Social Pressure and Voter Turnout: Evidence from a Large-Scale Field Experiment

ALAN S. GERBER  Yale University
DONALD P. GREEN  Yale University
CHRISTOPHER W. LARIMER  University of Northern Iowa

Voter turnout theories based on rational self-interested behavior generally fail to predict significant turnout unless they account for the utility that citizens receive from performing their civic duty. We distinguish between two aspects of this type of utility, intrinsic satisfaction from behaving in accordance with a norm and extrinsic incentives to comply, and test the effects of priming intrinsic motives and applying varying degrees of extrinsic pressure. A large-scale field experiment involving several hundred thousand registered voters used a series of mailings to gauge these effects. Substantially higher turnout was observed among those who received mailings promising to publicize their turnout to their household or their neighbors. These findings demonstrate the profound importance of social pressure as an inducement to political participation.