2.10	-4.48	12.01
MIC imports (%)	124	8.10	4.78	0.00	26.14
Military expenditure	124	1.75	0.99	0.00	4.79
Preference heterogeneity	124	0.82	0.07	0.56	0.88
Economic globalization	124	76.15	11.34	44.80	94.69
Political globalization	124	89.28	8.06	54.25	98.16
Economic Freedom Index	124	7.43	0.48	6.35	8.42
Government ideology	124	5.47	1.61	0.67	9.46
Right-wing aid minister	124	0.40	0.49	0.00	1.00
Aid quality index	124	0.58	0.09	0.31	0.75
Multilateral ODA/GNI	124	0.13	0.09	0.00	0.38
Bank performance	124	75.85	3.41	70.00	81.36

Table A14: Correlation table for the cross-sectional dataset.

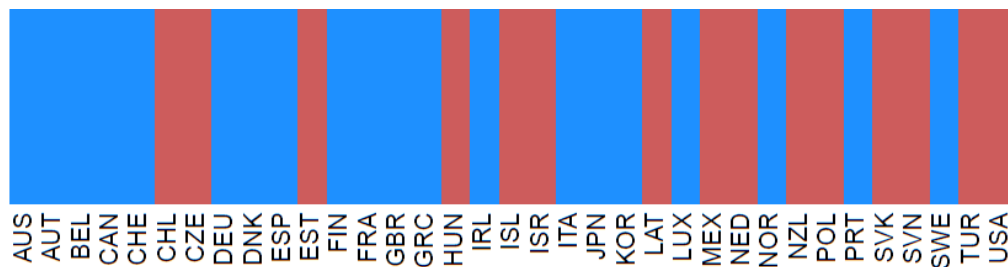
	I	II	III	IV	V	VI	VII	VIII	IX	X	XI	XII	XIII	XIV	XV	XVI
Number of funds	1															
Contribution amount	0.63	1.00														
Performance-orientation	0.74	0.49	1.00													
Population	0.13	0.54	0.07	1.00												
GDP per capita	0.33	0.31	0.14	-0.55	1.00											
ODA/GNI	0.24	0.10	0.25	-0.62	0.70	1.00										
ICRG index	0.60	0.34	0.59	-0.45	0.67	0.60	1.00									
Independent agency	0.43	0.51	0.14	0.07	0.28	0.23	0.32	1.00								
EB member	0.48	0.66	0.24	0.55	0.09	-0.23	0.12	0.40	1.00							
IDA voting power	-0.04	0.35	-0.01	0.28	0.21	0.07	0.07	-0.09	0.30	1.00						
Start year	0.43	0.49	0.40	0.15	0.18	0.05	0.37	0.21	0.12	-0.08	1.00					
Preference heterogeneity	-0.14	-0.25	-0.11	-0.43	0.14	0.41	0.18	0.25	-0.37	-0.23	-0.48	1.00				
Military expenditure	0.09	-0.19	0.09	0.34	-0.58	-0.25	-0.48	-0.01	0.04	-0.24	-0.32	0.03	1.00			
Political globalization	0.38	0.38	0.48	0.52	-0.33	-0.24	0.01	-0.06	0.33	-0.13	0.14	-0.02	0.24	1.00		
Aid support	-0.06	-0.14	0.08	-0.08	-0.10	0.04	-0.10	-0.20	-0.31	-0.18	0.03	-0.20	0.12	-0.35	1.00	
Government ideology	-0.19	0.01	-0.12	-0.04	0.07	0.06	-0.05	-0.31	-0.37	0.00	0.30	-0.24	-0.25	-0.26	0.57	1.00
Multilateral ODA/GNI	0.22	0.10	0.28	-0.47	0.57	0.92	0.46	0.11	-0.22	0.05	-0.08	0.52	-0.09	-0.02	-0.03	-0.02

Table A15: List of interviews

Number	Donor country	Institution	Date
#1	Switzerland	Swiss Development Corporation (Bern)	11/04/2013
#2	Germany	Federal Ministry of Cooperation and Development (Berlin)	10/06/2013
#3	Germany	Federal Ministry of Cooperation and Development (Berlin)	10/06/2013
#4	France	Finance Ministry (Paris)	03/07/2013
#5	Austria	Executive Director (Washington D.C.)	05/08/2013
#6	Sweden	Executive Director (Washington D.C.)	06/08/2013
#7	Switzerland	Executive Director (Washington D.C.)	07/08/2013
#8	Canada	Executive Director (Washington D.C.)	08/08/2013
#9	Australia	Executive Director (Washington D.C.)	19/08/2013
#10	United States	Executive Director (Washington D.C.)	20/08/2013
#11	Germany	Executive Director (Washington D.C.)	21/08/2013
#12	Japan	Executive Director (Washington D.C.)	22/08/2013
#13	Iceland	Executive Director (Washington D.C.)	27/08/2013
#14	United Kingdom	Executive Director (Washington D.C.)	27/08/2013
#15	France	French Development Agency (Paris)	04/11/2014

