

**A carbon price by another name may seem sweeter: Consumers prefer  
upstream offsets to downstream taxes**

**Online Supplement**

**Appendix A. Policy descriptions used in Study 1**

“Downstream Tax” condition:

**Proposal for Carbon Tax on Airplane Travel**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a tax on the carbon dioxide emissions of airplanes. This puts a price on each ton of carbon dioxide that airplanes emit, sending a price signal that should, over time, elicit a market response across the entire aviation industry. It’s estimated that this tax would add \$5.70 to the cost of a flight from New York to Los Angeles.

“Upstream Tax” condition:

**Proposal for Carbon Tax on Aviation Fuel Production and Import**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a tax on the production and import of aviation fuels. This would raise the cost of producing and importing aviation fuels, sending a price signal that should, over time, elicit a market response across the entire aviation industry. It’s estimated that this tax would add \$5.70 to the cost of a flight from New York to Los Angeles.

“Downstream Offset” condition

**Proposal for Carbon Offset Program for Airplane Travel**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering capping the carbon dioxide emissions of airplanes. Airlines would need to reduce their emissions to the level of the cap, or purchase offsetting emission reductions (e.g., from programs that reduce emissions at electric power plants, or that protect forests which would otherwise be chopped down). “Offsetting” would send a price signal that should, over time, elicit a

market response across the entire aviation industry. It's estimated that offsetting would add \$5.70 to the cost of a flight from New York to Los Angeles.

"Upstream Offset" condition:

### **Proposal for Carbon Offset Program for Aviation Fuel Production and Import**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a mandatory carbon offset program for aviation fuel production and import. Aviation fuel producers and importers would need to purchase offsetting emission reductions (e.g., from programs that reduce emissions at electric power plants, or that protect forests which would otherwise be chopped down). "Offsetting" would send a price signal that should, over time, elicit a market response across the entire aviation industry. It's estimated that the program would add \$5.70 to the cost of a flight from New York to Los Angeles.

"Downstream Permit" condition:

### **Proposal for Carbon Permit Program for Airplane Travel**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering capping the carbon dioxide emissions of airplanes. The governments would issue (or sell) carbon dioxide emissions permits to the airlines. Airlines that cut their carbon dioxide emissions below the number of permits they hold could sell their extra permits to airlines that find it more difficult to cut these emissions. This would send a price signal that should, over time, elicit a market response across the entire aviation industry. It's estimated that offsetting would add \$5.70 to the cost of a flight from New York to Los Angeles.

"Upstream Permit" condition

### **Proposal for Carbon Permit Program for Aviation Fuel Production and Import**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering capping the carbon dioxide emissions of aviation fuel. The governments would issue (or sell) carbon dioxide emissions permits to aviation fuel producers and importers. Fuel producers and importers that cut the carbon dioxide emissions of their fuels below the number of permits they hold could sell their extra permits to other producers/importers who find it more difficult to cut these emissions. This would send a price signal that should, over time, elicit a market

response across the entire aviation industry. It's estimated that offsetting would add \$5.70 to the cost of a flight from New York to Los Angeles.

## **Appendix B. Policy descriptions used in Study 2**

“Downstream Tax” condition:

### **Proposal for Carbon Tax on Airplane Travel**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a tax on the carbon dioxide emissions of airplanes. This puts a price on each ton of carbon dioxide that airplanes emit, sending a price signal that should, over time, elicit a market response across the entire aviation industry. It’s estimated that this tax would add \$5.70 to the cost of a flight from New York to Los Angeles.

“Upstream Offset” condition:

### **Proposal for Carbon Offset Program for Aviation Fuel Production and Import**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a mandatory carbon offset program for aviation fuel production and import. Aviation fuel producers and importers would need to purchase offsetting emission reductions (e.g., from programs that reduce emissions at electric power plants, or that protect forests which would otherwise be chopped down). “Offsetting” would send a price signal that should, over time, elicit a market response across the entire aviation industry. It’s estimated that the program would add \$5.70 to the cost of a flight from New York to Los Angeles.

## **Appendix C. Policy descriptions used in Study 3**

“Downstream Tax” condition:

### **Proposal for Carbon Tax on Airplane Travel**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a mandatory carbon tax on aviation fuel consumption. Airline customers would need to pay this tax when they purchase their plane tickets. The funds from the tax would be used to build more runways and improve air traffic control, reducing flight delays. The tax would send a price signal that should, over time, elicit a market response across the entire aviation industry. It's estimated that the tax would add \$5.70 to the cost of a flight from New York to Los Angeles.

