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REBELLIOUS TEENAGERS? PARENTAL ADVICE AND THE OCCUPATIONAL PREFERENCES OF THEIR CHILDREN

Frauke Baumeister, Philipp Lergetporer, Katharina Wedel, and Katharina Werner

Rebellious Teenagers? Parental Advice and the Occupational Preferences of Their Children*

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Abstract

How do adolescents respond to occupational advice from their parents? We study this question in a survey experiment with matched parent-adolescent data (N=1,227) from Germany. We ask parents how strongly they would recommend their own occupation and that of the other parent, randomly reveal these recommendations to their child, and then measure the child's occupational preferences. Revealing parental advice does not generally increase adolescents' interest in their parents' occupations. Instead, adolescents often adjust their preferences in the opposite direction to parental recommendations. These non-conforming responses are particularly pronounced among older adolescents and when parents and adolescents envision different occupational fields for the adolescent's future.

Keywords: occupational choice, advice, occupational preferences, adolescents, matched parent-child data, survey experiment

JEL classification: J24, J62, D83

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† Baumeister: ifo Institute at the University of Munich, baumeister@ifo.de. Lergetporer: Technical University of Munich, philipp.lergetporer@tum.de. Wedel: ifo Institute at the University of Munich and University of Munich, wedel@ifo.de. Werner: Pforzheim University, katharina.werner@hs-pforzheim.de.

1 Introduction

Advice is an important input into economic decision-making, particularly when choices are complex and their consequences uncertain. Experimental evidence shows that advice affects behavior across a range of domains. Job-search advice changes the occupations workers consider and their job-search outcomes (Belot, Kircher, & Muller, 2019), while guidance and application assistance shape educational choices and college enrollment (Bettinger, Long, Oreopoulos, & Sanbonmatsu, 2012; Carrell & Sacerdote, 2017; Oreopoulos & Ford, 2019).

The family is a particularly important setting for advice. Parents have strong motives to shape their children's consequential choices, partly judging their well-being through their own views of what is good for them (Doepke, Sorrenti, & Zilibotti, 2019; Doepke & Zilibotti, 2017). Moreover, at least initially, parents know more than their children about the consequences of these choices (Lizzeri & Siniscalchi, 2008). As adolescents increasingly make these choices themselves, advice becomes an important way for parents to influence their children's decisions. Yet causal evidence on how adolescents respond to actual advice from their own parents remains scarce. We address this question in the domain of occupational choice by experimentally revealing parents' occupational recommendations to their adolescent children and measuring how their occupational preferences respond.

Whether adolescents follow parental advice is a priori ambiguous. On the one hand, parental advice may convey valuable information about occupational opportunities and suitability. Consistent with parental influence, experimental evidence shows that making parental preferences salient, or making adolescents' aspirations observable to parents, shifts adolescents' stated educational and occupational preferences (Brenøe & Rutnam, 2026; Carlana & Corno, 2024; Cassar, Feigl, Felfe de Ormeno, & Müller, 2026; Müller, 2026). On the other hand, adolescence is a period in which children increasingly seek autonomy and may resist parental influence (van Petegem, Soenens, Vansteenkiste, & Beyers, 2015). Even in consequential domains such as schooling, parents' demand for monitoring suggests that adolescents' preferences diverge from their own (Bursztyn & Coffman, 2012). Whether revealing parental advice moves adolescents toward their parents' preferred choices or instead pushes them in the opposite direction is ultimately an empirical question.

We study this question in a survey experiment in Germany, with matched data from adolescents aged 14-17 and one of their parents (N=1,227). Our online survey first elicits the surveyed parent's recommendations for their child's future occupation, including how strongly they

would recommend their own occupation and that of the other parent. Recommendations are measured on a scale from 0 to 100, with higher values indicating stronger recommendations. We then randomly assign adolescents to a treatment group that receives information about their parent's actual recommendations before stating their own occupational preferences, or to a control group that does not receive this information.[1]

Revealing parental recommendations does not generally increase adolescents' stated likelihood of working in their parents' occupations. For boys, the treatment reduces their stated likelihood of working in their father's occupation (–2.4 points) while it increases their preference for their mother's occupation (+3.4 points), which significantly narrows the gap in boys' affinity for their father's relative to their mother's occupation (a reduction of 5.8 points, p=0.006). For girls, by contrast, the treatment reduces their stated likelihood of working in both their mother's (–3.8 points) and father's (–3.9 points) occupations. Thus, revealing parental advice does not generally increase adolescents' interest in their parents' occupations and can instead reduce it.

To examine whether adolescents follow the direction of their parent's advice, we estimate treatment effects separately for high recommendations (values above 50 on a 0-100 scale) and low recommendations (values of 50 or below). These analyses reveal that adolescents frequently adjust their stated interest in parental occupations in the opposite direction of the recommendation they receive.

Specifically, boys frequently respond against parental recommendations. When their father strongly recommends his own occupation, boys reduce their affinity for it by 10.5 points; when their father does not recommend their mother's occupation, they increase their affinity for it by 10.5 points. Boys also increase their affinity for their father's occupation when their mother does not recommend it. A similar pattern emerges among girls in response to their fathers' recommendations: strong recommendations for either parental occupation reduce girls' affinity for that occupation. However, girls respond differently to their mothers' recommendations: they reduce their affinity for occupations their mother does not recommend.

[1] We focus on adolescents' occupational preferences as an important early indicator of occupational choice. While preferences may change as adolescents grow older and gain experience regarding their own skills and interests, educational investments made during adolescence can shape subsequent occupational opportunities. Previous research shows that higher occupational aspirations are associated with more time spent on school activities and better educational outcomes (Graham & Pozuelo, 2023), and that adolescents who aspire to work in a gender-typical occupation are much more likely to end up in such an occupation (Polavieja & Platt, 2014).

We first examine whether recommendation-conforming responses reflect belief updating. Parental recommendations may convey information about parents' preferences, the attractiveness of an occupation, or its suitability for the adolescent. On average, adolescents slightly underestimate the strength of their parents' recommendations. Consistent with an informational channel, girls who overestimated how strongly their mother would recommend her own or the father's occupation reduce their affinity for that occupation upon learning the actual recommendation. For boys, treatment effects show no systematic pattern by prior beliefs.

To better understand the non-conforming responses, we conduct exploratory heterogeneity analyses by family characteristics, occupational characteristics, and parent-adolescent congruence. First, non-conforming responses are concentrated among older adolescents and among families in which parents and adolescents had already discussed occupational choices before the survey, as is the case for over 70% of the sample. The latter finding suggests that these responses are not necessarily driven by new information about parental preferences. Instead, they may arise when adolescents are reminded of preferences they already know. Parental education plays no major role.

Second, non-conforming responses may arise when parents recommend occupations with characteristics that adolescents find unattractive. Using average earnings as a proxy for occupational attractiveness, we find a clear pattern for girls. They respond negatively to strong recommendations for low-paying occupations across almost all specifications. When the recommended occupation is high-paying, most effects are insignificant, with one exception: girls follow their mother's recommendation for her own occupation in both directions. For boys, splitting the sample by occupational earnings leaves most estimates insignificant.

Third, non-conforming responses may reflect disagreement between parents and adolescents about the adolescent's future occupation. Open-text responses reveal little disagreement over the characteristics that make occupations desirable. Adolescents primarily choose their preferred occupation based on its content, while parents mainly choose occupations to recommend that match their child's interests and strengths. Parents place somewhat more weight on job security, and both groups rank high earnings second. However, disagreement over occupational fields appears to matter. Non-conforming responses appear more pronounced among adolescents whose preferred occupation lies in a different field from the one their parent would recommend. Among adolescents whose preferred and recommended occupations are in the same field, treatment effects are small and mostly insignificant. Non-conforming responses are also

stronger among adolescents who sought further information on occupational fields at the end of the survey. Taken together, these findings suggest that adolescents are particularly likely to respond against parental advice when it conflicts with their own occupational preferences, rather than because parents and adolescents fundamentally disagree about desirable occupational characteristics.

Our paper contributes most directly to the growing literature on parental influence on children's educational and occupational choices. Recent experiments show that making parental preferences salient, or making children's stated choices observable to parents, can shift educational and occupational aspirations (Brenøe & Rutnam, 2026; Carlana & Corno, 2024; Cassar et al., 2026; Müller, 2026). Carlana and Corno (2024), for example, show that prompting adolescents to think about parental recommendations affects field-of-study choices, while Müller (2026) finds that making students' stated aspirations observable to their parents changes college aspirations and field rankings. Similarly, Cassar et al. (2026) find that when students expect their occupational aspirations to be observable to parents or peers, they shift toward more gender-typical choices, and the gender gap in STEM aspirations widens substantially under parental observability. We complement this literature by studying how adolescents respond to actual occupational recommendations from their own parents. Whereas these studies vary the salience of parental preferences or the observability of adolescents' stated choices, we elicit parents' recommendations and experimentally reveal them to their children, allowing us to estimate how learning about parental advice affects adolescents' preferences for their parents' occupations.[1]

Second, we contribute to the literature on parents' educational and occupational preferences for their children. Parents' educational choices for their children depend on their beliefs about the returns to and costs of education and about the productivity of educational investments. These beliefs are often biased and vary with parents' socioeconomic background (Bleemer & Zafar, 2018; Boneva & Rauh, 2018; Lergetporer, Werner, & Woessmann, 2021). Information on returns can shift parents' preferences (Bleemer & Zafar, 2018) but does not close socioeconomic gaps in aspirations (Lergetporer et al., 2021), and parents' occupational recommendations differ by the child's gender (Wolter & Zöllner, 2025). Building on this literature, we

[1] Related work studies parental influence from the opposite direction by providing parents with information about their children's educational behavior or performance. Reducing these information frictions can correct parents' overly optimistic beliefs about their children's effort, reduce monitoring costs, and improve attendance, course completion, and achievement (Bergman, Edmond-Verley, & Notario-Risk, 2018; Bergman, 2021; Bergman & Chan, 2021).

examine what happens when parental preferences are communicated to children. Rather than studying the determinants of parental preferences, we investigate how revealing parents' occupational recommendations affects their adolescent children's preferences.

Finally, we contribute to the experimental literature on advice and economic decision-making. Existing studies show that advice and guidance can affect job search and educational choices (Belot et al., 2019; Bettinger et al., 2012; Carrell & Sacerdote, 2017). Most of this literature studies advice from experts, institutions, or other outside sources. A smaller literature examines advice from family members, showing that it can affect adults' risky choices (Candelo, Croson, & Eckel, 2018) and that parents' advice, like advice from teachers and peers, increases young children's sharing (Candelo, Gu, & Li, 2026). We extend this literature to a consequential setting in which advice comes from someone who has a personal stake in the decision and may hold preferences that differ from those of the recipient.

The remainder of the paper is structured as follows: Section 2 describes the survey, data collection, and the experimental design. Section 3 presents the treatment effects of revealing parental recommendations on adolescents' occupational preferences. Section 4 investigates potential mechanisms, including occupational values and differences between parents' recommended and adolescents' preferred occupational fields. Section 5 concludes.

2 Survey and Sample

This section describes data collection, sample characteristics, the experimental design and elicitation of our key variables, and our empirical strategy.

2.1 Data collection and main sample

Our research is based on data from the ifo Education Survey, a large opinion survey on education policy in Germany. Sampling and fieldwork were conducted from October to December 2022 by respondi/bilendi, an established German survey company. In each household, we surveyed one parent and their child aged 14-17.[1] The sample was drawn from an online access panel to match the German population as closely as possible with respect to age, gender, state, education level, and employment status. Respondents answered the survey separately and

[1] Germany has a tracked school system. Students in non-academic tracks start vocational training after grade 9/10 or move on to vocational high schools that also offer the university entrance qualification. Students in the academic track can pursue either university education or vocational training after grade 12 (or 13, depending on the state). Ages 14-17 (grades 8-11) thus represent a period during which adolescents make important decisions about their future educational and occupational pathways.

received tokens from the panel provider for their participation. The parent answered the first part of the questionnaire and was then asked to hand the device over to their adolescent child, who answered the second part.[1]

After data collection, we implemented several quality control checks to arrive at our main sample. Starting from 1,287 observations[2], we first exclude observations with answers indicative of automated responses, e.g., strings of disconnected words in the open-text fields (N=11). Second, we exclude observations where all open-text field answers are in a language other than German, but respondents did not indicate being born abroad (N=15). We also exclude observations in which the adolescent reported their gender as "diverse" (N=6), as our main analyses differentiate by gender, and observations in which the outcome variable is missing for both parental occupations (N=7). Finally, we exclude observations in which parents did not consent to their occupations or recommendations being shared with their children (N=21).

Our main sample thus consists of 1,227 parent-adolescent pairs. We retain 39 adolescents whose outcome variable is missing for only one of the two parental occupations. Because we conduct most of our analyses separately for each parental occupation and parent-child gender combination, these observations can be included in the respective analysis. Finally, we correct the outcome variable for 17 adolescents based on their open-text responses.[3]

2.2 Sample descriptives and balance

Column 1 of Table A1 presents the demographic characteristics of our parent sample, including gender, education, and employment status. Columns 2 and 4 report corresponding figures for comparable parents from the German Socio-Economic Panel (SOEP), a large representative panel survey, and the Mikrozensus, an annual household survey covering 1% of the population. As is common in online surveys, our sample is positively selected in terms of education and

[1] As a plausibility check on whether parents and adolescents completed their respective parts of the survey, we used a large language model (ChatGPT) to predict the age of each respondent based on the style and content of their open-text responses, presenting the responses of all adolescents and parents in random order. The median predicted age was 17 for adolescents' open-text responses and 45 for parents' open-text responses, compared to median ages of 15 and 44, respectively, in the survey.

[2] The original survey included 1,990 observations, of which 703 adolescents were assigned to a second pre-registered treatment arm in which they were given information about the average earnings in their parents' occupations. See AEARCTR-0009673 for details. We present results for this treatment arm in Appendix B.

[3] Some adolescents gave answers that contradicted their open-text responses, suggesting that they had misunderstood the question. In particular, some adolescents reported high values for the likelihood of working in the occupation of one parent and low values for the other parent, but clearly stated in the open-text field that they were referring to the occupation of the other parent. In the most unambiguous cases (N=17), we therefore reversed the values for the likelihood of working in each parent's occupation (mother's with father's occupation, and vice versa). Our results are qualitatively unchanged without this recoding.

income, underrepresents parents born abroad, and includes a higher share of mothers working full-time. The distribution of parental occupational fields is relatively similar to that in the SOEP, although some fields are over- or underrepresented (Table A2). Overall, our data cover a broad range of German families.

Table A3 reports parent and adolescent characteristics separately for the control and treatment groups (columns 1 and 2) and the difference between them (column 3). Only 2 out of 27 comparisons are statistically significant (one at the 5% and one at the 10% level), both concerning the composition of parent-child gender combinations, consistent with successful randomization. The most common parent-adolescent combination is mother-daughter (394 pairs), followed by 325 father-son pairs, 307 mother-son pairs, and 201 father-daughter pairs.

2.3 Experimental design

We conduct a survey experiment that informs adolescents in the treatment group about how strongly the surveyed parent recommends each of the two parental occupations. The control group receives no information. Figure A1 provides an overview of the experimental design. First, the parent provides information on their current (or last) occupation, the current (or last) occupation of their adolescent child's other parent (if applicable), and how strongly they would recommend each of these occupations to their child. For each answer, we ask the parent whether they consent to sharing it with their child. We also ask the parent why they would (not) recommend each parental occupation. Finally, we ask which occupation, in general, they would most strongly recommend to their child and why.