Notes: Interviews were chosen purposively to ensure a broad diversity of donors in terms of performance-orientation. Large donors are overrepresented because of their importance to the aid governance system.

Figure A1: Missingness pattern for the cross-sectional dataset.



Notes: Blue color shows that performance data is available for the donor, while red color shows that it is unavailable.

Figure A2: Missingness pattern of the constitutive indicators of the performance-orientation index (2007-13).

	AUS	AUT	BEL	CAN	CHE	CHL	CZE	DEU	DNK	ESP	EST	FIN	FRA	GBR	GRC	HUN	IRL	ISL	ISR	ITA	JPN	LAT	LUX	MEX	NED	NOR	NZL	POL	PRT	SVK	SVN	SWE	TUR	USA	
I	1	1	1	1	1	0	0	1	1	1	0	1	1	1	1	0	1	0	0	1	1	0	0	0	0	1	1	0	1	0	0	1	0	1	
II	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
III	1	1	1	1	1	0	0	1	1	1	0	1	1	1	1	0	1	0	0	1	1	0	1	0	0	1	1	0	1	0	0	1	0	0	
IV	1	1	1	1	1	0	0	1	1	1	0	1	1	1	1	0	1	0	0	1	1	0	1	0	0	1	1	0	1	0	0	1	0	1	
V	1	1	0	1	1	0	0	1	1	1	0	1	1	1	0	0	1	0	0	1	1	0	0	0	0	1	1	0	1	0	0	1	0	1	
VI	5	5	5	5	5	0	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	0	5	5	0	5	5	5	5	5	5	5	5	5	

Note: Cell entries show the maximum number of years in 2007-13 for which the respective indicator is available. LME indicator is cross-sectional. All subsequent indicators are constituent elements of the performance orientation index in our main analysis. Since 2009 is the year where most values are non-missing, we use this year as the basis for constructing the latent performance orientation index.

- I: Use of human resource management
- II: Use of performance assessments
- III: Use of independent regulator
- IV: Use of performance budgeting
- V: Use of performance pay
- VI: Use of outsourcing

Figure A3: Added-variable plot: Performance-orientation and trust funds support.

