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THEORETICAL APPROACHES TO THE STUDY OF APPLICANT BEHAVIOUR IN HIGHER EDUCATION CHOICE: STAGE SPECIFICITY, THE ABSENCE OF A DETECTABLE PRICE THRESHOLD, AND THE LIMITS OF AGGREGATE INFERENCE

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Abstract. Four theoretical approaches to applicant behaviour generate different predictions regarding how institutional attributes are associated with higher education choice. This article specifies these predictions, empirically examines the two that generate sufficiently differentiated predictions for a panel of twenty anonymised higher education institutions in Uzbekistan, and identifies a third approach whose prediction cannot be meaningfully evaluated using the available aggregate data. The principal discriminating construct is stage specificity, introduced here as the degree to which an attribute is associated with one stage of the decision process rather than the other.

The results indicate a high degree of stage specificity. Tuition has a t-statistic of 3.81 at the application stage and 1.44 at the commitment stage, while the verifiable-claim share has corresponding t-statistics of 0.81 and 12.90, and evidence distance has t-statistics of 0.54 and 10.76. Mean stage specificity across the three interpretable attributes is 0.87, and none of the three attributes is statistically significant at both stages. Tuition is significantly associated with the application stage but not with the commitment stage, whereas the information-related attributes are significantly associated with commitment but not with applications. This pattern provides limited support for a single-stage compensatory interpretation, under which attributes are expected to enter a common decision process, and is instead consistent with the predictions of a two-stage process model.

The article subsequently examines the price-threshold prediction derived from non-compensatory screening theory across eleven candidate threshold values. No statistically significant threshold is detected. The strongest candidate, at UZS 30 million, increases R^2 from 0.978 to 0.982, with the additional slope having a t-statistic of −1.67. This null result is treated as inconclusive rather than as evidence against the screening hypothesis. If individual applicants have heterogeneous price thresholds, aggregation may smooth the resulting discontinuities at the institutional level. Consequently, the aggregate research design may have limited ability to detect the individual-level threshold behaviour predicted by the theory.

Keywords: applicant behaviour; higher education choice; two-stage decision process; non-compensatory screening; ecological inference; higher education; Uzbekistan.

Annotatsiya. Abituriyentlarning xulq-atvoriga oid to‘rtta nazariy yondashuv oliy ta’lim muassasasini tanlash jarayonida institutsional xususiyatlarning qanday rol o‘ynashi bo‘yicha turli prognozlarni ilgari suradi. Ushbu maqolada mazkur prognozlar shakllantiriladi, O‘zbekistondagi anonimlashtirilgan yigirmata oliy ta’lim muassasasidan iborat panel ma’lumotlari asosida yetarlicha farqlanuvchi prognozlarni shakllantiradigan ikkita yondashuv empirik jihatdan tekshiriladi hamda mavjud agregat ma’lumotlar asosida prognozini mazmunli tarzda baholash imkoni bo‘lmagan uchinchi yondashuv aniqlanadi. Asosiy farqlovchi konstruksiya sifatida bosqichga xoslik (stage specificity) tushunchasi kiritilib, u muayyan xususiyatning qaror qabul qilish jarayonining bir bosqichi bilan boshqa bosqichiga nisbatan qay darajada kuchliroq bog‘liqligini ifodalaydi.

Natijalar bosqichga xoslik darajasi yuqori ekanini ko‘rsatadi. Kontrakt to‘lovi ariza topshirish bosqichida 3,81, qabul taklifini qabul qilish bosqichida esa 1,44 t-statistikaga ega. Tekshiriladigan da’volar ulushi bo‘yicha tegishli t-statistikalar 0,81 va 12,90 ni, dalillarga masofa bo‘yicha esa 0,54 va 10,76 ni tashkil etadi. Talqin qilinishi mumkin bo‘lgan uchta xususiyat bo‘yicha bosqichga xoslikning o‘rtacha qiymati 0,87 ga teng bo‘lib, ushbu uchta xususiyatning hech biri har ikkala bosqichda ham statistik jihatdan ahamiyatli emas. Kontrakt

to‘lovi ariza topshirish bosqichi bilan statistik jihatdan ahamiyatli bog‘liq bo‘lsa-da, qabul taklifini qabul qilish bosqichi bilan bunday bog‘liqlik kuzatilmaydi. Aksincha, axborot bilan bog‘liq xususiyatlar qabul taklifini qabul qilish bilan statistik jihatdan ahamiyatli bog‘liq, biroq arizalar soni bilan bunday bog‘liqlik kuzatilmaydi. Ushbu natijalar xususiyatlar yagona qaror qabul qilish jarayonida birgalikda ishtirok etishi kutiladigan bir bosqichli kompensatsion talqinni cheklangan darajada qo‘llab-quvvatlaydi va, aksincha, ikki bosqichli qaror qabul qilish jarayoni modeli prognozlariga mos keladi.

