

Estimates of the Poisson regression for adoption of EI practices using different set of covariates

	n. Practices (Poisson Regression ^a)			n. Practices (Poisson Regression ^b)			n. Practices (Poisson Regression ^c)		
	Coef	std.err	p-value	Coef	std.err	p-value	Coef	std.err	p-value
n. Practices									
Gender (male)	-0.225	0.205	0.273				-0.248	0.207	0.231
Age	-0.023	0.022	0.305				-0.064	0.021	0.003
Age (squared)	0	0	0.348				0.000	0.000	0.024
Education	-0.062	0.104	0.549				-0.092	0.104	0.379
Full time	-0.289	0.139	0.038				-0.532	0.135	0.000
Cooperative membership	-0.155	0.104	0.135				-0.244	0.102	0.017
Experience in agr.	0.007	0.006	0.311				0.014	0.006	0.030
Farm size (<i>ln</i>)	0.036	0.052	0.494				0.134	0.051	0.008
Presence of Certification	0.163	0.112	0.145				0.423	0.107	0.000
<i>Entrepreneurial Identity</i>									
EO - Innovativeness	0.294	0.082	0	0.370	0.081	0.000			
EO - Risk-Taking	-0.166	0.075	0.027	-0.182	0.078	0.021			
EO - Proactiveness	0.068	0.07	0.335	0.097	0.076	0.199			
Collective Environmental Attitudes	0.184	0.093	0.047	0.196	0.092	0.032			
Cons.	1.177	0.583	0.044	-0.283	0.290	0.330	2.200	0.550	0.000

a: full specification; b: only attitudinal constructs; c: only observable characteristics.

Estimates of the Multinomial Probit model for contract farming (MNP) participation using different set of covariates

	Contract farming (MNP) ^a			Contract farming (MNP) ^b			Contract farming (MNP) ^c		
	Coef	std.err	<i>p</i> -value	Coef	std.err	<i>p</i> -value	Coef	std.err	<i>p</i> -value
n. Practices	-0.049	0.143	0.73				-0.007	0.111	0.949
Gender (male)	-0.735	0.942	0.435				-0.632	0.621	0.309
Age	0.045	0.081	0.577				0.022	0.068	0.742
Age (squared)	0	0.001	0.67				0.000	0.001	0.775
Education	-0.398	0.293	0.174				-0.336	0.302	0.266
Full time	0.753	0.459	0.1				0.502	0.421	0.233
Cooperative membership	2.27	0.357	0				2.065	0.344	0.000
Experience in agr.	-0.006	0.018	0.719				-0.004	0.017	0.809
Farm size (<i>ln</i>)	0.027	0.172	0.874				0.174	0.166	0.294
Presence of Certification	0.598	0.292	0.041				0.708	0.290	0.015
<i>Entrepreneurial Identity</i>									
EO - Innovativeness	0.463	0.23	0.045	0.268	0.109	0.014			
EO - Risk-Taking	-0.012	0.197	0.951	0.081	0.191	0.671			
EO - Proactiveness	0.449	0.223	0.045	0.157	0.077	0.043			
Collective Environmental Attitudes	-0.319	0.282	0.258	-0.232	0.224	0.302			
Cons.	-2.635	2.078	0.205	-0.961	0.693	0.166	-2.466	1.772	0.164

a: full specification; b: only attitudinal constructs; c: only observable characteristics

“No contract-farming” is the base outcome category.

Estimates of the Multinomial Probit model for Carta del Mulino (MNP) participation using different set of covariates

	Carta del Mulino (MNP) ^a			Carta del Mulino (MNP) ^b			Carta del Mulino (MNP) ^c		
	Coef	std.err	<i>p</i> -value	Coef	std.err	<i>p</i> -value	Coef	std.err	<i>p</i> -value
n. Practices	0.801	0.128	0				0.824	0.115	0
Gender (male)	-0.437	0.796	0.583				-0.241	0.667	0.718
Age	0.034	0.075	0.646				-0.003	0.070	0.961
Age (squared)	0	0.001	0.932				0.000	0.001	0.816
Education	-0.816	0.331	0.014				-0.696	0.317	0.028
Full time	0.623	0.487	0.201				0.392	0.433	0.365
Cooperative membership	0.472	0.342	0.167				0.259	0.316	0.414
Experience in agr.	-0.015	0.019	0.437				-0.005	0.018	0.762
Farm size (<i>ln</i>)	-0.342	0.17	0.044				-0.199	0.179	0.265
Presence of Certification	1.666	0.352	0				1.794	0.334	0
<i>Entrepreneurial Identity</i>									
EO - Innovativeness	0.61	0.245	0.013	0.782	0.212	0			
EO - Risk-Taking	0.115	0.232	0.619	-0.188	0.205	0.358			
EO - Proactiveness	0.66	0.223	0.003	0.544	0.199	0.006			
Collective Environmental Attitudes	-0.644	0.31	0.038	-0.695	0.318	0.027			
Cons.	-2.083	2.085	0.318	-2.941	0.758	0	-1.654	1.860	0.374

a: full specification; b: only attitudinal constructs; c: only observable characteristics.

“No contract-farming” is the base outcome category.