Behaviors and School Achievement: Experimental Evidence

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**Abstract :**

Soft skills matter in terms of school achievement. Using an incentivized lab-in-the-field, we measure cooperation, aversion to inequality and willingness to compete of pupils in middle schools. We find that competitiveness is a strong predictor of individual grades. This effect is mainly driven by boys and high-achieving students regardless of gender. We show that altruism is negatively associated with grades only for women. Our results persist across disciplines and alternative specifications of grades.

There already is a first draft of the paper, I am waiting for feedbacks of co-authors before to make the paper available. Should be done at least a week before the seminar.