The adolescent child then completes their part of the questionnaire. Adolescents are randomly assigned to the treatment or the control group. Before the information is provided, we elicit adolescents' beliefs about (i) their parents' current occupations and (ii) how strongly the surveyed parent would recommend each occupation. We also ask adolescents which occupation they would prefer to work in as an adult, and why. After the information stage, we elicit adolescents' stated likelihood of working in each parental occupation, our main outcome variable.

Each of the key questions – parental recommendations, adolescents' likelihood of working in parental occupations, the recommended occupation, and the preferred occupation – is followed by an open-text question asking respondents to explain their answer. For example, adolescents

were asked *"Why would you like to work in that occupation?"* after stating their preferred occupation. Multiple research assistants manually coded the answers into categories.[1]

2.4 Information treatment

In the treatment group, adolescents receive the following information: *"Before you started the questionnaire, we asked your [surveyed parent] whether [she/he] would recommend that you work in the same occupations as your parents. Next, we would like to show you [her/his] answers. Your [surveyed parent] would recommend [her/his] occupation as follows:"* The answer is displayed on a scale labeled "Completely recommend" on one end and "Not at all recommend" on the other, with higher recommendations shown as more stars. The information screen then continues (if applicable): *"Your [surveyed parent] would recommend the occupation of your [other parent] as follows:"* This answer is displayed on the same star scale. The treatment thus provides adolescents with a visual representation of the surveyed parent's recommendations for both parental occupations.

2.5 Eliciting parental occupations, recommendations, and adolescents' occupational preferences

Occupations

Parents choose their occupation from a list of over 4,000 occupations included in BERUFENET, an expert database of training and job descriptions maintained by the German Federal Employment Agency, which is similar to the U.S. Occupational Information Network (O*NET). All parents answered this question. The most common occupations include office clerk, nurse, and retail clerk.

Each of these occupations can be matched to the German Classification of Occupations (Klassifikation der Berufe, KldB 2010) published by the German Federal Employment Agency, which provides information on each occupation's complexity and allows us to group occupations into broader occupational fields. Using SOEP data, which are representative of the German workforce, we classify occupational main groups by their share of women as female-

[1] Coding is highly correlated across research assistants, with correlations ranging from almost 1 for narrow categories like "pays well" to 0.7-0.8 for broader categories such as "exciting" or "secure workplace".

dominated (more than two-thirds women), mixed (between one-third and two-thirds), or male-dominated (less than one third).[1]

Among mothers (whether surveyed themselves or reported by the surveyed father), 40.5% work in female-dominated occupational groups, compared to 57.4% of fathers working in male-dominated groups. Furthermore, 19.7% of mothers work in highly complex occupations, compared to 27.8% of fathers. Finally, average monthly gross earnings in mothers' occupations are €3,660, which is €474 (11%) lower than in fathers' occupations (€4,134).

Table 1: Share of high recommendations

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Boys	54.1%	52.0%	56.0%	67.7%
Girls	59.1%	52.2%	52.8%	58.7%

Notes: Share of adolescent respondents who received a recommendation with a value higher than 50, separately for boys and girls, mother's and father's occupation, and mother or father surveyed. Data source: ifo Education Survey 2022.

Recommendations

We elicit parental recommendations for their own occupation and the other parent's occupation on a scale from 0 to 100 with the following questions: *"Would you recommend that your child work in your occupation?"* and *"Would you recommend that your child work in the [mother's/father's] occupation or would you advise against it?"* The average recommendation is 55.4 points for the mother's occupation and 57.1 points for the father's occupation. The most common reasons parents give in the open-text fields for recommending their own occupation are interesting tasks (19%), earnings (12%), and security (9%).

In the empirical analysis, we distinguish between high (values above 50) and low (values of 50 or below) recommendations, as effects may differ substantially between the two. As Table 1 shows, a majority of adolescents receive a high recommendation in every combination of parent surveyed, parental occupation, and adolescent gender. The share is largest for boys whose

[1] The SOEP is a representative sample of the German population. SOEP data up to v38 contain 138,006 observations (137,693 after dropping two rare occupational groups) with occupational information coded according to KldB 2010. We use the first two digits of these codes to group occupations into 36 occupational main groups and calculate the share of women in each (Figure A2).

father recommends his own occupation: 67.7% receive a high recommendation. Parents are also asked, irrespective of their own occupation: *"Which occupation would you most likely recommend to your child?"* They choose from the same list of over 4,000 occupations.

Adolescents' likelihood of working in parental occupations

In their part of the survey, adolescents are asked for each parental occupation: *"What is the likelihood that you will work in the same occupation as your [mother/father]?"* This measure is elicited on a scale from 0% (very unlikely) to 100% (very likely) and constitutes our main outcome. The average value stated by adolescents in the control group is 32.2 points for their mother's occupation and 36.0 points for their father's occupation.

Adolescents' preferred occupation

Adolescents are also asked, before the information stage, *"Which occupation would you most like to work in when you grow up?"*, choosing from the same list of occupations used in the parent's survey. This allows us to measure adolescents' occupational preferences beyond their parents' occupations, which we use to examine the alignment between parents' recommendations and adolescents' preferred occupational fields (Section 4.3). Descriptive evidence also shows that adolescents' preferred occupational fields are positively associated with those of their parents, particularly among boys (Table A4).

2.6 Empirical strategy and pre-registration

Our main pre-registered analysis estimates the effect of the treatment on adolescents' stated likelihood of working in each parental occupation, using the following regression model:

$$Y_i = \alpha_0 + \alpha_1 T_i + \delta' X_i + \varepsilon_i \quad (1)$$

where Y_i is adolescent i's stated likelihood (0-100) of working in the respective parental occupation, T_i indicates whether adolescent i was assigned to the treatment group, X_i is a vector of parent and adolescent covariates (listed in the notes of Table 2), and ε_i is an error term. α_1 is the average treatment effect. We report heteroskedasticity-robust standard errors.

To examine whether adolescents follow the direction of the recommendation, we estimate equation (2) where R_i indicates a low recommendation (a value of 50 or less) for the respective occupation:

$$Y_i = \alpha_0 + \alpha_1 T_i + \alpha_2 R_i + \alpha_3 T_i \times R_i + \delta' X_i + \varepsilon_i \quad (2)$$

Here, α_1 is the treatment effect for adolescents who are shown a high recommendation, $\alpha_1 + \alpha_3$ the effect for those who are shown a low recommendation, and α_2 the difference in the outcome between low and high recommendations in the control group.

We estimate all regressions separately by adolescent gender, parental occupation (mother's or father's), and surveyed parent (mother or father). These subgroup analyses were not pre-registered and should be regarded as exploratory; we present them because treatment effects differ substantially across these combinations. Similarly, the analyses of potential mechanisms in Section 4 were not pre-registered and are exploratory. Appendix B reports the remaining results for pre-registered secondary outcomes.

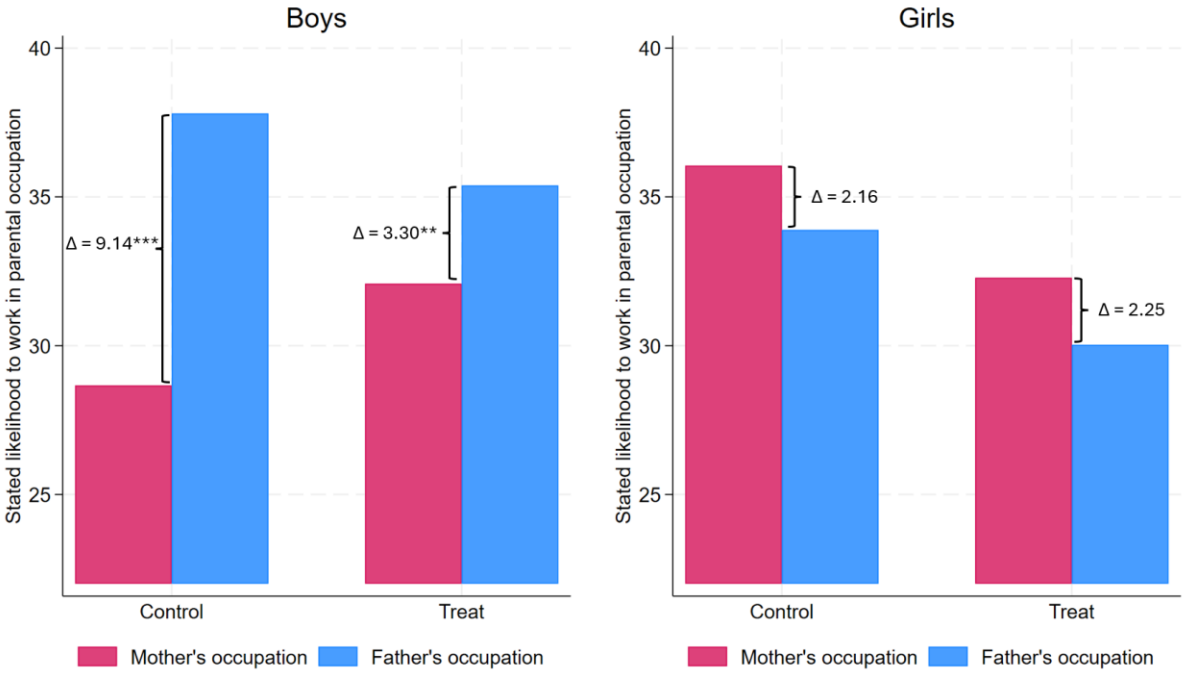
3 Experimental Results

We first examine how boys' and girls' stated likelihood of working in their parents' occupations changes when they are informed about parental recommendations. Second, we examine whether treatment effects differ by whether the recommendation is high or low. Finally, we examine how these effects vary with differences between actual recommendations and adolescents' beliefs about them.

3.1 Main effects

Figure 1 shows boys' and girls' stated likelihood of working in their mother's and their father's occupation for the treatment and the control group. In the control group, boys are much more likely to want to work in their father's occupation (37.8 points, blue) than in their mother's (28.7 points, red). In the treatment group, this gap of 9.1 points narrows significantly to 3.3 points (p=0.006), because boys are both less likely to want to work in their father's occupation (-2.4 points) and more likely to want to work in their mother's occupation (+3.4 points). Girls in the control group state a likelihood of working in their mother's occupation that is 2.2 points higher than for their father's occupation. In the treatment group, girls are less likely to want to work in their mother's occupation (-3.8 points) and in their father's occupation (-3.9 points), so that the gap remains virtually unchanged (p=0.986) at 2.3 points. Revealing parental recommendations thus does not strengthen adolescents' affinity for the occupation of their same-sex parent. Instead, girls' affinity for both parental occupations decreases, and boys' preference for their father's over their mother's occupation weakens substantially.

Figure 1: Experimental results



Notes: Response to the question: "*What is the likelihood that you will work in the same occupation as your [mother/father]?*" on a scale from 0 (very unlikely) to 100 (very likely). Results reported separately for boys and girls, mother's and father's occupation, and treatment and control group. P-values for differences between affinity for mother's and father's occupation: boys/control: p=0.000, boys/treat: p=0.033, girls/control: p=0.222, girls/treat: p=0.104. Data source: ifo Education Survey 2022.

To understand these patterns, we now examine parental recommendations more closely. As shown in Section 2.5, average recommendations are similar for both parental occupations (55.4 and 57.1 points). While mothers and fathers give similar recommendations for the mother's occupation, fathers recommend their own occupation considerably more strongly (61.5 points) than mothers recommend the father's occupation (53.8 points). We distinguish between mothers and fathers as the surveyed parent in the following analyses. Treatment effects may also depend on whether adolescents receive a high or a low recommendation. In Table 2, we therefore estimate equation (2), interacting the treatment with an indicator for a low recommendation. We distinguish between mother's and father's occupation as well as all four combinations of surveyed parent and adolescent gender.[1]

[1] Our treatment design does not randomize the gender of the surveyed parent. Therefore, while treatment effects are identified within each subgroup, differences across the parent-child gender combinations cannot be attributed causally to the gender of the surveyed parent. They may also reflect systematic differences between the samples. Indeed, the father-son sample in particular is positively selected relative to the mother-son sample (Table A5).

Table 2: Results by size of recommendation

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	2.001	2.457	4.804	-10.453***
	(4.224)	(4.325)	(4.597)	(3.655)
Low rec	-22.770***	-23.399***	-28.213***	-31.617***
	(3.756)	(4.468)	(4.022)	(4.719)
Treat # low rec	-0.884	8.040	2.726	9.798
	(5.133)	(6.048)	(5.933)	(6.126)
Control mean	36.875	48.896	43.000	58.050
R2 (adj.)	0.408	0.345	0.328	0.410
Observations	305	321	302	317
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	1.116	10.497**	7.530*	-0.655
p-value	0.682	0.015	0.052	0.893
Panel B: Girls				
Treat	0.376	-12.190**	0.295	-13.458**
	(3.811)	(5.958)	(4.165)	(5.391)
Low rec	-19.808***	-18.233***	-26.394***	-28.685***
	(4.541)	(5.601)	(4.178)	(4.964)
Treat # low rec	-7.428	13.917*	-6.151	21.619***
	(5.173)	(7.625)	(4.937)	(7.370)
Control mean	48.184	46.177	50.047	48.984
R2 (adj.)	0.343	0.280	0.452	0.275
Observations	391	197	384	198
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-7.052**	1.727	-5.856**	8.162
p-value	0.046	0.709	0.037	0.109

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates include age and number of children of the surveyed parent, whether they have a high school (Abitur) degree or a tertiary degree, whether they work part-time/full-time, were born in Germany, live in East Germany, live in an urban area, their risk preferences and patience, as well as age of the adolescent, whether they live with both parents, were born in Germany, are (very) good at math/German, their risk preferences and patience. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table 2 shows that in the control group, there is a significant negative correlation between low recommendations and adolescents' stated likelihood of working in the respective parental occupation across all specifications, ranging from -18.2 to -31.6 points. As these adolescents

receive no information about their parent's recommendations, this correlation may reflect characteristics of an occupation that make it similarly (un)attractive to adolescents and parents.

We find several effects that go in the opposite direction of what parents recommend. Boys show a negative response to their father's high recommendations for his own occupation, which significantly reduces their stated likelihood of working in this occupation by 10.5 points (Panel A, column 4). Conversely, when their father gives a low recommendation for their mother's occupation (column 2), boys significantly increase their stated likelihood of working in it by 10.5 points. This contributes to boys' increased likelihood of working in their mother's occupation in the aggregate (Figure 1). A similar effect is observed when mothers give low recommendations for the father's occupation, which increases boys' affinity for their father's occupation by 7.5 points (column 3, p=0.052).