“Upstream Offset” condition:

### **Proposal for Carbon Offset Program for Aviation Fuel Production and Import**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a mandatory carbon offset program for aviation fuel production and import. Aviation fuel producers and importers would need to purchase offsetting emission reductions (e.g., from programs that reduce emissions at electric power plants, or that protect forests which would otherwise be chopped down). “Offsetting” would send a price signal that should, over time, elicit a market response across the entire aviation industry. It's estimated that the program would add \$5.70 to the cost of a flight from New York to Los Angeles.

## **Appendix D. Policy descriptions used in Study 4**

“Upstream Offset” condition:

### **Proposal for Carbon Offset Program for Aviation Fuel Production and Import**

As you may know, carbon dioxide emissions are produced by many human activities, such as burning fossil fuels for driving, generating electricity, or flying, and these emissions are contributing to climate change.

Some governments are considering imposing a mandatory carbon offset program for aviation fuel production and import. Aviation fuel producers and importers would need to purchase offsetting emission reductions (e.g., from programs that reduce emissions at electric power plants, or that protect forests which would otherwise be chopped down). “Offsetting” would send a price signal that should, over time, elicit a market response across the entire aviation industry. It’s estimated that the program would add \$5.70 to the cost of a flight from New York to Los Angeles.

“Shorter Upstream Offset” condition:

### **Proposal for Carbon Offset Program for Aviation Fuel Production and Import**

Some governments are considering imposing a mandatory carbon offset program for aviation fuel production and import. Aviation fuel producers and importers would need to purchase offsetting emission reductions.

## **Appendix E. Policy descriptions used in Studies 5 and 6**

“Upstream Offset” condition:

### **Proposal for Carbon Offset Program for Aviation Fuel Production and Import**

Some governments are considering imposing a mandatory carbon offset program for aviation fuel production and import. Aviation fuel producers and importers would need to purchase offsetting emission reductions to address a share of their associated greenhouse gas emissions.

“Downstream Tax” condition:

### **Proposal for Carbon Tax Program for Airplane Travel and Cargo**

Some governments are considering imposing a mandatory carbon tax program for airplane travel and cargo. Airlines and airline customers would need to pay a tax to address a share of their associated greenhouse gas emissions.

“Downstream Offset” condition:

### **Proposal for Carbon Offset Program for Airplane Travel and Cargo**

Some governments are considering imposing a mandatory carbon offset program for airplane travel and cargo. Airlines and airline customers would need to purchase offsetting emission reductions to address a share of their associated greenhouse gas emissions.

“Upstream Tax” condition:

### **Proposal for Carbon Tax Program for Aviation Fuel Production and Import**

Some governments are considering imposing a mandatory carbon tax program for aviation fuel production and import. Aviation fuel producers and importers would need to pay a tax to address a share of their associated greenhouse gas emissions.

## Appendix F. Flight Choice Pairs used in Study 1

Downstream conditions (“Downstream Tax”, “Downstream Offset”, “Downstream Permit”):

1. Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of Tortola



Price: \$625.25

Flight B: The Island of Anegada



Price: \$605.25

plus an additional \$14.00 carbon [tax on; offset for; permit for] airplane travel.

2. Imagine that you are planning a vacation in the South Pacific...

Flight A: Isla Guamblin



Price: \$1,156.16

Flight B: Isla Melchor



Price: \$1,146.16



plus an additional \$14.00 carbon [tax on; offset for; permit for] airplane travel.

3. [EXCLUDED DUE TO LOW VARIANCE]  
Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$285.76

plus an additional \$14.00 carbon [tax on; offset for; permit for] airplane travel.

Upstream conditions (“Upstream Tax”, “Upstream Offset”, “Upstream Permit”):

1. Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of Tortola



Flight B: The Island of Anegada



Price: \$625.25

Price: \$605.25

plus an additional \$14.00 carbon [tax on; offset for; permit for] aviation fuel production and importation.

2. Imagine that you are planning a vacation in the South Pacific...

Flight A: Isla Guamblin

Flight B: Isla Melchor



Price: \$1,156.16

Price: \$1,146.16

plus an additional \$14.00 carbon [tax on; offset for; permit for] aviation fuel production and importation.

3. [EXCLUDED DUE TO LOW VARIANCE]

Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of St. Croix

Flight B: The Island of St. John



Price: \$279.76

Price: \$285.76

plus an additional \$14.00 carbon [tax on; offset for; permit for] aviation fuel production and importation.