Keyingi bosqichda maqolada nokompensatsion saralash nazariyasidan kelib chiqadigan narx chegarasi haqidagi prognoz o‘n bitta ehtimoliy chegara qiymati bo‘yicha tekshiriladi. Statistik jihatdan ahamiyatli narx chegarasi aniqlanmadi. Eng kuchli nomzod bo‘lgan 30 million so‘mlik chegara R^2 ko‘rsatkichini 0,978 dan 0,982 gacha oshiradi, qo‘shimcha qiyalik koeffitsientining t-statistikasi esa −1,67 ni tashkil etadi. Ushbu nol natija saralash gipotezasiga qarshi dalil sifatida emas, balki yakuniy xulosa chiqarish uchun yetarli bo‘lmagan natija sifatida talqin qilinadi. Agar individual abituriyentlarning narx chegaralari turlicha bo‘lsa, agregatsiya natijasida yuzaga keladigan uzilishlar oliy ta’lim muassasasi darajasida silliqlanishi mumkin. Shu sababli agregat tadqiqot dizayni nazariya tomonidan nazarda tutilgan individual darajadagi narx chegarasiga asoslangan xulq-atvorni aniqlash imkoniyati cheklangan bo‘lishi mumkin.

Kalit so‘zlar: abituriyentlar xulq-atvori; oliy ta’limni tanlash; ikki bosqichli qaror qabul qilish jarayoni; nokompensatsion saralash; ekologik inferensiya; oliy ta’lim; O‘zbekiston.

Аннотация. Четыре теоретических подхода к поведению абитуриентов формируют различные прогнозы относительно того, какую роль институциональные характеристики играют в процессе выбора высшего учебного заведения. В статье формулируются эти прогнозы, эмпирически исследуются два подхода, формирующие достаточно различающиеся прогнозы, на основе панельных данных по двадцати анонимизированным высшим учебным заведениям Узбекистана, а также определяется третий подход, прогноз которого не может быть содержательно оценён с использованием имеющихся агрегированных данных. В качестве основного разграничивающего конструкта вводится стадийная специфичность (stage specificity), определяемая как степень, в которой определённая характеристика связана с одним этапом процесса принятия решения в большей степени, чем с другим.

Результаты свидетельствуют о высокой степени стадийной специфичности. Стоимость обучения имеет t-статистику 3,81 на этапе подачи заявления и 1,44 на этапе принятия предложения о зачислении. Для доли проверяемых утверждений соответствующие t-статистики составляют 0,81 и 12,90, а для дистанции до доказательств — 0,54 и 10,76. Среднее значение стадийной специфичности по трём интерпретируемым характеристикам составляет 0,87, при этом ни одна из трёх характеристик не является статистически значимой на обоих этапах. Стоимость обучения статистически значимо связана с этапом подачи заявления, но не с этапом принятия предложения о зачислении. В свою очередь, характеристики, связанные с информацией, статистически значимо связаны с принятием предложения о зачислении, но не с количеством заявлений. Данная закономерность обеспечивает лишь ограниченную поддержку одностадийной компенсаторной интерпретации, в рамках которой предполагается, что характеристики участвуют в едином процессе принятия решения, и в большей степени соответствует прогнозам двухстадийной модели процесса принятия решения.