We also observe non-conforming responses among girls, but only with respect to their father: receiving a high recommendation from their father for his own occupation significantly reduces girls' likelihood of wanting to work in that occupation by 13.5 points (Panel B, column 4). In contrast, low recommendations are associated with an increase in the likelihood by 8.2 points (though this effect is not significant at the 10% level, p=0.109). Similarly, we find non-conforming effects when fathers recommend the mother's occupation to their daughters (-12.2 points), although there is no reaction to a low recommendation in this case (column 2). By contrast, girls show no such non-conforming behavior when the mother is the surveyed parent (columns 1 and 3). Here, they decrease their likelihood in response to low recommendations (-7.1 and -5.9 points), while showing no significant reaction to high recommendations. The combination of these effects is consistent with the lower affinity for both parental occupations observed among girls in Figure 1.[1]

By design, whether a recommendation is high or low is not randomized. As Table A7 shows, high recommendations are strongly correlated with many occupational characteristics, such as high pay, high complexity, academic education, full-time employment, and a lower share of women. These characteristics may affect how adolescents respond to the recommendation. Differences in treatment effects between high and low recommendations should therefore not be

[1] In theory, adolescents could respond negatively to high recommendations if parents only considered how much they personally like their occupation, rather than whether it fits their child. However, the question specifically asks for a recommendation *for the child*. In addition, we still find similar (although imprecisely estimated given the small sample sizes) non-conforming effects as in the main specification for parents who chose a recommended occupation in the same occupational sector as their own (Table A6). This is consistent with these parents considering their own occupation suitable for their child.

interpreted as the effect of receiving a high rather than a low recommendation for the same occupation; they may also reflect how attractive adolescents find the parental occupation.

Overall, we find that informing adolescents about parental recommendations does not lead to greater alignment with these recommendations. For boys, it reduces their affinity for their father's occupation and increases their affinity for their mother's, while for girls, it reduces their affinity for both parents' occupations. These effects include several non-conforming responses: adolescents sometimes become less interested in strongly recommended occupations or more interested in occupations their parents do not recommend. One exception is girls, who decrease their affinity when their mother does not recommend an occupation; we examine this pattern further in the next subsection.

3.2 Belief updating

Adolescents could adjust their stated likelihood of working in parental occupations if the recommendations provide information that changes their beliefs about their parent's preferences or the attractiveness and fit of these occupations. If adolescents follow this information, we would expect them to become less interested in occupations for which they overestimated their parents' recommendations, and more interested in those for which they underestimated them. On average, adolescents underestimate their parents' recommendations: the mean difference between actual recommendations and adolescents' beliefs is 10.8 points for the mother's occupation and 9.6 points for the father's occupation (Figure 2). About 10% of adolescents predict the recommendation exactly. These are mostly cases in which the recommendation is 0, 50, or 100, reflecting bunching at round values common in survey responses on 0-100 scales (Manski & Molinari, 2010).

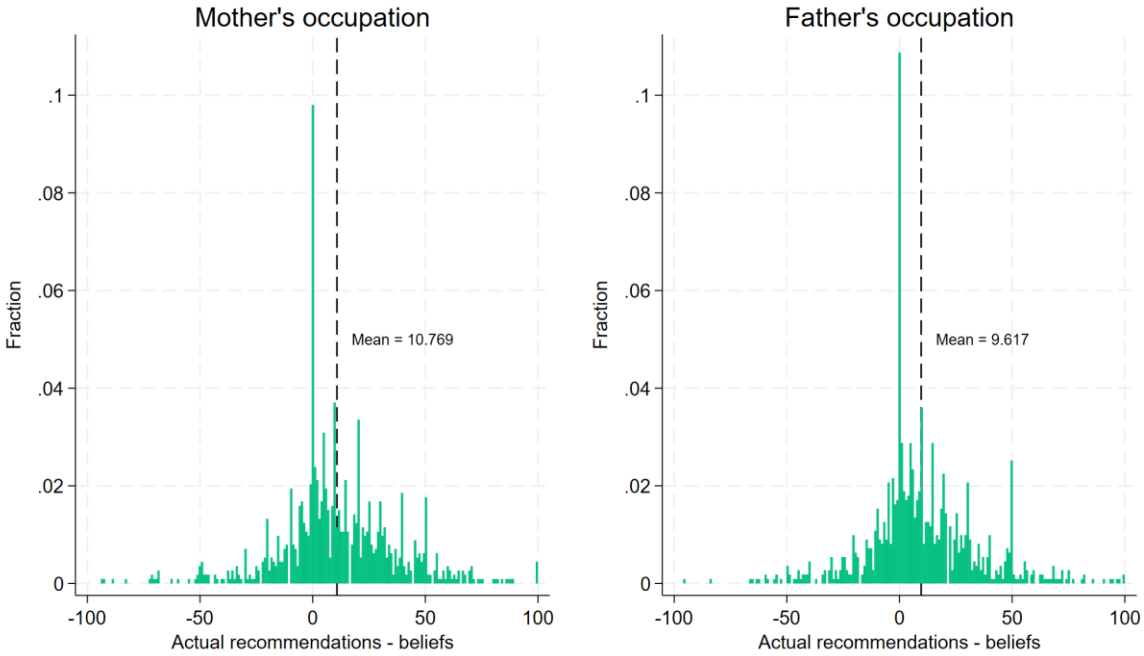
Table 3: Results by whether recommendations are over- or underestimated

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-20.169***	7.355	-7.293	-8.345
	(6.754)	(6.418)	(6.835)	(5.670)
Rec overestimated	-11.213	-8.868	0.811	-7.640
	(7.721)	(6.756)	(6.786)	(8.008)
Rec underestimated	-22.982***	-14.233***	-12.745**	-6.627
	(4.860)	(5.478)	(5.773)	(4.815)
Treat # rec overestimated	18.673*	1.806	4.381	5.645
	(10.174)	(9.875)	(9.654)	(10.553)
Treat # rec underestimated	24.713***	-2.794	16.346*	-3.809
	(7.760)	(7.811)	(8.352)	(7.104)
Control mean	42.559	43.673	37.366	51.039
R2 (adj.)	0.319	0.298	0.157	0.313
Observations	278	300	271	296
Controls	Yes	Yes	Yes	Yes
Treat rec overestimated	-1.496	9.161	-2.912	-2.700
p-value	0.846	0.226	0.690	0.760
Treat rec underestimated	4.544	4.561	9.053*	-12.154***
p-value	0.179	0.310	0.066	0.007

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel B: Girls				
Treat	-10.539	-11.694	0.819	-27.341***
	(6.454)	(7.701)	(5.550)	(9.346)
Rec overestimated	1.618	0.329	10.558*	-14.905*
	(6.603)	(9.353)	(6.274)	(8.834)
Rec underestimated	-14.318**	-5.216	-3.073	-23.039***
	(5.726)	(6.279)	(4.944)	(8.287)
Treat # rec overestimated	-0.321	3.587	-23.812***	32.329**
	(8.659)	(12.140)	(8.597)	(13.049)
Treat # rec underestimated	9.089	5.288	-5.254	28.305**
	(7.553)	(9.178)	(6.989)	(11.378)
Control mean	48.565	38.750	30.911	52.379
R2 (adj.)	0.212	0.239	0.273	0.225
Observations	361	187	351	188
Controls	Yes	Yes	Yes	Yes
Treat rec overestimated	-10.861*	-8.106	-22.993***	4.988
p-value	0.068	0.377	0.001	0.571
Treat rec underestimated	-1.450	-6.406	-4.435	0.963
p-value	0.711	0.212	0.295	0.862

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Rec overestimated = the recommendation was more than 5 points lower than what the adolescent believed. Rec underestimated = the recommendation was more than 5 points higher than what the adolescent believed. Control mean = mean outcome among control-group adolescents with correct beliefs (±5 points). Covariates as in Table 2. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Figure 2: Actual recommendations versus beliefs about recommendations



Notes: Parental recommendations minus adolescents' beliefs about parental recommendations. Vertical lines indicate sample means. Results reported separately for mother's and father's occupation. Data source: ifo Education Survey 2022.

Table 3 differentiates treatment effects by whether adolescents' prior beliefs were within ±5 points of the actual recommendation, or more than 5 points above or below it. Girls who overestimated how strongly their mother would recommend her own or the father's occupation reduce their affinity for that occupation once they learn the actual recommendation (−10.9 and −23.0 points, Panel B, columns 1 and 3). This finding is consistent with belief updating and may help explain why girls respond to low recommendations from their mothers by reducing their affinity for the respective occupation. For boys, we find no systematic pattern by whether they correctly estimated, overestimated, or underestimated the recommendation. Overall, the results provide some evidence consistent with belief updating among girls, but do not suggest that it systematically explains adolescents' responses to parental recommendations.

4 Potential Mechanisms

In this section, we explore potential mechanisms behind the non-conforming responses observed in some of our main specifications by estimating treatment effects in different subsamples. We start with family characteristics, such as the adolescent's age, parental education, and whether the parent and adolescent discussed job choice or the survey. Next, we differentiate by the characteristics of the parental occupations, such as average pay and gender typicality. Finally, we examine whether parents and adolescents differ in their occupational values or in the

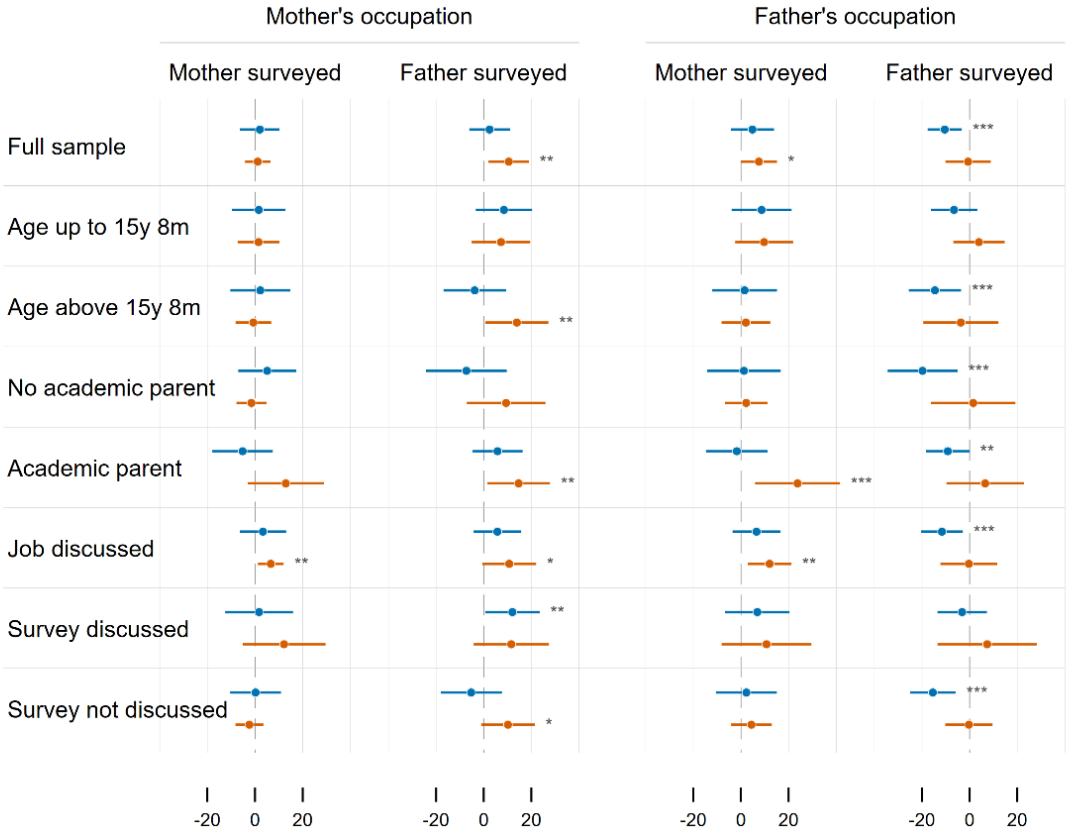
occupational fields they envision for the adolescent. These analyses are largely exploratory (see Section 2.6).

4.1 Family characteristics

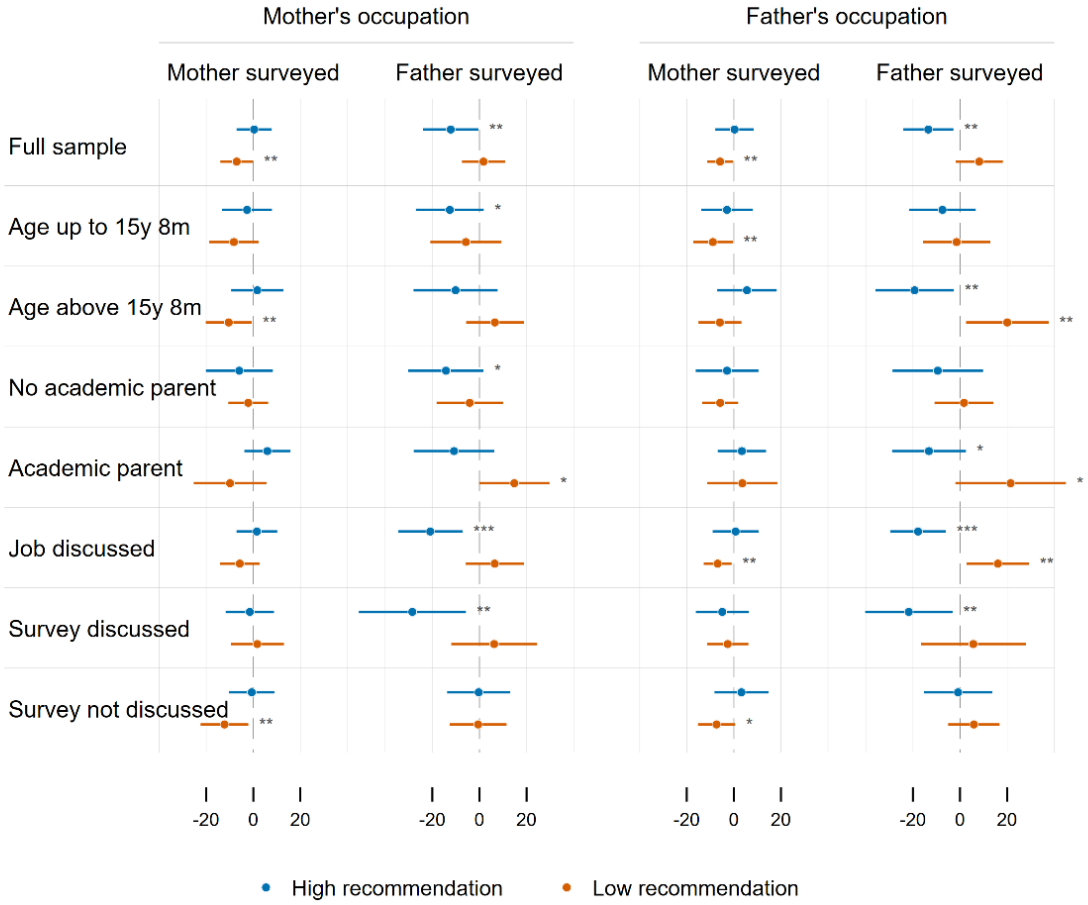
We first examine which adolescents exhibit these non-conforming responses, focusing on their age, their parents' education, and their communication with their parents. Figure 3 displays the treatment effects for being informed about a high (blue) or low (orange) recommendation, separately for boys (Panel A) and girls (Panel B); the full regressions are reported in Tables A8–A14. Mirroring the setup in Table 2, we distinguish between mother's and father's occupation as well as all four combinations of surveyed parent and adolescent gender.