“No-Information Control” condition:

1. Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of Tortola



Price: \$625.25

Flight B: The Island of Anegada



Price: \$619.25

2. Imagine that you are planning a vacation in the South Pacific...

Flight A: Isla Guamblin



Price: \$1,156.16

Flight B: Isla Melchor



Price: \$1,160.16

3. [EXCLUDED DUE TO LOW VARIANCE]  
Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$299.76

"No-Fee Control" condition:

1. Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of Tortola



Flight B: The Island of Anegada



Price: \$625.25

Price: \$605.25

2. Imagine that you are planning a vacation in the South Pacific...

Flight A: Isla Guamblin



Price: \$1,156.16

Flight B: Isla Melchor

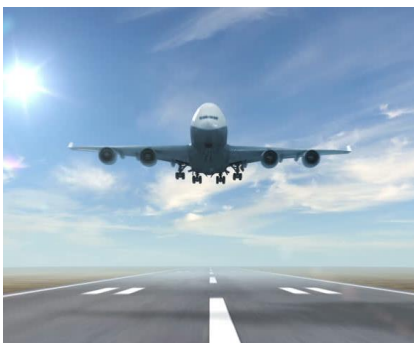


Price: \$1,146.16

3. [EXCLUDED DUE TO LOW VARIANCE]

Imagine that you are planning a vacation in the Caribbean...

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$285.76

## Appendix G. Flight Choice Pairs used in Studies 2– 6.

\*Note: In Study 6, all of the flight and carbon fee prices were converted to- and listed in- Indian Rupees at a conversion rate of 17 Indian Rupees to 1 U.S. Dollar.

“Downstream Tax” condition(s) (“Downstream Tax”, “No-Policy Downstream Tax”):

\*Note: In Study 5, the \$14.00 carbon fee was described as applying to “...airplane travel *and cargo.*”

1. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Tortola



Price: \$625.25

Flight B: The Island of Anegada



Price: \$605.25

plus an additional \$14.00 carbon tax on airplane travel.

2. Imagine that you are planning a vacation in the South Pacific.

Flight A: Isla Guamblin

Flight B: Isla Melchor



Price: \$1,156.16



Price: \$1,146.16

plus an additional \$14.00 carbon tax on airplane travel.

3. Imagine that you are planning a vacation in the South Pacific.

Flight A: Rarotongo

Flight B: Mo'orea



Price: \$772.50



Price: \$764.50

plus an additional \$14.00 carbon tax on airplane travel.

4. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Nevis



Price: \$322.99

Flight B: The Island of Bequia



Price: \$310.99

plus an additional \$14.00 carbon tax on airplane travel.

5. Imagine that you are planning a vacation in the South Pacific.

Flight A: Majuro



Price: \$1,025.00

Flight B: Upolu



Price: \$1,011.00

plus an additional \$14.00 carbon tax on airplane travel.

6. [EXCLUDED FROM STUDY 2 DUE TO LOW VARIANCE; NOT INCLUDED IN STUDY 3]



Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$275.76

plus an additional \$14.00 carbon tax on airplane travel.

“Upstream Offset” condition(s) (“Upstream Offset”, “No-Policy Upstream Offset”):

1. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Tortola



Price: \$625.25

Flight B: The Island of Anegada



Price: \$605.25

plus an additional \$14.00 carbon offset for aviation fuel production and importation.

2. Imagine that you are planning a vacation in the South Pacific.

Flight A: Isla Guamblin



Price: \$1,156.16

Flight B: Isla Melchor



Price: \$1,146.16

plus an additional \$14.00 carbon offset for aviation fuel production and importation.

3. Imagine that you are planning a vacation in the South Pacific.

Flight A: Rarotongo



Price: \$772.50

Flight B: Mo'orea



Price: \$764.50

plus an additional \$14.00 carbon offset for aviation fuel production and importation.

4. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Nevis



Price: \$322.99

Flight B: The Island of Bequia



Price: \$310.99

plus an additional \$14.00 carbon offset for aviation fuel production and importation.

5. Imagine that you are planning a vacation in the South Pacific.

Flight A: Majuro



Price: \$1,025.00

Flight B: Upolu



Price: \$1,011.00

plus an additional \$14.00 carbon offset for aviation fuel production and importation.

6. [EXCLUDED FROM STUDY 2 DUE TO LOW VARIANCE; NOT INCLUDED IN STUDY 3]

Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$275.76

plus an additional \$14.00 carbon offset for aviation fuel production and importation.