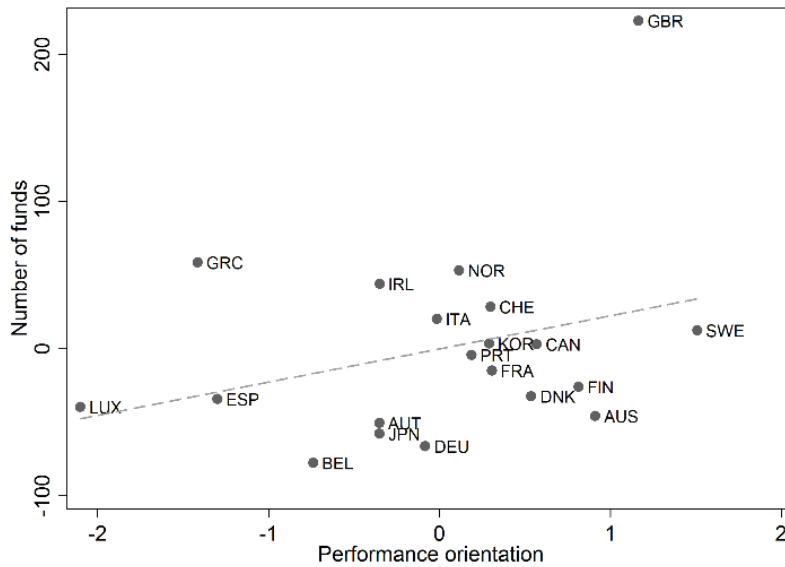
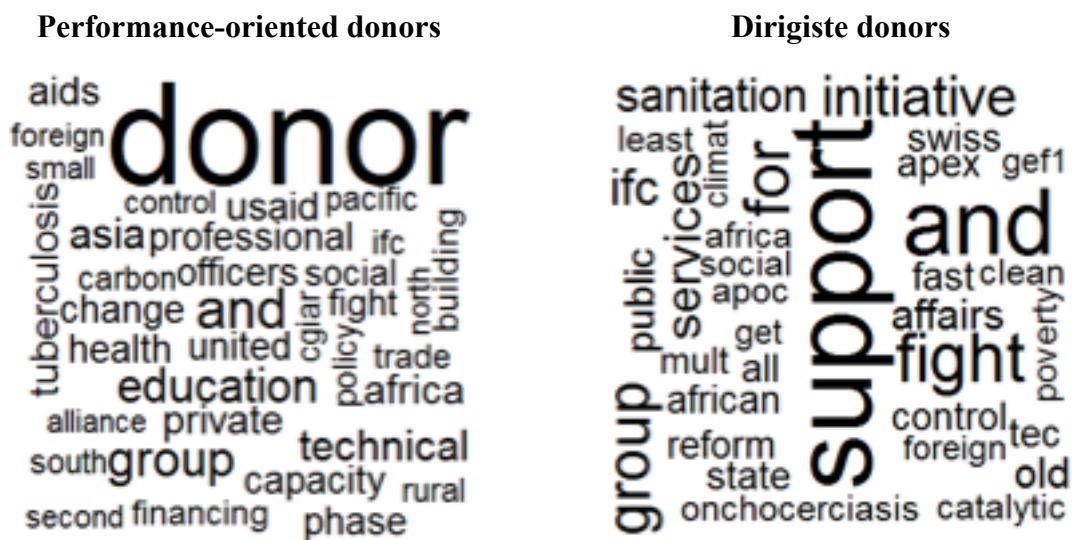
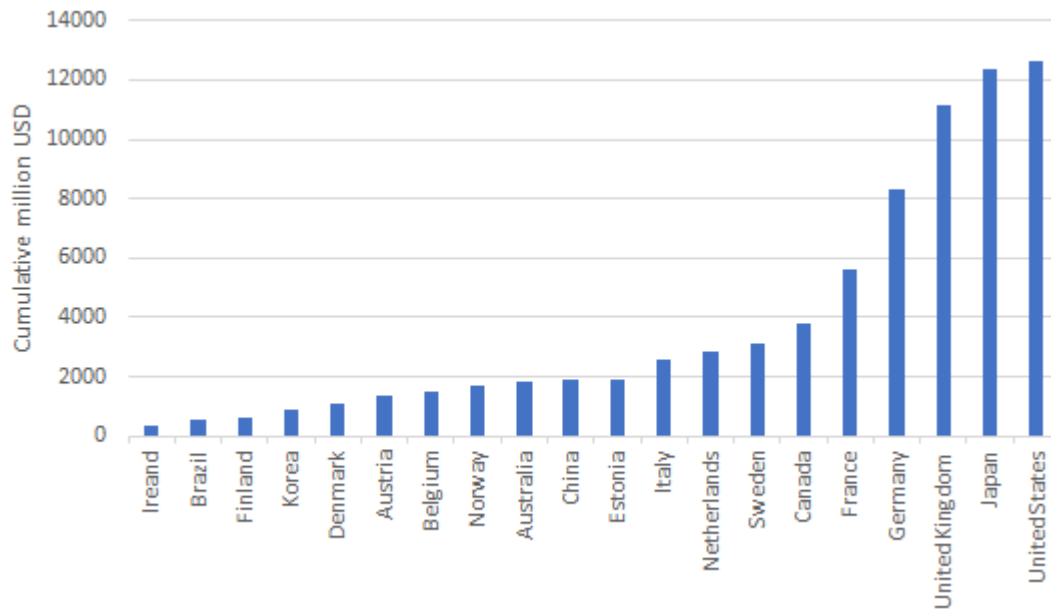


Figure A4: Development topics of trust funds supported by different donor types.



Notes: This is a word cloud generated from the program titles of all trust funds. The two sub-plots differ because performance-oriented donors and dirigiste donors are members of different trust funds.

Figure A5: Cumulative IDA contributions (FY 2002-13).



Notes: A comparison of patterns of trust fund participation with contributions to the International Development Association (IDA) further reveals considerable differences between these two funding channels. The largest IDA donors are the United States, Japan, the United Kingdom, and Germany. Based on this graphical evidence, we therefore dismiss the most obvious alternative explanation that trust fund support is not about trust funds but about to what extent donors value the operational efficiency of the World Bank in general, proxied by their IDA contributions.