Figure 3: Family characteristics

Panel A: Boys



Panel B: Girls



Notes: The figure shows treatment effects from OLS regressions as in Table 2 (equation 2), estimated separately for each subsample. Dots are point estimates for high and low recommendations; whiskers are 95% confidence intervals based on robust standard errors. "Age up to 15y 8m"/"Age above 15y 8m" = adolescents at or below/above the median age. "No academic parent"/"Academic parent" = neither parent/at least one parent holds a tertiary degree. "Job discussed" = both parent and adolescent report having talked about the adolescent's job choice before. "Survey (not) discussed" = the adolescent reports having (not) talked with their parent about the survey. For full regression tables for each subsample, see Appendix Tables A8–A14. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

First, we differentiate by whether the adolescent is older than 15 years and 8 months (the median age). For boys, the younger sample shows no significant treatment effects. Older boys, by contrast, respond negatively to high recommendations from their father for his own occupation and positively to low recommendations from their father for their mother's occupation, as in the full sample. For girls, the conforming responses to low recommendations from the mother appear in both samples (albeit less precisely estimated), whereas the non-conforming response to their father's recommendation for his occupation is entirely driven by the older subsample. Overall, non-conforming responses appear more pronounced among older adolescents.

Second, we differentiate by whether at least one parent holds an academic degree, as a proxy for the family's socioeconomic status. For boys, the non-conforming response to their father's high recommendation appears in both samples, whereas the positive responses to low

recommendations are stronger in the academic subgroup. For girls, splitting the sample into these two groups yields imprecise estimates, with no effects significant at the 5% level. Overall, non-conforming responses do not appear to differ systematically by parental education.

Third, effects could differ by whether parents and adolescents talked about job choice in general or about the survey itself. For over 70% of the sample, both the parent and the adolescent report having discussed job choice before. For this group, the non-conforming responses from the main sample are stronger, and additional non-conforming responses are statistically significant, for example, boys reacting positively to low recommendations from their mother for her own occupation. Thus, these non-conforming responses may partly reflect adolescents being reminded of parental preferences they already know, rather than learning about them for the first time. In addition, over 40% of the adolescents report having talked to their parents about the survey. The results vary by gender: for boys, non-conforming responses appear stronger in the sample that did not talk about the survey, while for girls, negative responses to high recommendations from the father are significant only in the sample that talked about it.

To summarize, non-conforming responses appear more pronounced among older adolescents and among those who have previously discussed job choice with their parents. Parental education, by contrast, does not seem to play an important role.

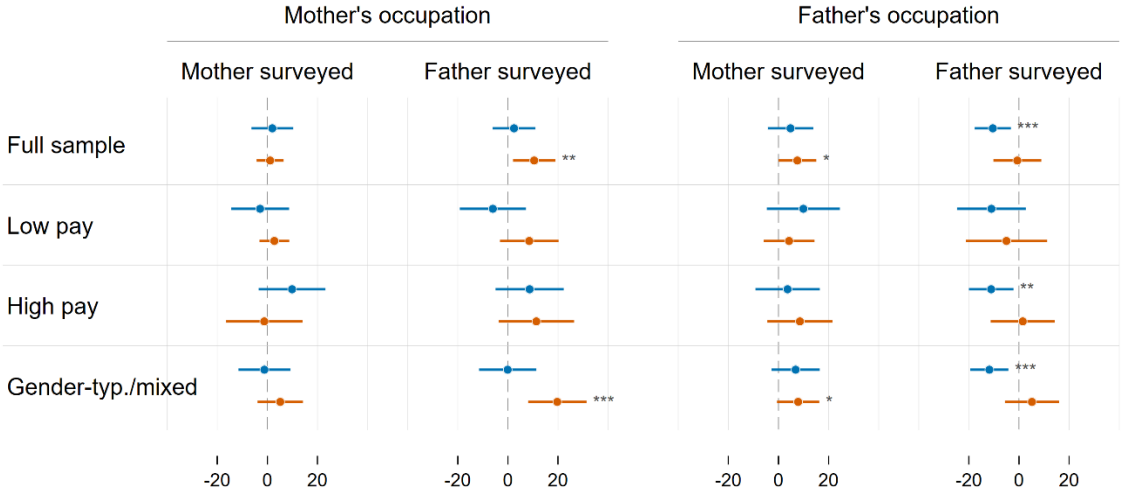
4.2 Occupational characteristics

Non-conforming responses could be driven by high recommendations for unattractive occupations or low recommendations for attractive occupations. We use average pay as a proxy for occupational attractiveness and split the sample by whether the parental occupation is low- or high-paying (Figure 4; Tables A15 and A16).

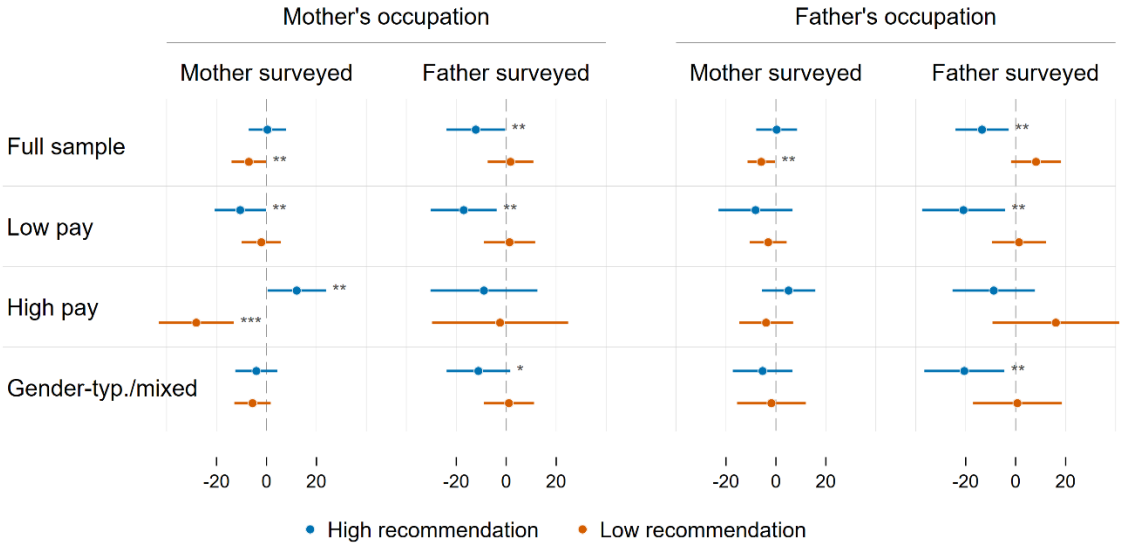
For boys, splitting the sample this way renders most treatment effects insignificant, except for the negative response to high recommendations from the father for his own occupation, which remains significant at the 5% level in the sample of high-paying occupations (Panel A). For girls, by contrast, a clearer pattern emerges: when they are informed about high recommendations for low-paying occupations, they respond negatively in three of the four surveyed-parent and parental-occupation combinations. When the parental occupation is high-paying, most estimates are insignificant, with one exception: when their mother recommends her own occupation, girls follow her in both directions, decreasing their affinity after low recommendations and increasing it after high recommendations (Panel B, column 1).

Figure 4: Occupational characteristics

Panel A: Boys



Panel B: Girls



Notes: The figure shows treatment effects from OLS regressions as in Table 2 (equation 2), estimated separately for each subsample. Dots are point estimates for high and low recommendations; whiskers are 95% confidence intervals based on robust standard errors. "Low pay"/"High pay" = the parent's occupation has average monthly gross earnings below/at or above €3,831. "Gender-typical/mixed" = the parent's occupation is typical for the adolescent's gender or mixed (for boys: male-dominated or mixed; for girls: female-dominated or mixed). For full regression tables for each subsample, see Appendix Tables A15–A17. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Beyond pay, other occupational characteristics might also play a role: non-conforming responses could be driven by recommendations for gender-atypical occupations, i.e., occupations with a large share of the opposite gender. However, our results provide little support for this explanation. When we restrict the sample to parental occupations that are gender-typical for the adolescent or mixed (male-dominated or mixed for boys, female-dominated or mixed for girls; Table A17), the adolescents' responses remain non-conforming in several specifications. Boys now show a larger positive response to low recommendations from their father for their

mother's occupation, and girls show a larger negative response to high recommendations from their father for his own occupation. Boys also show a positive, though insignificant, response to a low recommendation from their father for his own occupation. By contrast, girls' conforming responses to low recommendations from their mother (the main conforming pattern in the full sample) are similar in size but now insignificant. Thus, non-conforming responses persist even when parental occupations are gender-typical or mixed, suggesting that gender atypicality alone cannot explain them.

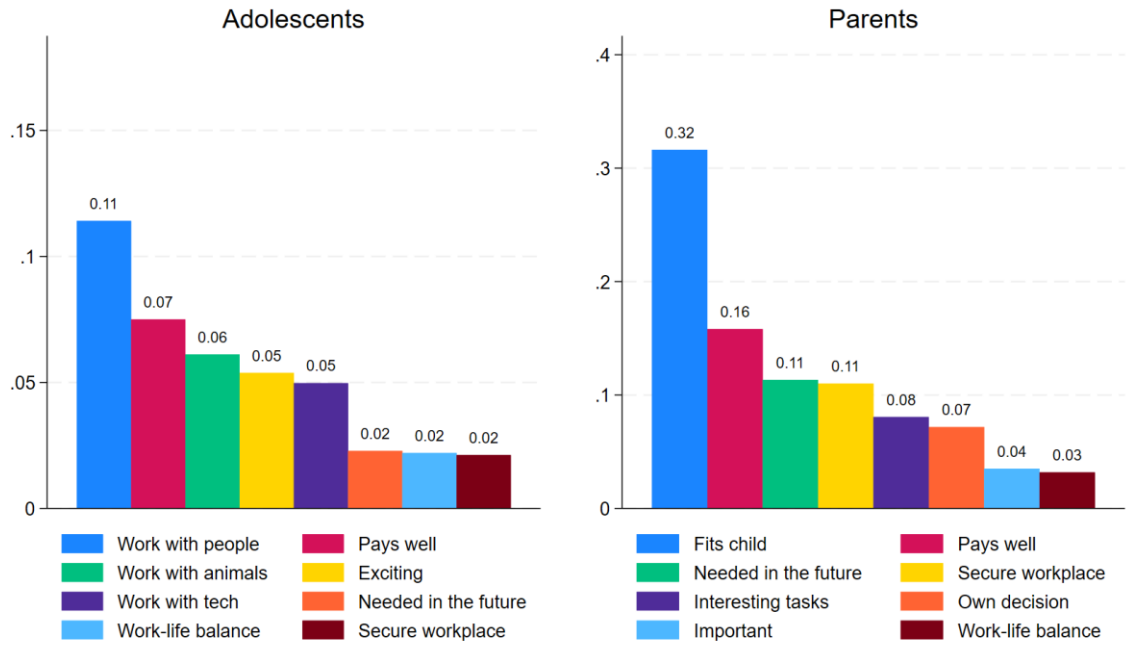
4.3 Parent-adolescent congruence in envisioned occupations

After parents and adolescents state their recommended and preferred occupations, respectively, we ask both to explain their reasoning in an open-text field. These answers can be grouped into occupational values, i.e., what parents and adolescents consider important in an occupation. Differences in these values could explain the non-conforming responses we observe.

When adolescents are asked which occupation they would most like to work in, irrespective of their parents' occupations, they mostly choose their preferred occupations based on the occupations' content. In total, 27% mention at least one of the following motives: they want to work with people (11%), animals (6%, mostly mentioned by girls), or technology (5%, mostly mentioned by boys), or have exciting tasks (5%). Higher earnings rank second (7%), while practical concerns such as work-life balance are further down the list (Figure 5).

When parents are asked in an unconstrained question which occupation they believe would best suit their child, they seem most concerned that the recommended occupation is in line with their child's preferences. Over 30% state that it matches their child's interests and/or strengths, which is by far the most common reason. Moreover, 26% recommend exactly the occupation their child prefers, and another 7% state that their child should make the decision themselves. Compared to their children, parents focus more on job security, i.e., a job that is in high demand on the labor market now ("secure workplace") and in the future ("needed in the future"), reducing the risk of unemployment. Parents and adolescents mostly agree on the importance of high earnings, which ranks second for both groups. In sum, adolescents care about the content of their future job, and parents care about finding an occupation whose content matches their child's interests and strengths. There is little apparent disagreement in occupational values, which suggests that differences in these values alone are unlikely to explain the non-conforming responses from the main analysis.

Figure 5: Reasons for preferred and recommended occupations



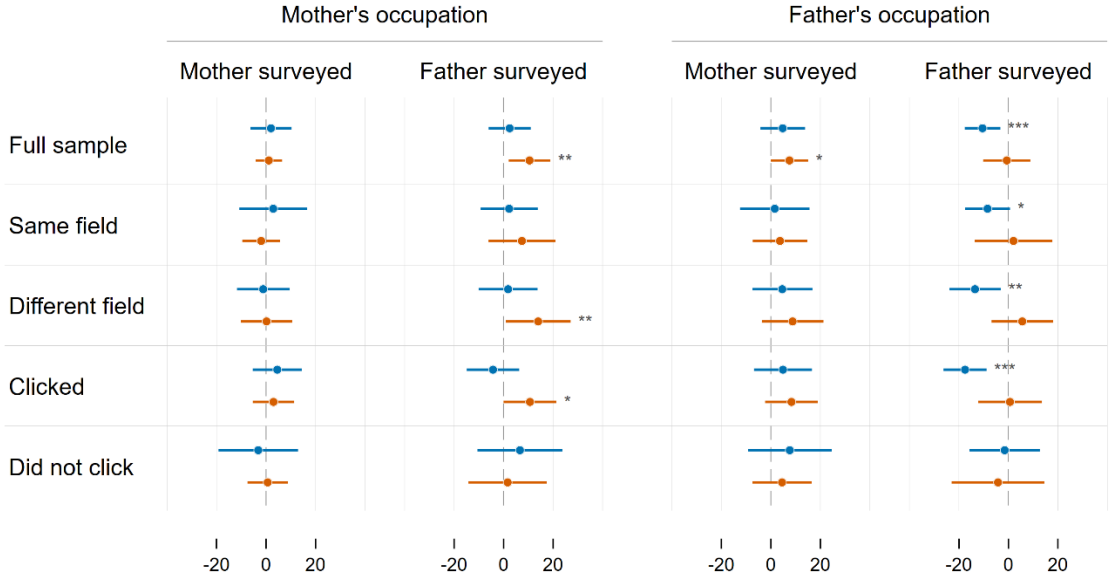
Notes: Categorized open-text answers to the adolescent question *"Why would you like to work in that occupation?"* (left, referring to the preferred occupation) and the parent question *"Why would you recommend this occupation to your child?"* (right, referring to the recommended occupation). Data source: ifo Education Survey 2022.