“No-Information Control” condition:

1. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Tortola



Price: \$625.25

Flight B: The Island of Anegada



Price: \$619.25

2. Imagine that you are planning a vacation in the South Pacific.

Flight A: Isla Guamblin



Price: \$1,156.16

Flight B: Isla Melchor



Price: \$1,160.16

3. Imagine that you are planning a vacation in the South Pacific.

Flight A: Rarotongo



Price: \$772.50

Flight B: Mo'orea



Price: \$778.50

4. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Nevis



Price: \$322.99

Flight B: The Island of Bequia



Price: \$324.99

5. Imagine that you are planning a vacation in the South Pacific.

Flight A: Majuro



Price: \$1,025.00

Flight B: Upolu



Price: \$1,025.00

6. [EXCLUDED FROM STUDY 2 DUE TO LOW VARIANCE; NOT INCLUDED IN STUDY 3]  
Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$289.76

“No-Fee Control” condition:

1. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Tortola



Price: \$625.25

Flight B: The Island of Anegada



Price: \$605.25

2. Imagine that you are planning a vacation in the South Pacific.

Flight A: Isla Guamblin



Price: \$1,156.16

Flight B: Isla Melchor



Price: \$1,146.16

3. Imagine that you are planning a vacation in the South Pacific.

Flight A: Rarotongo



Price: \$772.50

Flight B: Mo'orea



Price: \$764.50



4. Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of Nevis



Price: \$322.99

Flight B: The Island of Bequia



Price: \$310.99

5. Imagine that you are planning a vacation in the South Pacific.

Flight A: Majuro



Price: \$1,025.00

Flight B: Upolu



Price: \$1,011.00

6. [EXCLUDED FROM STUDY 2 DUE TO LOW VARIANCE; NOT INCLUDED IN STUDY 3]  
Imagine that you are planning a vacation in the Caribbean.

Flight A: The Island of St. Croix



Price: \$279.76

Flight B: The Island of St. John



Price: \$275.76

## Appendix H. Dependent measures used in Studies 1-6

1. [CONTINUOUS FLIGHT PREFERENCE ITEM USED IN ALL MAIN ANALYSES]  
How likely would you be to buy Flight B instead of Flight A?

|                       |                       |                       |                       |                       |                       |                       |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Definitely<br>Not     | Probably<br>Not       | Maybe<br>Not          | Unsure                | Maybe                 | Probably              | Definitely            |
| <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

2. [BINARY FLIGHT PREFERENCE ITEM; ANALYSES FOR THIS ITEM NOT REPORTED]  
Which of these two flights would you prefer to buy?

|                         |                         |
|-------------------------|-------------------------|
| <b>Product/Flight A</b> | <b>Product/Flight B</b> |
| <input type="radio"/>   | <input type="radio"/>   |

## Appendix I. New Ecological Paradigm (environmental concerns) questionnaire used in Study 1

Listed below are statements about the relationship between humans and the environment. For each one, please indicate whether you STRONGLY AGREE, MILDLY AGREE, are UNSURE, MILDLY DISAGREE or STRONGLY DISAGREE with it.

| Strongly Agree | Mildly Agree | Unsure | Mildly Disagree | Strongly Disagree |
|----------------|--------------|--------|-----------------|-------------------|
| 1              | 2            | 3      | 4               | 5                 |

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- \_\_\_1. We are approaching the limit of the number of people the earth can support.
- \_\_\_2. Humans have the right to modify the natural environment to suit their needs.
- \_\_\_3. When humans interfere with nature it often produces disastrous consequences.
- \_\_\_4. Human ingenuity will insure that we do NOT make the earth unlivable.
- \_\_\_5. Humans are severely abusing the environment.
- \_\_\_6. The earth has plenty of natural resources if we just learn how to develop them.
- \_\_\_7. Plants and animals have as much right as humans to exist.
- \_\_\_8. The balance of nature is strong enough to cope with the impacts of modern industrial nations.
- \_\_\_9. Despite our special abilities humans are still subject to the laws of nature.
- \_\_\_10. The so-called "ecological crisis" facing humankind has been greatly exaggerated.
- \_\_\_11. The earth is like a spaceship with very limited room and resources.
- \_\_\_12. Humans were meant to rule over the rest of nature.
- \_\_\_13. The balance of nature is very delicate and easily upset.
- \_\_\_14. Humans will eventually learn enough about how nature works to be able to control it.
- \_\_\_15. If things continue on their present course, we will soon experience a major ecological catastrophe.