Далее в статье проверяется прогноз о ценовом пороге, вытекающий из теории некомпенсаторного отбора, для одиннадцати возможных пороговых значений. Статистически значимый ценовой порог не выявлен. Наиболее выраженный из рассматриваемых вариантов — 30 млн сумов — увеличивает R^2 с 0,978 до 0,982, при этом t-статистика дополнительного коэффициента наклона составляет −1,67. Этот нулевой результат рассматривается не как свидетельство против гипотезы отбора, а как результат, не позволяющий сделать окончательный вывод. Если индивидуальные абитуриенты имеют неоднородные ценовые пороги, агрегирование может сглаживать возникающие разрывы на уровне высшего учебного заведения. Следовательно, агрегированный дизайн исследования может обладать ограниченными возможностями для выявления поведения на индивидуальном уровне, основанного на ценовых порогах и предполагаемого теорией.

Ключевые слова: поведение абитуриентов; выбор высшего образования; двухстадийный процесс принятия решения; некомпенсаторный отбор; экологический вывод; высшее образование; Узбекистан.

INTRODUCTION

Two companion studies examined what higher education institutions in this market communicate and the factors associated with the composition of that communication. The first found that only nine per cent of promotional claims could be independently verified by prospective students before enrolment and that the

relatively small share of verifiable claims was strongly associated with whether an offer was converted into enrolment [1]. The second found that the composition of promotional claims was more closely associated with the marketing unit's internal access to graduate outcome data than with its promotional budget [11].

Both studies, however, drew implications concerning applicant behaviour without directly observing individual applicants' decision-making processes. The present article turns to the demand side and examines what the same institutional-level evidence can and cannot establish about how applicants make higher education choices.

The literature provides several established perspectives but no single interpretation of the decision process. There is substantial evidence that applicants respond to factors such as price, reputation, and information. The theoretical distinction considered here concerns how these attributes enter the decision process: whether applicants evaluate them simultaneously within a compensatory framework, in which a less favourable value on one attribute may be offset by a more favourable value on another; whether they make decisions sequentially, with different criteria operating at different stages; or whether they apply non-compensatory thresholds to screen alternatives before further evaluation. These distinctions have practical and empirical implications because they imply different stages at which institutional attributes may be associated with applicant behaviour and different data requirements for identifying the underlying decision process.

This article examines four theoretical approaches, specifies the prediction each makes regarding how institutional attributes should be associated with observed applicant flows, and empirically evaluates those predictions that can be distinguished using the available data. The principal discriminating construct is stage specificity, introduced here as the degree to which an attribute is associated with one stage of the decision process rather than the other.

The contribution of the study is threefold. First, the article documents a high degree of stage specificity and uses this pattern to compare the predictions of the single-stage and two-stage approaches. Second, it conducts an explicit search for the price threshold predicted by non-compensatory screening theory and finds no statistically significant threshold within the candidate values examined. Third, it explains why this null result should not be interpreted as evidence against non-compensatory screening and identifies the type of research design required for a more informative test. Because heterogeneous individual thresholds may be obscured when behaviour is observed only at the aggregate institutional level, interpreting the absence of a detectable aggregate threshold as a refutation of the underlying individual-level hypothesis would extend beyond what the available data can establish.

Section 2 presents the four theoretical approaches and their predictions. Section 3 describes the panel, variables, and analytical constructs. Section 4 presents and discusses the empirical results. Section 5 concludes the article.

LITERATURE REVIEW

Becker's human capital framework conceptualises education as an investment undertaken with the aim of maximising expected returns [5], while Manski and Wise's analysis of college choice applies related economic reasoning empirically [10]. In a standard compensatory formulation, applicants evaluate institutional attributes jointly within a single decision framework, allowing a less favourable value on one attribute to be offset by a more favourable value on another. For example, a higher tuition fee may be acceptable when it is accompanied by a correspondingly higher expected return.

The prediction derived from this approach is that relevant attributes should be associated with choice across stages rather than exclusively at a single point in the decision process. If price and expected return are evaluated jointly within a single compensatory framework, the association with price should remain observable when the decision is examined at different stages, including the point at which an applicant decides whether to accept an offer. Under this interpretation, the offer-acceptance decision represents a further evaluation within a reduced choice set rather than a fundamentally different decision process.

Chapman's model of student college choice distinguishes phases of the decision process in which different influences may operate [15], while Hossler and Gallagher formalise a three-stage sequence of predisposition, search, and choice [17]. Perna's conceptual model places these processes within a broader set of economic, social, and institutional contexts [19].