While parents and adolescents appear to value similar occupational characteristics, adolescents' focus on the content of their future occupation may point to an important source of disagreement: differences in the occupational fields parents recommend and adolescents prefer. When we split the sample by whether the adolescent's preferred and the parent's recommended occupation are in the same field (Tables A18 and A19), we find that non-conforming responses are stronger in the subsample where adolescents prefer occupations in a different field from those recommended by their parents. As Figure 6 shows, this subsample exhibits the same non-conforming responses as the main analysis, plus a previously insignificant non-conforming response in the father-daughter sample: girls now also increase their affinity for their father's occupation if he gives a low recommendation for it. By contrast, among adolescents whose preferred and recommended occupations are in the same field, we observe very few significant effects and mostly smaller point estimates.[1]

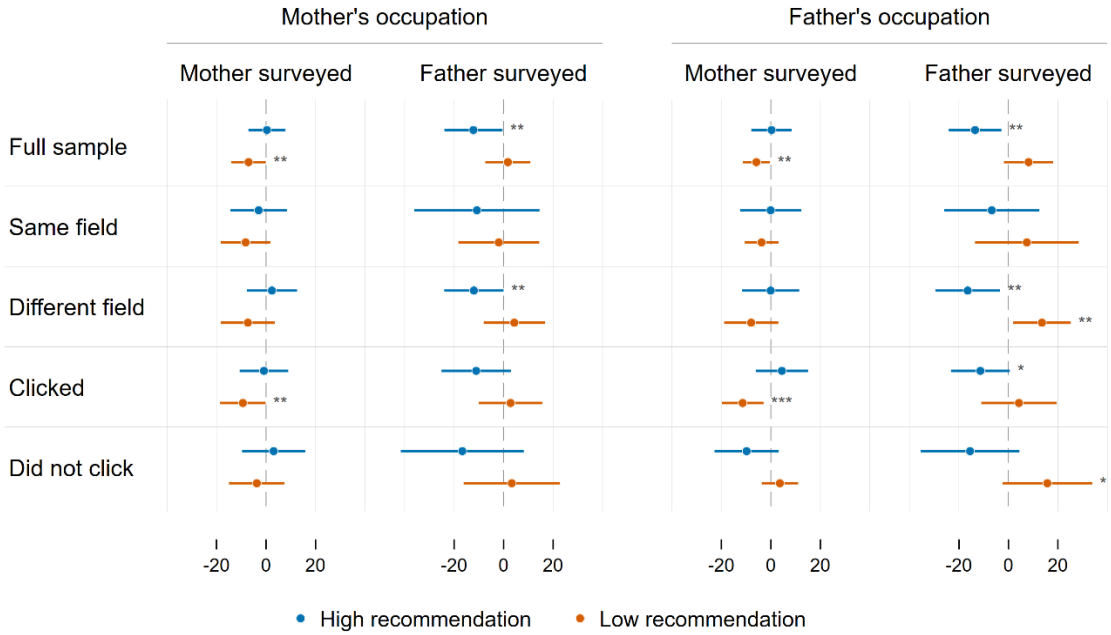
[1] Note that, in contrast to the recommendations for the parental occupations, the occupation that parents recommend in the unconstrained question is not shown to adolescents.

Figure 6: Parent-adolescent congruence in envisioned occupations

Panel A: Boys



Panel B: Girls



Notes: The figure shows treatment effects from OLS regressions as in Table 2 (equation 2), estimated separately for each subsample. Dots are point estimates for high and low recommendations; whiskers are 95% confidence intervals based on robust standard errors. "Same field"/"Different field" = the adolescent's preferred occupation and the occupation the parent recommends for them fall (do not fall) in the same occupational area (KldB 2010, 1-digit). "Clicked"/"Did not click" = the adolescent opened at least one/none of the information screens on occupational fields. For full regression tables for each subsample, see Appendix Tables A18–A21. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

If parents and adolescents disagree on the general occupational field, adolescents may be less receptive to parental advice and more likely to respond against their parents' recommendations. This interpretation is consistent with our finding that non-conforming responses are stronger among adolescents who clicked on further information about occupational fields offered at the end of the survey (Figure 6; Tables A20 and A21), who may be seeking information beyond

their parents' advice. Both analyses offer tentative evidence that adolescents are more likely to respond against parental recommendations when these do not align with their own occupational interests, even if parents and adolescents broadly agree on which occupational characteristics are desirable.

5 Conclusion

In this paper, we use matched parent-adolescent data from a survey experiment in Germany to study how adolescents respond to parental occupational advice. We elicit parents' recommendations for both parental occupations and then randomly assign adolescents to receive information about this parental advice. Revealing parental recommendations does not lead to greater alignment with parental recommendations; instead, adolescents often adjust their affinity for parental occupations in the opposite direction of the recommendation. The main exception is how girls respond to their mother's advice: they lower their affinity for occupations their mother does not recommend, particularly when they had overestimated how strongly she would recommend them.

Exploratory analyses suggest that non-conforming responses are more pronounced among older adolescents and in families in which parents and adolescents had already discussed occupational choices before the survey. In addition, girls respond negatively to high recommendations for low-paying occupations. While we find little apparent disagreement between parents' and adolescents' occupational values, non-conforming responses are stronger among adolescents whose preferred occupational field differs from the one their parent would recommend, and among adolescents who sought further information about occupational fields at the end of the survey.

Future research could explore adolescents' non-conforming responses in greater detail by designing experiments that also measure parenting style and parent-child conflict. The gender-specific patterns in our results also raise questions for further research, for instance, why daughters respond against their father's recommendations but tend to follow their mother's advice. Since our experiment does not randomly assign high versus low recommendations, future studies could vary recommendation strength experimentally to estimate its causal effect.

Our results highlight the importance of understanding how adolescents respond to parental advice when forming occupational preferences, which may shape subsequent educational and occupational decisions and ultimately social mobility.

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Appendix A – Additional Tables and Figures

Table A1: Representativeness of parent sample compared to SOEP and Mikrozensus 2022

	Study sample (1)	SOEP (2)	Diff SOEP (3)	MZ (4)	Diff MZ (5)
Female	0.571	0.526	-0.045**	0.550	-0.021
	(0.495)	(0.499)	(0.020)	(0.497)	(0.014)
Age	44.092	45.792	1.700***	47.021	2.929***
	(8.210)	(6.858)	(0.306)	(6.566)	(0.238)
Number of children	2.049	2.420	0.371***	2.313	0.264***
	(1.062)	(1.146)	(0.044)	(1.082)	(0.032)
High school degree	0.543	0.329	-0.214***	0.440	-0.103***
	(0.498)	(0.470)	(0.019)	(0.496)	(0.015)
Academic degree	0.414	0.240	-0.174***	0.307	-0.107***
	(0.493)	(0.427)	(0.018)	(0.461)	(0.014)
Mother: full-time	0.519	0.289	-0.230***	0.284	-0.235***
	(0.500)	(0.454)	(0.026)	(0.451)	(0.019)
Mother: part-time	0.354	0.447	0.093***	0.506	0.153***
	(0.478)	(0.497)	(0.025)	(0.500)	(0.019)
Father: full-time	0.875	0.808	-0.067***	0.840	-0.035**
	(0.332)	(0.394)	(0.024)	(0.367)	(0.015)
Father: part-time	0.038	0.054	0.016	0.068	0.030***
	(0.191)	(0.225)	(0.012)	(0.252)	(0.009)
Gross income (median)	3,125	2,800	-325***	-	-
(P25-P75)	(1,875- 5,417)	(1,770-4,200)	(83)	-	-
Born in Germany	0.948	0.794	-0.153***	0.676	-0.272***
	(0.222)	(0.404)	(0.013)	(0.468)	(0.007)
Lives in West Germany	0.827	0.838	0.011	0.859	0.032***
	(0.378)	(0.368)	(0.015)	(0.348)	(0.011)
Urban	0.522	0.665	0.142***	-	-
	(0.500)	(0.472)	(0.019)	-	-
Observations	1,227	4,248		28,443	

Notes: Columns (1), (2), and (4) report sample means, columns (3) and (5) the difference between the mean in SOEP or Mikrozensus 2022, respectively, and the mean in our study sample. Standard deviations (col. 1, 2, 4) and standard errors (col. 3, 5) in parentheses. For gross income, medians and 25th–75th percentiles (instead of means and SDs) are reported, and the difference is estimated by median regression. Employment shares include non-employed parents. Mikrozensus only asks for net income, not gross income. SOEP sample: Respondents with children born 2004-2009 and surveyed 2019-2021 (no refugee samples), which most closely represents the population targeted in our online survey. Mikrozensus 2022 sample: Respondents from the 2022 wave, in parent generation, older than 29 years, with children aged 14-17 in the household. SOEP and Mikrozensus 2022 means and medians are weighted. * p<0.10, ** p<0.05, *** p<0.01. Data sources: SOEP, Mikrozensus 2022, ifo Education Survey 2022.

Table A2: Representativeness of parents' occupational fields

	Study sample	SOEP	Difference
	(1)	(2)	(3)
Agriculture	0.011	0.019	0.008***
	(0.104)	(0.135)	(0.002)
Manufacturing	0.155	0.176	0.021***
	(0.362)	(0.381)	(0.008)
Construction	0.053	0.056	0.003
	(0.224)	(0.231)	(0.005)
Natural sciences	0.088	0.048	-0.040***
	(0.284)	(0.214)	(0.006)
Logistics	0.101	0.131	0.029***
	(0.302)	(0.337)	(0.006)
Sales	0.120	0.125	0.005
	(0.325)	(0.331)	(0.007)
Administration	0.242	0.194	-0.048***
	(0.429)	(0.396)	(0.009)
Health, Education	0.194	0.218	0.024***
	(0.395)	(0.413)	(0.008)
Arts, Media	0.035	0.034	-0.002
	(0.184)	(0.180)	(0.004)
Observations	2,454	137,693	

Notes: Columns (1) and (2) report the share of respondents working in a given occupational field, column (3) the difference between the shares. Standard deviations (col. 1-2) and standard errors (col. 3) in parentheses. In the study sample, both the occupation of the surveyed parent and the non-surveyed parent are considered. SOEP respondents with job information (no refugee samples). SOEP shares are weighted. * $p<0.10$, ** $p<0.05$, ***$p<0.01$. Data sources: SOEP, ifo Education Survey 2022.

Table A3: Balancing table

	Control group (1)	Treatment group (2)	Difference (3)
Parent-child combinations			
Mother-daughter	0.291	0.347	0.056**
Mother-son	0.259	0.242	-0.017
Father-daughter	0.185	0.145	-0.040*
Father-son	0.265	0.265	0.001
Parent characteristics			
Female	0.550	0.589	0.039
Age	43.889 (8.367)	44.267 (8.075)	0.378
# children	2.012 (1.094)	2.081 (1.034)	0.068
High school degree	0.559	0.529	-0.030
Academic degree	0.427	0.403	-0.024
Born in Germany	0.944	0.952	0.008
West Germany	0.822	0.832	0.010
Urban	0.517	0.527	0.011
Risk	6.145 (2.538)	5.982 (2.484)	-0.163
Patience	7.600 (2.178)	7.647 (2.156)	0.047
Mother: part-time	0.381	0.332	-0.050
Father: part-time	0.039	0.037	-0.002
Mother: full-time	0.503	0.532	0.029
Father: full-time	0.859	0.889	0.030
Gross income	3,475 (1,937)	3,416 (2,053)	-60
Adolescent characteristics			
Female	0.476	0.492	0.016
Age	15.793 (1.092)	15.767 (1.092)	-0.026
Lives with both parents	0.808	0.820	0.012
Born in Germany	0.982	0.986	0.004
(Very) good at math	0.660	0.638	-0.022
(Very) good at German	0.730	0.702	-0.029
Risk	6.346 (2.468)	6.345 (2.487)	-0.000
Patience	6.838 (2.411)	6.795 (2.454)	-0.042
Observations	567	660	

Notes: Columns (1) and (2) report sample means, column (3) the difference between sample means. Standard deviations in parentheses for non-binary variables. Risk is measured on an 11-point scale from 0 ("not risk-loving at all") to 10 ("very risk-loving"). Patience is elicited by asking the respondent how willing they are to give something up today to benefit from it in the future, from 0 ("not willing at all") to 10 ("very willing"). *p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A4: Occupational persistence

	Field of adolescent's preferred occupation								
	Agricul-ture (1)	Manufac-turing (2)	Construc-tion (3)	Natural Sciences (4)	Logistics (5)	Sales (6)	Admin-istration (7)	Health, Education (8)	Arts, Me-dia (9)
Panel A: Boys									
Father works in field	0.227	0.114***	0.067*	0.264***	0.082	0.065	0.128***	-0.025	0.030
	(0.154)	(0.043)	(0.038)	(0.056)	(0.052)	(0.042)	(0.037)	(0.057)	(0.075)
Mother works in field	-0.023***	0.133*	0.185	0.234***	0.166**	0.036	0.008	0.083**	0.040
	(0.006)	(0.072)	(0.135)	(0.073)	(0.083)	(0.030)	(0.025)	(0.038)	(0.060)
R2 (adj.)	0.023	0.019	0.021	0.095	0.015	0.010	0.033	0.005	-0.002
Observations	614	614	614	614	614	614	614	614	614
Panel B: Girls									
Father works in field	0.046	0.123***	0.001	0.032	0.058*	0.081*	0.075*	-0.068	0.062
	(0.083)	(0.035)	(0.020)	(0.039)	(0.034)	(0.049)	(0.040)	(0.077)	(0.073)
Mother works in field	0.105	0.091	-0.020***	0.127*	0.019	0.027	0.033	0.053	0.029
	(0.136)	(0.062)	(0.007)	(0.076)	(0.054)	(0.029)	(0.030)	(0.046)	(0.058)
R2 (adj.)	-0.000	0.038	-0.003	0.011	0.005	0.010	0.008	-0.000	-0.001
Observations	575	575	575	575	575	575	575	575	575

Notes: Least squares regressions. Dependent variable: Indicator for naming a preferred occupation in the given field. Father and mother indicators are included jointly. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A5: Comparison of mother-son and father-son samples

	Mother-son (1)	Father-son (2)	Difference (3)
Parental occupation characteristics			
Father's occupation average income	3,959	4,371	412***
	(1,187)	(1,224)	(98)
Mother's occupation average income	3,701	3,697	-4
	(1,175)	(1,212)	(97)
Mother's occupation (highly) complex	0.410	0.462	0.051
	(0.493)	(0.499)	(0.039)
Father's occupation (highly) complex	0.482	0.603	0.121***
	(0.500)	(0.490)	(0.039)
Adolescent characteristics			
Lives with both parents	0.765	0.874	0.108***
	(0.424)	(0.333)	(0.030)
(Very) good at math	0.629	0.754	0.125***
	(0.484)	(0.431)	(0.036)
(Very) good at German	0.583	0.695	0.112***
	(0.494)	(0.461)	(0.038)
Risk	6.384	6.954	0.569***
	(2.443)	(2.264)	(0.187)
Patience	6.495	7.071	0.576***
	(2.513)	(2.362)	(0.194)
Observations	307	325	

Notes: Columns (1) and (2) report sample means, column (3) the difference between sample means. Standard deviations (col. 1-2) and standard errors (col. 3) in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A6: Parental and recommended occupations are in the same sector