Dunlap, R. E., Van Liere, K. D., Mertig, A. G., & Jones, R. E. (2000). New trends in measuring environmental attitudes: measuring endorsement of the new ecological paradigm: a revised NEP scale. *Journal of social issues*, 56, 425-442.

## Appendix J. Demographic questionnaire items used in Studies 1-6

What is your gender?

- Male (1)
- Female (2)
- Other (3)

What is your marital status?

- Single
- Living together
- Married
- Divorced or living separated
- Widowed

How old are you (in years)?

\_\_\_\_\_

How would you describe your race? Pick the category that best describes you in your view.

- Asian/Asian American (1)
- Black/African American (2)
- White/ European American (3)
- Latino/Hispanic (4)
- Native American/ Alaska Native (5)
- South East Asian American (6)
- Middle Eastern (7)
- Pacific Islander (8)
- Other (9)
- More than one on this list (please list): (10) \_\_\_\_\_

Last year, before taxes, what would you say was your household income?

- Less than \$20,000 (1)
- \$20,000 - \$39,999 (2)
- \$40,000 - \$59,999 (3)
- \$60,000 - \$89,999 (4)
- \$90,000 - \$119,999 (5)
- \$120,000 - \$149,999 (6)
- \$150,000 - \$199,999 (7)
- \$200,000 or more (8)
- I would rather not say (9)

\*Note: The response options for the above item were different in Study 6 which was conducted on Indian respondents:

Q11.12 What was your annual yearly household income (before taxes) for the year 2015?

- Rs.0 to Rs.100,000 (1)
- Rs.100,001 to Rs.200,000 (2)
- Rs.200,001 to Rs.300,000 (3)
- Rs.300,001 to Rs.400,000 (4)
- Rs.400,001 to Rs.500,000 (5)
- Rs.500,001 to Rs.600,000 (6)
- Rs.600,001 to Rs.700,000 (7)
- Rs.700,001 to Rs.800,000 (8)
- Rs.800,001 to Rs.900,000 (9)
- Rs.900,001 to Rs.1,000,000 (10)
- Above Rs.1,000,000 (11)

Please indicate the highest level of education you have completed.

- Less than 5th grade (1)
- Less than 8th grade (2)
- Less than High School (3)
- High School Diploma or GED (4)
- Some College or Technical Training School (5)
- Associate's Degree (6)
- Bachelor's Degree (7)
- Some graduate school (8)
- Professional Degree or graduate school (9)

Do you consider yourself more liberal or more conservative?

- Strongly Liberal (1)

- Moderately Liberal (2)
- Slightly Liberal (3)
- Slightly Conservative (4)
- Moderately Conservative (5)
- Strongly Conservative (6)

What is your political orientation?

- Democratic
- Republican
- Independent
- Libertarian
- Green
- Other

\*Note: The above question was not asked in Study 6

Imagine that you had to pay an unexpected bill immediately. For example, suppose that you needed an expensive medical treatment that was not covered by insurance. Considering all possible resources available to you (including savings, borrowing, etc.), what is the **maximum** amount that you could come up with on short notice? (optional)

\$

All things considered, do you now feel economically secure?

- Definitely Yes
- Yes
- Maybe yes
- Unsure
- Maybe no
- No
- Definitely No

How much do you agree with the following statement:  
"I feel I have lost all control over my economic future."

- Strongly Agree
- Agree

- Agree a little
- Neutral
- Disagree a little
- Disagree
- Strongly Disagree



## Appendix K. English proficiency items used in Study 6

Q10.1 People eat and drink throughout the day. We want to learn about how many times a day you eat and drink. This page is to see if you are reading the instructions carefully. For the questions that follow this paragraph, please give the answer none to each question. Please just ignore the text of the questions, and type the word none as your answer. Thank you for answering these questions.

Q10.2 1. On average, how many times a day do you EAT SOMETHING? Please give your best estimate:

Q10.3 2. On average, how many times a day do you DRINK SOMETHING? Please give your best estimate:

Q10.5 Instructions: Please read the following passage and then answer the question about it. Passage “You don’t know what you’re missing,” Susan shouted into the phone over the loud music of the party. “Nah. I’m too tired,” Tim said. “Well, suit yourself but you’ll be sorry,” Susan replied. What can you infer from the exchange between Tim and Susan?

- Susan wants an apology (1)
- Tim is tall (2)
- Tim is sorry (3)
- Susan wants Tim to come out and join her (4)
- Don't know (5)