The prediction derived from these process-oriented approaches is stage specificity. Attributes associated with the institutions that enter an applicant's consideration or application set need not be the same as those associated with the subsequent acceptance of an offer, because the information available to applicants, their incentives, and the costs of deliberation may differ across stages. An attribute that is strongly associated with the first stage may therefore have a substantially weaker association, or no statistically detectable association, with the second.

Simon's theory of bounded rationality [13], Tversky's elimination-by-aspects model [14], and Payne's work on contingent decision strategies [2, 7] provide theoretical foundations for decision processes in which alternatives may be screened on particular attributes before more detailed comparison occurs. Gigerenzer and Goldstein's work on fast and frugal heuristics develops a related perspective on simplified decision strategies [8]. In a non-compensatory screening process, an alternative that does not satisfy a specified threshold on a relevant attribute may be excluded from further consideration even when it performs favourably on other attributes.

The empirical prediction examined here is a discontinuity in the relationship between the screening attribute and observed choice behaviour. If applicants apply a common or sufficiently concentrated price threshold, the relationship between tuition and applications should exhibit a detectable change around that threshold rather than following a single smooth relationship throughout the observed range. Institutions above the threshold would consequently be expected to receive fewer applications than would be predicted by the continuation of the relationship observed below it.

Bourdieu and Passeron's account of cultural reproduction emphasises the role of habitus and social structures in shaping educational trajectories rather than treating educational choice solely as an individual calculation [21]. Perna's conceptual model similarly incorporates social and cultural capital within a broader framework of contextual influences on higher education choice [19].

The empirical implications of this perspective concern, among other factors, the distribution of applicants with different social and demographic backgrounds across institutions. The panel used in the present study does not contain applicant-level background characteristics. Consequently, the predictions associated with this approach cannot be meaningfully evaluated using the available data. The approach is therefore included to provide theoretical completeness but is not subjected to empirical testing in the present analysis.

Table 1

Theoretical Approaches and Their Predictions Regarding How Attributes Enter Observed Applicant Flows[1]

Approach	Decision structure	Prediction	Testable here
Human capital, single stage	One compensatory weighing	Attributes act at both stages	Yes
Two-stage process	Sequential, different criteria per stage	Attributes act at one stage only	Yes
Non-compensatory screening	Thresholds precede comparison	A discontinuity at a threshold	Searched, see 4.5
Sociological	Habitus and capital condition choice	Distribution by applicant background	No, no background data

RESEARCH METHODOLOGY

The panel comprises the same twenty anonymised higher education institutions in Uzbekistan examined in the companion studies [1, 11]. Table 2 presents the variables used in the present analysis.

Table 2

Variables and Their Construction[2]

Variable	Construction
Applications	Applications received in the admission cycle
Offers	Admission offers issued
Enrolment yield	Enrolments divided by offers
Tuition	Annual tuition for the standard programme, million UZS
Verifiable claim share	Share of promotional claims an applicant can check, from [1]
Evidence distance	Steps between the marketing unit and graduate outcome data, from [11]
Digital capability	Recruitment website functionality, 0 to 6
Promotional spend	Annual recruitment communication expenditure, million UZS

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The two observable stages are the application stage, measured by the number of applications received, and the commitment stage, measured by enrolment yield. These represent the two points in the decision process at which applicant behaviour is observable in the institutional records available for the present analysis.

For each attribute, two specifications are estimated: one with log applications as the dependent variable and the other with enrolment yield as the dependent variable. Each specification includes log promotional expenditure as a control variable. Promotional expenditure is included in both specifications because the companion study found it to be strongly associated with applications but not statistically significantly associated with enrolment yield once the relevant information variable was introduced [1]. Including it as a common control therefore helps distinguish the association of the attribute under examination from that of promotional expenditure.

Stage specificity is defined as the larger of the absolute values of the two t-statistics divided by the sum of their absolute values. A value of 1 indicates that the estimated association is concentrated entirely at one stage, whereas a value of 0.5 indicates equal absolute t-statistics at the two stages. The index is descriptive rather than inferential and is used to summarise the degree to which the estimated association is concentrated at one stage rather than to provide a formal statistical test of stage differences.

The screening prediction is examined using a piecewise linear specification. For each candidate threshold, an additional regressor is constructed as the excess of log tuition over the log of the candidate threshold, taking a value of zero for observations at or below the threshold. This term is added to the linear applications equation. A statistically significant coefficient on the additional term would provide evidence of a change in the slope of the tuition–applications relationship at the specified threshold.