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-2.235	-1.762	-10.715	-10.196
	(9.671)	(7.577)	(9.998)	(6.394)
Low rec	-36.455***	-25.138	-48.606***	-15.119
	(11.846)	(15.922)	(11.055)	(12.438)
Treat # low rec	8.479	12.676	10.005	-16.039
	(15.319)	(18.210)	(13.004)	(15.112)
Control mean	47.192	54.897	60.955	63.542
R2 (adj.)	0.462	0.340	0.558	0.339
Observations	71	89	76	107
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	6.244	10.914	-0.709	-26.235*
p-value	0.557	0.484	0.936	0.061
Panel B: Girls				
Treat	-1.156	-19.259	-2.091	-25.217*
	(7.244)	(19.311)	(8.362)	(13.508)
Low rec	-18.133*	-15.229	-29.279**	-36.028*
	(10.045)	(14.068)	(12.103)	(19.140)
Treat # low rec	-14.754	-2.707	-16.869	-0.909
	(11.701)	(25.099)	(12.968)	(29.072)
Control mean	58.935	53.125	50.958	58.846
R2 (adj.)	0.364	0.211	0.465	0.181
Observations	113	54	81	54
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-15.911*	-21.966	-18.960*	-26.126
p-value	0.069	0.114	0.074	0.255

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents whose parent's recommended occupation for the child is in the same sector as the parental occupation being rated. Sectors are: production, personal services, commercial and business services, IT and scientific services, and other services. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A7: Summary statistics – low vs. high recommendation parental occupations

	Low rec	High rec	Difference
	(1)	(2)	(3)
Average income in occupation	3,513	4,191	678***
Occupation female-dominated	0.344	0.204	-0.140***
Occupation mixed	0.306	0.405	0.099***
Occupation male-dominated	0.350	0.391	0.041**
Occupation (highly) complex	0.359	0.558	0.199***
Typical education: vocational	0.736	0.479	-0.257***
Typical education: academic	0.213	0.510	0.298***
Part-time employment	0.288	0.172	-0.115***
Full-time employment	0.576	0.735	0.160***
Observations	1,063	1,391	

Notes: Columns (1) and (2) report sample means, column (3) the difference between the means. Both the occupation of the surveyed parent and the non-surveyed parent are considered. Low rec = parental recommendation has a value of 50 or less. High rec = parental recommendation has a value of more than 50. Average income in occupation information from Federal Employment Agency. Gender shares of occupations based on SOEP v38. Complexity of occupation based on last digit of job KldB number. Part-time and full-time employment are only available for the occupation of the surveyed parent. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A8: Younger sample

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	1.565	8.474	8.666	-6.555
	(5.685)	(5.981)	(6.380)	(4.951)
Low rec	-28.271***	-20.166***	-31.325***	-34.221***
	(5.241)	(6.874)	(5.438)	(5.301)
Treat # low rec	-0.121	-1.206	1.045	10.462
	(7.564)	(8.673)	(8.600)	(7.383)
Control mean	41.787	51.000	47.400	59.980
R2 (adj.)	0.462	0.345	0.362	0.478
Observations	162	167	158	165
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	1.443	7.269	9.711	3.907
p-value	0.746	0.244	0.116	0.475
Panel B: Girls				
Treat	-2.632	-12.570*	-2.928	-7.457
	(5.355)	(7.221)	(5.562)	(7.091)
Low rec	-18.100***	-4.735	-20.245***	-24.491***
	(6.472)	(8.811)	(5.950)	(7.687)
Treat # low rec	-5.609	6.807	-5.971	6.031
	(7.710)	(11.039)	(6.867)	(10.037)
Control mean	47.400	47.750	49.171	50.480
R2 (adj.)	0.318	0.342	0.454	0.339
Observations	206	90	203	92
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-8.241	-5.763	-8.899**	-1.425
p-value	0.123	0.449	0.039	0.843

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents aged up to 15 years and 8 months. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A9: Older sample

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	2.199	-3.780	1.520	-14.572***
	(6.372)	(6.643)	(6.866)	(5.550)
Low rec	-14.592***	-24.735***	-23.786***	-28.755***
	(5.458)	(6.637)	(6.424)	(7.990)
Treat # low rec	-2.923	17.687*	0.536	10.864
	(7.523)	(9.400)	(8.520)	(9.921)
Control mean	29.879	46.500	37.789	56.080
R2 (adj.)	0.324	0.296	0.279	0.349
Observations	143	154	144	152
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-0.724	13.907**	2.056	-3.709
p-value	0.848	0.039	0.692	0.643
Panel B: Girls				
Treat	1.679	-10.129	5.557	-19.277**
	(5.621)	(8.990)	(6.409)	(8.394)
Low rec	-19.737***	-27.577***	-30.074***	-35.744***
	(6.651)	(6.844)	(6.063)	(7.371)
Treat # low rec	-12.101*	16.694	-11.472	39.339***
	(7.262)	(10.855)	(7.990)	(12.878)
Control mean	49.000	45.184	50.864	47.973
R2 (adj.)	0.382	0.274	0.446	0.223
Observations	185	107	181	106
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-10.422**	6.565	-5.915	20.062**
p-value	0.037	0.288	0.202	0.025

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents older than 15 years and 8 months. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A10: No academic parent

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	5.084	-7.289	1.225	-19.774***
	(6.136)	(8.539)	(7.789)	(7.377)
Low rec	-14.417***	-20.863**	-28.245***	-33.959***
	(5.067)	(9.864)	(6.267)	(8.982)
Treat # low rec	-6.626	16.668	0.971	21.275*
	(7.094)	(12.232)	(9.231)	(12.331)
Control mean	21.517	37.222	36.129	47.400
R2 (adj.)	0.247	0.024	0.204	0.196
Observations	137	117	132	115
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-1.542	9.380	2.197	1.501
p-value	0.629	0.262	0.626	0.867
Panel B: Girls				
Treat	-5.945	-14.229*	-2.902	-9.435
	(7.205)	(7.979)	(6.736)	(9.615)
Low rec	-25.503***	-8.751	-27.093***	-22.362**
	(6.598)	(7.949)	(5.629)	(8.418)
Treat # low rec	3.791	10.100	-2.892	11.123
	(8.395)	(10.962)	(7.593)	(11.042)
Control mean	44.000	33.045	43.133	36.650
R2 (adj.)	0.216	0.014	0.355	0.043
Observations	175	83	172	82
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-2.154	-4.129	-5.794	1.688
p-value	0.615	0.560	0.137	0.788

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents with no parent who holds a tertiary degree. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A11: At least one academic parent

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-5.227	5.779	-1.743	-9.180**
	(6.386)	(5.318)	(6.528)	(4.603)
Low rec	-38.209***	-25.937***	-47.361***	-41.091***
	(5.972)	(6.574)	(6.195)	(7.226)
Treat # low rec	18.138*	8.871	25.501**	15.700
	(9.386)	(8.824)	(10.199)	(9.526)
Control mean	47.545	52.098	52.805	61.538
R2 (adj.)	0.434	0.435	0.421	0.419
Observations	114	173	116	171
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	12.911	14.650**	23.757**	6.520
p-value	0.112	0.030	0.010	0.430
Panel B: Girls				
Treat	5.974	-10.809	3.402	-13.191*
	(4.943)	(8.570)	(5.191)	(7.883)
Low rec	-12.927*	-29.499***	-28.527***	-30.957***
	(7.442)	(8.202)	(7.801)	(11.477)
Treat # low rec	-15.847*	25.614**	0.194	34.680**
	(9.357)	(11.967)	(9.295)	(14.880)
Control mean	51.686	54.971	54.617	53.000
R2 (adj.)	0.429	0.323	0.489	0.259
Observations	162	94	161	95
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-9.873	14.805*	3.596	21.488*
p-value	0.208	0.052	0.633	0.072

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents with at least one parent who holds a tertiary degree. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A12: Job choice discussed

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	3.300	5.725	6.525	-11.624***
	(4.914)	(5.063)	(5.119)	(4.436)
Low rec	-26.813***	-19.495***	-28.079***	-36.823***
	(3.951)	(5.656)	(4.643)	(5.715)
Treat # low rec	3.314	5.000	5.500	11.300
	(5.737)	(7.648)	(6.845)	(7.569)
Control mean	39.161	48.300	43.323	61.308
R2 (adj.)	0.475	0.372	0.350	0.446
Observations	232	217	229	214
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	6.614**	10.725*	12.024**	-0.324
p-value	0.017	0.062	0.010	0.957
Panel B: Girls				
Treat	1.502	-20.869***	0.737	-17.807***
	(4.391)	(6.920)	(4.952)	(5.956)
Low rec	-19.971***	-26.147***	-29.608***	-35.851***
	(5.161)	(7.384)	(4.810)	(5.435)
Treat # low rec	-7.247	27.361***	-7.619	33.879***
	(6.089)	(9.743)	(5.644)	(9.014)
Control mean	48.197	52.909	52.286	53.638
R2 (adj.)	0.364	0.341	0.476	0.358
Observations	301	134	295	134
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-5.745	6.492	-6.882**	16.072**
p-value	0.181	0.299	0.023	0.018

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents where both the adolescent and the parent stated that they have talked about job choice before. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A13: Survey discussed

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	1.696	12.043**	6.863	-3.159
	(7.148)	(5.760)	(6.801)	(5.247)
Low rec	-25.321**	-24.447***	-25.468***	-29.567***
	(10.416)	(6.439)	(8.682)	(8.637)
Treat # low rec	10.473	-0.476	3.845	10.526
	(12.738)	(9.701)	(11.191)	(11.721)
Control mean	48.562	53.930	50.710	64.510
R2 (adj.)	0.494	0.402	0.369	0.361
Observations	109	142	109	140
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	12.169	11.567	10.709	7.367
p-value	0.168	0.149	0.263	0.487
Panel B: Girls				
Treat	-1.473	-28.482**	-4.905	-21.748**
	(5.194)	(11.352)	(5.701)	(9.249)
Low rec	-35.004***	-33.834**	-38.097***	-28.943**
	(6.476)	(13.868)	(6.102)	(11.519)
Treat # low rec	3.169	34.732**	2.292	27.411*
	(7.441)	(15.543)	(6.943)	(15.467)
Control mean	61.217	60.821	61.977	61.828
R2 (adj.)	0.445	0.416	0.550	0.384
Observations	184	78	182	78
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	1.696	6.250	-2.613	5.663
p-value	0.768	0.495	0.558	0.613

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents who stated that they have discussed the survey with their parent. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A14: Survey not discussed

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	0.194	-5.261	2.259	-15.462***
	(5.415)	(6.506)	(6.482)	(4.851)
Low rec	-18.784***	-20.460***	-27.258***	-34.693***
	(4.390)	(6.679)	(4.835)	(5.616)
Treat # low rec	-2.601	15.439*	2.130	15.149**
	(6.376)	(8.548)	(7.655)	(7.015)
Control mean	29.083	42.529	38.404	51.460
R2 (adj.)	0.310	0.220	0.230	0.421
Observations	196	179	193	177
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-2.407	10.178*	4.388	-0.312
p-value	0.416	0.076	0.313	0.951
Panel B: Girls				
Treat	-0.664	-0.328	3.217	-0.817
	(4.901)	(6.749)	(5.802)	(7.309)
Low rec	-9.523	-8.606	-20.234***	-21.417***
	(6.112)	(6.454)	(6.063)	(6.657)
Treat # low rec	-11.565	-0.240	-10.567	6.706
	(7.203)	(8.868)	(7.070)	(9.082)
Control mean	36.654	34.118	37.833	37.697
R2 (adj.)	0.240	0.189	0.335	0.129
Observations	207	119	202	120
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-12.229**	-0.568	-7.350*	5.889
p-value	0.018	0.926	0.068	0.287

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents who stated that they have not discussed the survey with their parent. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A15: Low-paying occupations

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-2.874	-5.989	9.935	-10.990
	(5.857)	(6.688)	(7.370)	(6.904)
Low rec	-22.373***	-19.613***	-30.355***	-28.748***
	(4.512)	(7.165)	(6.289)	(8.841)
Treat # low rec	5.675	14.515	-5.698	5.985
	(6.798)	(8.918)	(8.951)	(10.526)
Control mean	31.804	41.125	41.800	54.808
R2 (adj.)	0.309	0.174	0.402	0.294
Observations	192	180	156	121
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	2.801	8.526	4.237	-5.005
p-value	0.354	0.152	0.410	0.542
Panel B: Girls				
Treat	-10.507**	-17.023**	-8.157	-20.883**
	(5.203)	(6.660)	(7.497)	(8.335)
Low rec	-29.088***	-16.714***	-31.387***	-35.735***
	(5.532)	(5.705)	(6.432)	(7.427)
Treat # low rec	8.465	18.366**	5.075	22.242**
	(6.697)	(8.405)	(8.042)	(9.867)
Control mean	49.482	37.714	49.000	49.417
R2 (adj.)	0.287	0.234	0.384	0.262
Observations	258	126	175	99
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-2.041	1.343	-3.081	1.359
p-value	0.610	0.796	0.412	0.803

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes recommendations for occupations whose average monthly gross earnings are below €3,831. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A16: High-paying occupations

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	9.871	8.680	3.644	-11.093**
	(6.711)	(6.856)	(6.483)	(4.505)
Low rec	-22.828***	-24.758***	-28.130***	-33.421***
	(8.559)	(7.014)	(6.829)	(5.532)
Treat # low rec	-11.090	2.679	4.923	12.598
	(10.091)	(10.637)	(9.107)	(8.046)
Control mean	40.900	57.853	43.128	58.438
R2 (adj.)	0.402	0.443	0.299	0.443
Observations	101	126	131	182
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-1.219	11.360	8.566	1.505
p-value	0.874	0.138	0.195	0.817
Panel B: Girls				
Treat	12.116**	-8.912	5.070	-8.771
	(5.884)	(10.641)	(5.407)	(8.282)
Low rec	-2.929	-25.548**	-24.168***	-23.490**
	(7.729)	(12.330)	(6.775)	(9.250)
Treat # low rec	-40.236***	6.446	-8.993	24.868
	(9.455)	(16.614)	(7.572)	(16.963)
Control mean	46.634	58.250	48.408	48.912
R2 (adj.)	0.416	0.227	0.439	0.289
Observations	120	67	176	92
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-28.120***	-2.466	-3.924	16.097
p-value	0.000	0.856	0.473	0.210

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes recommendations for occupations whose average monthly gross earnings are €3,831 or above. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A17: Gender-typical or mixed occupations

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-1.169	-0.073	6.840	-11.814***
	(5.255)	(5.794)	(4.883)	(3.844)
Low rec	-24.303***	-30.024***	-23.808***	-35.908***
	(5.576)	(5.868)	(4.331)	(4.776)
Treat # low rec	6.315	19.781**	1.014	16.997**
	(7.299)	(8.293)	(6.394)	(6.689)
Control mean	39.843	54.778	40.085	58.760
R2 (adj.)	0.418	0.345	0.298	0.383
Observations	185	184	257	277
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	5.145	19.709***	7.854*	5.184
p-value	0.263	0.001	0.068	0.347
Panel B: Girls				
Treat	-4.056	-11.146*	-5.333	-20.533**
	(4.281)	(6.456)	(6.029)	(8.048)
Low rec	-22.833***	-16.929***	-32.370***	-30.779***
	(4.961)	(6.135)	(7.450)	(8.754)
Treat # low rec	-1.518	12.225	3.546	21.225*
	(5.678)	(8.284)	(8.840)	(12.327)
Control mean	47.909	43.782	57.872	53.781
R2 (adj.)	0.317	0.213	0.387	0.220
Observations	321	175	155	93
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-5.574	1.079	-1.787	0.693
p-value	0.134	0.832	0.798	0.938

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes boys (girls) whose parent works in a male-dominated (female-dominated) or mixed occupational main group, see Figure A2. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A18: Preferred and recommended occupations are in the same field

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	2.906	2.256	1.595	-8.425*
	(6.919)	(5.853)	(7.086)	(4.578)
Low rec	-16.105***	-26.976***	-23.212***	-37.971***
	(5.558)	(6.381)	(6.140)	(7.001)
Treat # low rec	-4.867	5.156	2.111	10.472
	(7.779)	(8.941)	(8.684)	(9.067)
Control mean	39.143	55.974	42.308	63.411
R2 (adj.)	0.544	0.410	0.403	0.504
Observations	136	160	138	156
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-1.961	7.412	3.706	2.048
p-value	0.613	0.280	0.506	0.797
Panel B: Girls				
Treat	-2.968	-10.772	-0.063	-6.713
	(5.794)	(12.656)	(6.251)	(9.631)
Low rec	-26.209***	-18.710**	-32.320***	-30.070**
	(6.249)	(9.312)	(5.849)	(12.006)
Treat # low rec	-5.277	8.835	-3.664	14.178
	(7.661)	(15.167)	(7.015)	(13.979)
Control mean	50.795	45.500	54.694	46.963
R2 (adj.)	0.425	0.200	0.554	0.138
Observations	187	85	184	87
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-8.245	-1.938	-3.727	7.465
p-value	0.109	0.814	0.283	0.479

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents whose preferred occupation is in the same field as the parent's recommended occupation. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A19: Preferred and recommended occupations are in a different field

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-1.134	1.820	4.631	-13.490**
	(5.377)	(6.014)	(6.137)	(5.275)
Low rec	-26.119***	-19.195***	-31.818***	-30.963***
	(6.116)	(6.785)	(5.843)	(6.077)
Treat # low rec	1.345	12.164	4.166	19.100**
	(7.912)	(8.408)	(8.760)	(7.911)
Control mean	35.111	41.632	43.614	51.378
R2 (adj.)	0.327	0.288	0.250	0.351
Observations	169	160	164	160
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	0.211	13.984**	8.797	5.610
p-value	0.968	0.037	0.164	0.374
Panel B: Girls				
Treat	2.399	-12.014**	-0.059	-16.467**
	(5.137)	(6.036)	(5.850)	(6.590)
Low rec	-12.947**	-17.605***	-20.744***	-31.926***
	(6.455)	(6.617)	(6.521)	(6.058)
Treat # low rec	-9.719	16.355*	-7.892	30.023***
	(7.603)	(8.442)	(8.144)	(8.424)
Control mean	46.056	46.605	46.633	50.543
R2 (adj.)	0.256	0.408	0.324	0.363
Observations	203	112	199	111
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-7.320	4.341	-7.951	13.557**
p-value	0.187	0.489	0.153	0.023

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents whose preferred occupation is in a different field than the parent's recommended occupation. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A20: Clicked on information about occupational fields

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	4.547	-4.276	4.906	-17.511***
	(5.027)	(5.359)	(5.939)	(4.410)
Low rec	-20.642***	-29.915***	-27.485***	-37.352***
	(4.786)	(5.194)	(5.665)	(5.589)
Treat # low rec	-1.534	14.943**	3.438	18.147**
	(6.457)	(7.398)	(7.924)	(7.962)
Control mean	32.265	50.614	40.957	59.684
R2 (adj.)	0.408	0.353	0.282	0.448
Observations	187	206	185	203
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	3.013	10.667*	8.344	0.636
p-value	0.478	0.051	0.124	0.922
Panel B: Girls				
Treat	-0.846	-11.074	4.471	-11.316*
	(4.976)	(7.059)	(5.362)	(5.989)
Low rec	-19.287***	-21.145***	-20.501***	-31.508***
	(5.866)	(6.900)	(5.680)	(6.594)
Treat # low rec	-8.508	13.917	-15.869**	15.583
	(6.792)	(9.161)	(6.613)	(9.553)
Control mean	50.397	46.273	46.018	49.579
R2 (adj.)	0.307	0.174	0.410	0.224
Observations	237	121	232	122
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-9.354**	2.843	-11.398***	4.267
p-value	0.046	0.662	0.008	0.580

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents who clicked on further information about different occupational fields at the end of the survey. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table A21: Did not click on information about occupational fields

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	-3.139	6.608	7.659	-1.499
	(8.099)	(8.652)	(8.522)	(7.183)
Low rec	-29.640***	-14.003	-28.373***	-21.854**
	(7.656)	(8.949)	(7.016)	(8.965)
Treat # low rec	3.797	-4.962	-3.122	-2.696
	(9.082)	(11.507)	(10.385)	(11.732)
Control mean	44.161	44.000	45.667	53.080
R2 (adj.)	0.373	0.385	0.324	0.329
Observations	118	115	117	114
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	0.658	1.646	4.537	-4.195
p-value	0.873	0.837	0.453	0.658
Panel B: Girls				
Treat	3.075	-16.684	-9.799	-15.484
	(6.457)	(12.403)	(6.565)	(9.949)
Low rec	-19.420***	-19.320	-40.849***	-29.037***
	(6.908)	(12.372)	(6.468)	(8.749)
Treat # low rec	-6.805	20.000	13.458*	31.213**
	(8.708)	(15.355)	(7.567)	(12.978)
Control mean	44.200	46.069	58.250	48.042
R2 (adj.)	0.355	0.345	0.543	0.412
Observations	154	76	152	76
Controls	Yes	Yes	Yes	Yes
Treatment effect for low rec (Wald test)	-3.730	3.317	3.660	15.729*
p-value	0.513	0.734	0.327	0.087

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low rec = parental recommendation has a value of 50 or less. Control mean = mean outcome among control-group adolescents whose parent gave a high recommendation. Covariates as in Table 2. Sample only includes adolescents who did not click on further information about different occupational fields at the end of the survey. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Figure A1: Experimental design

Parent Survey

1) Current parental occupation (both parents, if applicable)
2) Recommendation of parental occupations for child
3) Motivation for recommendation
4) Recommended occupation for child
5) Motivation for recommended occupation

→

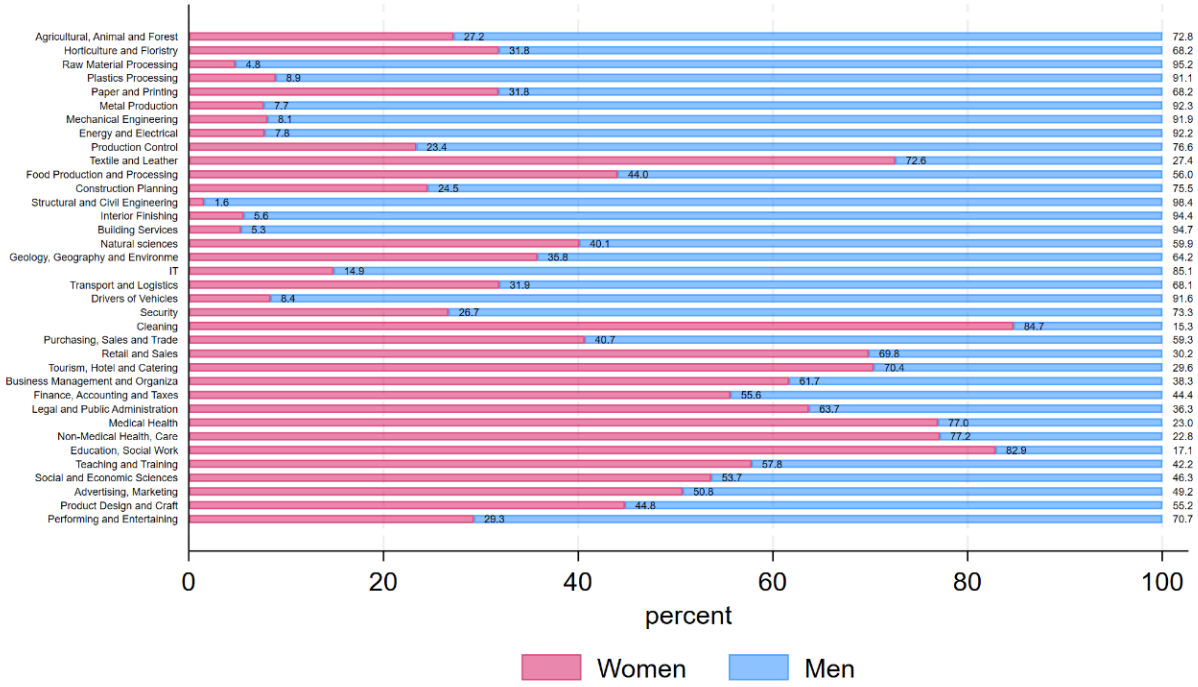
Adolescent Survey

1) Belief about current parental occupation (both parents)
2) Belief about parental recommendation
3) Preferred occupation
4) Motivation for preferred occupation
5) Likelihood of working in parental occupations

   Treatment group: Information on parental recommendation

Notes: Overview of the main stages in the parent and adolescent survey.

Figure A2: Gender shares across occupational main groups



Notes: (Weighted) shares of men and women working in 36 occupational main groups, based on the first two digits of their KldB job numbers. Data source: SOEP.

Appendix B - Pre-Registered Outcomes

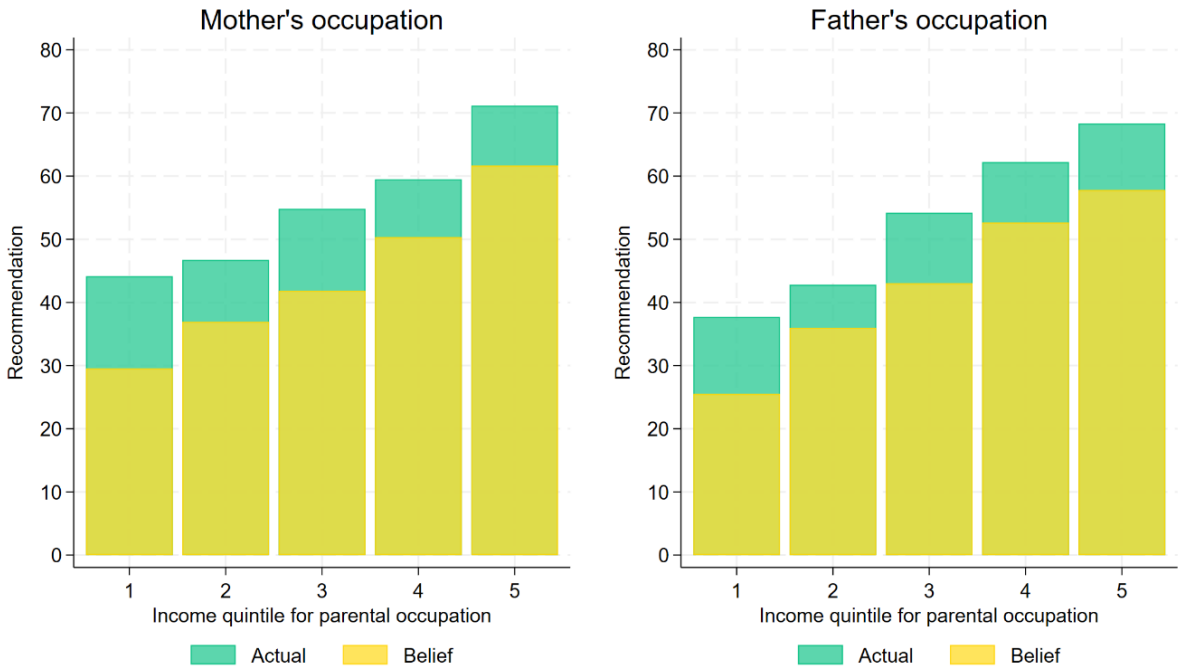
B.1 Additional secondary outcomes

The pre-registration included some secondary outcomes that are not covered in the main text, namely i) heterogeneities in adolescents' beliefs and ii) adolescents' educational aspirations. While these outcomes are interesting, they do not show any patterns relevant for explaining adolescents' non-conforming reactions to parental recommendations.

i) Heterogeneities in adolescents' beliefs

Adolescents' prior beliefs about parental recommendations increase with average income and the typical education level of the occupation.

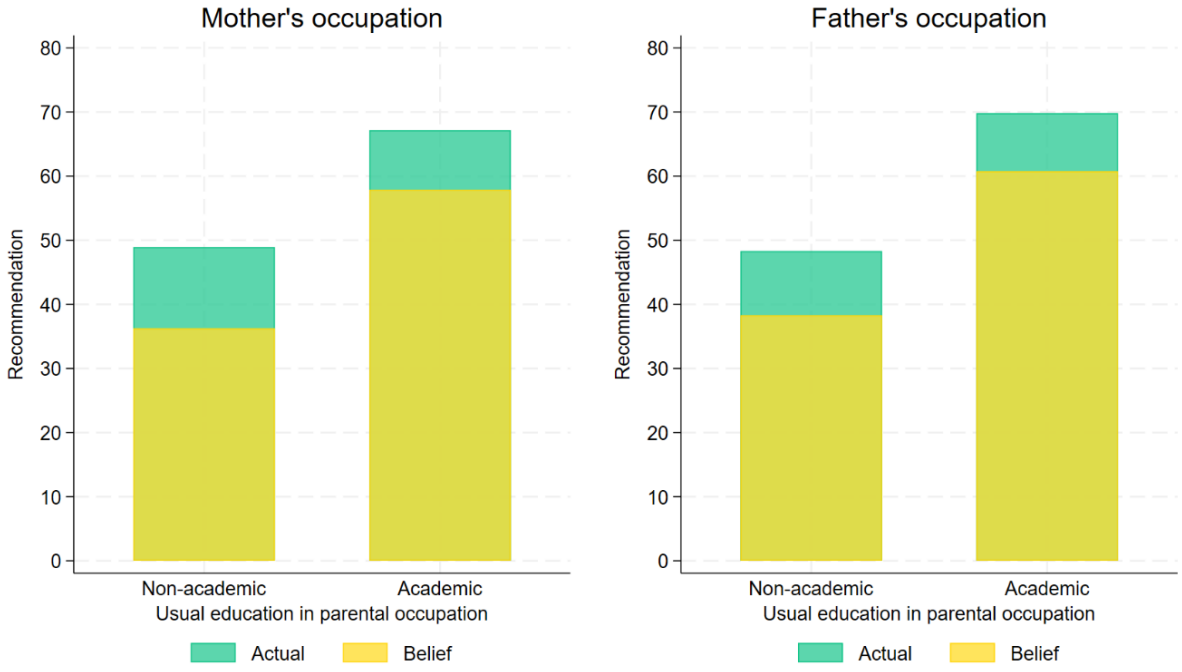
Figure B1: Heterogeneities in adolescents' beliefs by income



Notes: Actual parental recommendations vs. adolescents' beliefs about parental recommendations for mother's and father's occupation, by income quintile of parental occupation. Average monthly gross incomes in each occupation scraped from the Job Futuromat, a webpage provided by the Institute for Employment Research (IAB) to inform about average characteristics and automatability of occupations. Income quintiles based on Federal Employment Agency quantile distribution of monthly gross income in 2020. 1st quintile: €0-€2,336, 2nd quintile: €2,336-€3,060, 3rd quintile: €3,060-€3,831, 4th quintile: €3,831-€5,155, 5th quintile: €5,155 and above. Data source: ifo Education Survey 2022.

Figure B1 contrasts actual parental recommendations (light green) and adolescents' beliefs about them (light yellow) for mother's and father's occupations, by income quintile of the parental occupation, while Figure B2 differentiates by whether the typical education in an occupation is academic or non-academic. Adolescents expect stronger recommendations for better-paid and higher-skilled jobs. Their beliefs about the value of recommendations increase with each income quintile (+32 points from the lowest to the highest quintile for both mother's and father's occupations) and also substantially between jobs with non-academic and academic educational requirements (+22 to 23 points). Actual recommendations mirror this pattern, albeit at a higher level: they are, on average, about 10 points higher than adolescents expect.

Figure B2: Heterogeneities in adolescents' beliefs by education



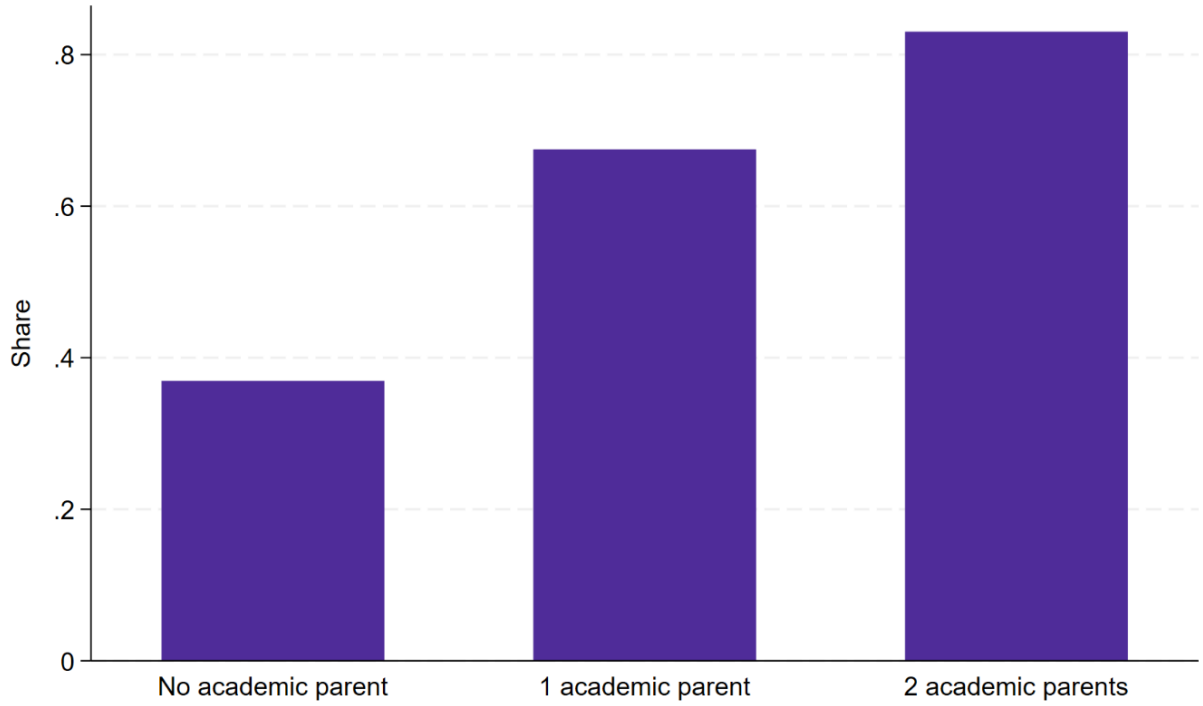
Notes: Actual parental recommendations vs. adolescents' beliefs about parental recommendations for mother's and father's occupation, by usual education in parental occupation. Usual education is based on the surveyed parent's assessment of whether the usual education in their own or the other parent's occupation is no degree, a vocational degree, an advanced vocational degree, or a (technical) university degree. Data source: ifo Education Survey 2022.

ii) Adolescents' educational aspirations

Adolescents' aspired education level varies with their family background. Figure B3 plots the share of adolescents whose preferred occupation typically requires an academic degree by the

number of parents who have an academic degree. The share more than doubles from 37% for adolescents with no academic parents to 83% among adolescents whose parents both have an academic degree. The same pattern holds for whether adolescents aspire to obtain the Abitur (the university entrance qualification) or have already obtained it, with the share increasing from 47% (no academic parent) to 76% (one academic parent).

Figure B3: Adolescents' educational aspirations by parental education



Notes: Share of adolescents naming a preferred occupation where the usual educational requirements are an academic degree, by number of parents with an academic degree. Usual education is based on the adolescent's assessment of whether the usual education in their preferred occupation is no degree, a vocational degree, an advanced vocational degree, or a (technical) university degree. Data source: ifo Education Survey 2022.

B.2 Additional treatment: Earnings information

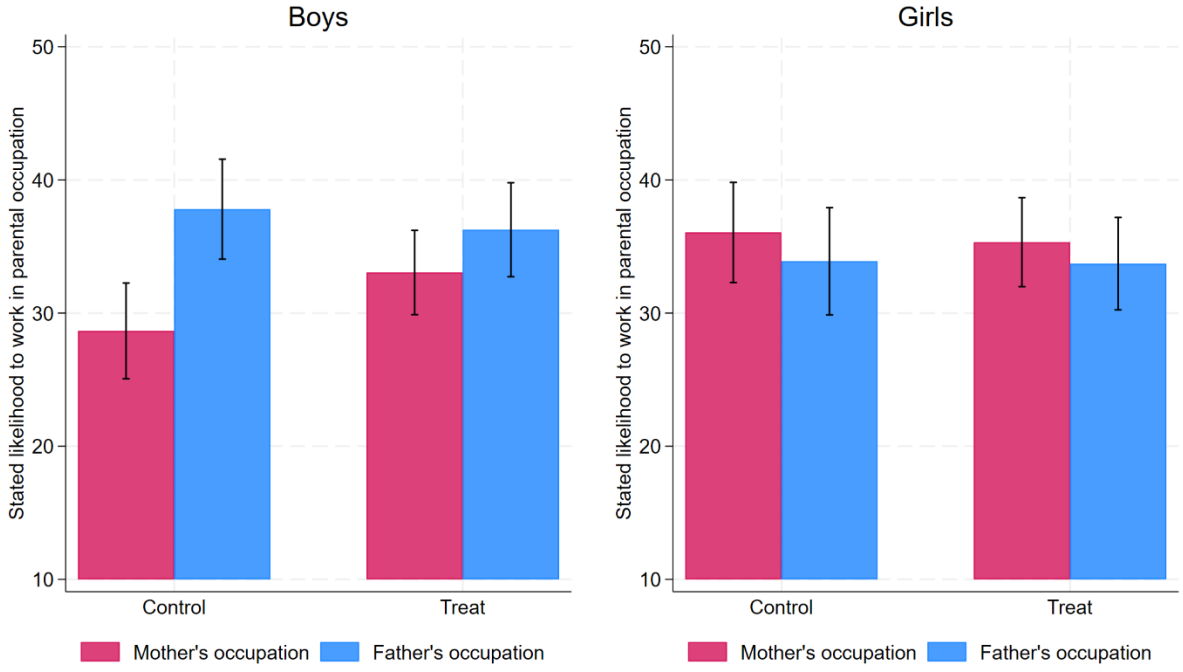
In a second treatment arm, 703 additional adolescents receive information on average earnings in their parents' occupations instead of information on parental recommendations. In this "earnings treatment", adolescents are given the following information:

"*Next, the topic is how much people earn in your parents' occupations. Before you started the questionnaire, your [surveyed parent] reported that they are [occupation reported by surveyed*

parent]. The average salary of [occupation reported by surveyed parent] in Germany is [X] Euro per month. Therefore, people in this occupation on average belong to the [X] percent of Germans who [earn the least/earn the most]. Your [surveyed parent] also reported that [other parent] is [occupation reported for other parent if applicable]. The average salary of [occupation reported for other parent] in Germany is [X] Euro per month. Therefore, people in this occupation on average belong to the [X] percent of Germans who [earn the least/earn the most].”

Average gross monthly earnings are matched to parental occupations using data from the Job Futuromat, a website of the Institute for Employment Research (IAB) that provides information on occupational characteristics. These earnings are then assigned to quintiles of the Federal Employment Agency’s distribution of monthly gross income in 2020.

Figure B4: Experimental results for earnings treatment



Notes: Same as Figure 1, but for the alternative earnings treatment, which was included in the original survey experiment. Treated adolescents received information about average earnings in their parents’ occupations before stating their likelihood of working in their parents’ occupations. Data source: ifo Education Survey 2022.

Figure B4 replicates Figure 1 for the alternative treatment, showing boys’ and girls’ stated likelihood of working in their mother’s and their father’s occupation, for the treatment and the control group. We observe very similar patterns to the main analysis: boys become more likely to want to work in their mother’s occupation (+4.4 points), while their likelihood for the father’s occupation

decreases slightly (-1.5 points). For girls, the gap in favor of the mother's occupation is already small in the control group (2.2 points) and stays similar in the treatment group (1.6 points), with both likelihoods decreasing slightly.

When differentiating effects by whether the parental occupation pays well, we find both intuitive and counterintuitive effects. In theory, adolescents might increase their likelihood when they learn that their parent's occupation pays well and decrease it for low-paying occupations. However, our results are not clear-cut in that regard (Table B1): when receiving information that their father's occupation pays well, boys increase their stated likelihood if their mother was surveyed and decrease it if their father was surveyed. They also show small increases when receiving information that their mother's occupation pays poorly. Girls show significant treatment effects for their mother's occupation only when their mother was surveyed: they increase their stated likelihood in response to high earnings and decrease it in response to low earnings.

We do not observe a statistically significant correlation between low-paying parental occupations and adolescents' likelihood of working in those occupations in the control group. This contrasts with the strong negative correlation between low recommendations and this likelihood (Table 2), suggesting that parental recommendations are more predictive of adolescents' preferences than earnings. This is also in line with the open-text responses, which show that the average pay of an occupation is only one of many factors adolescents consider when forming their occupational preferences.

We do not observe clear patterns by whether adolescents over- or underestimate earnings in parental occupations. In theory, one would expect no reaction among adolescents with correct beliefs, a decrease among those who overestimate earnings, and an increase among those who underestimate them. Table B2 does not consistently confirm this: boys with correct beliefs increase their stated likelihood if the mother was surveyed, and boys decrease it for both over- and underestimation of income in the father's occupation if the father was surveyed. For girls, the only (weakly) significant effect is a decrease after overestimating earnings in the mother's occupation when the mother was surveyed.

Table B1: Results by income – earnings treatment

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	8.497	5.799	19.518***	-10.580***
	(5.996)	(4.582)	(5.676)	(3.987)
Low income	-0.566	-1.118	-4.481	-3.656
	(5.853)	(4.880)	(5.061)	(5.418)
Treat # low income	-2.480	-5.667	-15.769**	2.350
	(7.171)	(6.065)	(7.396)	(6.831)
Control mean	32.167	40.391	32.820	50.402
R2 (adj.)	0.177	0.261	0.142	0.267
Observations	277	329	272	325
Controls	Yes	Yes	Yes	Yes
Treatment effect for low income (Wald test)	6.017*	0.132	3.749	-8.231
p-value	0.096	0.975	0.414	0.136
Panel B: Girls				
Treat	10.305**	1.664	3.204	4.932
	(4.916)	(7.428)	(4.658)	(5.512)
Low income	4.598	-6.079	-4.860	0.235
	(4.838)	(6.987)	(4.824)	(5.890)
Treat # low income	-18.188***	-0.201	-6.169	-3.390
	(6.025)	(8.498)	(6.327)	(7.962)
Control mean	42.000	45.611	39.157	39.978
R2 (adj.)	0.283	0.272	0.240	0.280
Observations	366	221	338	210
Controls	Yes	Yes	Yes	Yes
Treatment effect for low income (Wald test)	-7.883**	1.463	-2.965	1.542
p-value	0.027	0.727	0.485	0.782

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Low income = parental occupation has average monthly gross earnings below €3,831. Control mean = mean outcome among control-group adolescents whose parent's occupation is high-paying. Covariates as in Table 2. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.

Table B2: Results by whether income in parental occupation is over- or underestimated

	Mother's occupation		Father's occupation	
	Mother surveyed	Father surveyed	Mother surveyed	Father surveyed
	(1)	(2)	(3)	(4)
Panel A: Boys				
Treat	13.410**	1.537	15.534**	-3.553
	(6.366)	(5.581)	(6.659)	(6.511)
Income overestimated	9.628*	6.219	9.311	6.285
	(5.714)	(6.252)	(6.667)	(7.403)
Income underestimated	3.499	1.323	10.013*	-1.391
	(4.835)	(5.472)	(5.789)	(5.584)
Treat # income overestimated	-14.818	-2.646	-9.648	-10.890
	(9.212)	(8.453)	(9.497)	(9.780)
Treat # income underestimated	-9.095	4.141	-2.549	-6.302
	(7.949)	(7.326)	(9.509)	(7.984)
Control mean	15.956	36.175	19.636	44.690
R2 (adj.)	0.190	0.266	0.097	0.273
Observations	258	310	251	304
Controls	Yes	Yes	Yes	Yes
Treat income overestimated	-1.409	-1.109	5.886	-14.442**
p-value	0.826	0.862	0.376	0.047
Treat income underestimated	4.314	5.677	12.985*	-9.854**
p-value	0.363	0.233	0.056	0.031
Panel B: Girls				
Treat	-4.258	5.449	-3.699	-0.833
	(5.278)	(6.375)	(5.558)	(6.902)
Income overestimated	14.678**	7.263	9.316	-3.707
	(6.384)	(5.803)	(6.516)	(7.004)
Income underestimated	1.634	6.007	5.173	-3.435
	(5.148)	(7.171)	(5.525)	(7.158)
Treat # income overestimated	-6.048	-12.876	-3.302	6.423
	(7.845)	(8.950)	(8.468)	(10.953)
Treat # income underestimated	6.645	-3.671	7.880	4.174
	(6.695)	(9.423)	(7.503)	(9.928)
Control mean	29.784	26.792	23.605	26.774
R2 (adj.)	0.263	0.300	0.200	0.276
Observations	333	209	304	198
Controls	Yes	Yes	Yes	Yes
Treat income overestimated	-10.306*	-7.427	-7.000	5.591

p-value	0.079	0.220	0.268	0.510
Treat income underestimated	2.387	1.778	4.182	3.341
p-value	0.576	0.792	0.425	0.612

Notes: Least squares regressions. Dependent variable: Adolescent's stated likelihood of working in their parent's occupation (scale from 0 to 100). Income overestimated = income quintile of parental occupation lower than the adolescent believes. Income underestimated = income quintile of parental occupation higher than the adolescent believes. Actual income quintiles based on scraped average monthly gross incomes in each occupation from the Job Futuromat webpage, categorized using the quantile distribution of monthly gross income in 2020 from the Federal Employment Agency. 1st quintile: €0-€2,336, 2nd quintile: €2,336-€3,060, 3rd quintile: €3,060-€3,831, 4th quintile: €3,831-€5,155, 5th quintile: €5,155 and above. Adolescent beliefs about income in parental occupations elicited in 10 categories from "people with lowest income" to "people with highest income". Control mean = mean outcome among control-group adolescents with correct beliefs about income quintile. Covariates as in Table 2. Robust standard errors in parentheses. * p<0.10, ** p<0.05, *** p<0.01. Data source: ifo Education Survey 2022.