Eleven candidate thresholds are examined, with the search restricted to thresholds that retain at least three institutions on each side. This follows a sample-splitting approach to threshold estimation [4]. Given the sample size of twenty institutions, the search is treated as descriptive, and no claim of formal threshold inference is made.

All specifications are estimated using ordinary least squares (OLS). Group differences are evaluated using the Welch statistic [16]. Given the sample size of twenty institutions and the observational nature of the data, the estimated relationships are interpreted as associations rather than causal effects [6].

One inferential limitation applies to the analysis as a whole and is stated at this stage because it is directly relevant to the interpretation of the theoretical predictions. The units of observation are institutions, whereas the theories examined concern individual applicant behaviour. Relationships observed at the aggregate institutional level need not correspond to relationships at the individual level, a problem identified by Robinson and subsequently developed in the ecological-inference literature [12, 18]. As discussed in Section 4.5, this limitation is particularly important for evaluating the non-compensatory screening prediction.

ANALYSIS AND RESULTS

Table 3 presents the estimated relationships for each attribute at the application and commitment stages.

Table 3

Attributes at the Application and Commitment Stages (n = 20)[3]

Attribute	Applications: coefficient	t	Yield: coefficient	t	Stage specificity	Acts at
log tuition	-0.242	-3.81	0.0757	1.44	0.726	Application stage
Verifiable claim share	-0.002	-0.81	0.0078	12.90	0.941	Commitment stage
Evidence distance	0.023	0.54	-0.1050	-10.76	0.952	Commitment stage
Digital capability	-0.107	-1.83	0.0653	1.72	0.515	Neither

Each attribute is entered alongside log promotional spend in both specifications (Figure 1).

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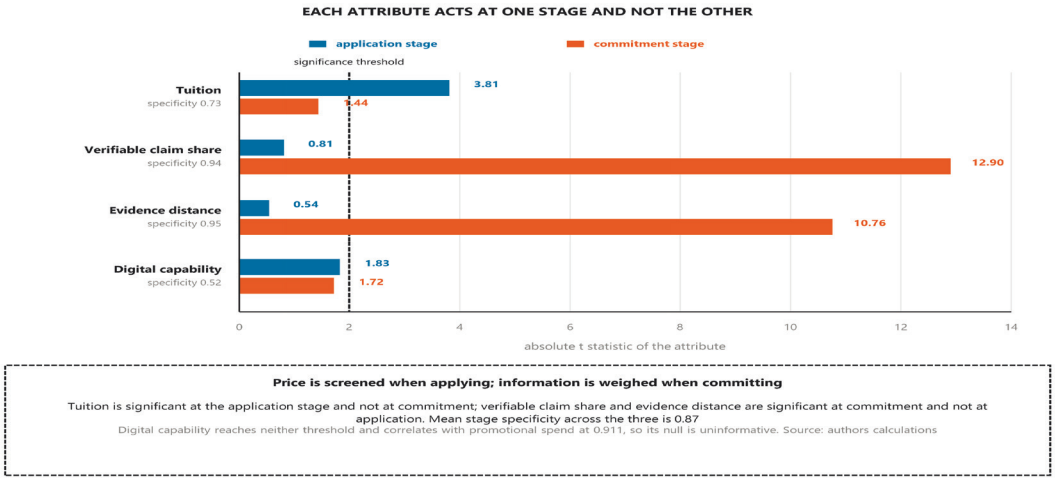

Figure 1. Absolute t statistic of each attribute at each stage. The dashed line marks the conventional significance threshold[4]

Three attributes are statistically significant at exactly one stage and not statistically significant at the other, with stage-specificity values of 0.726, 0.941, and 0.952, respectively, and a mean of 0.87. None of these three attributes is statistically significant at both stages.

Tuition is significantly associated with the application stage, with a coefficient of −0.242 and a t-statistic of −3.81, but is not statistically significantly associated with the commitment stage, where the coefficient is 0.0757 and the t-statistic is 1.44. In contrast, the verifiable-claim share and evidence distance are significantly associated with the commitment stage, with coefficients of 0.0078 and −0.1050 and t-statistics of 12.90 and −10.76, respectively, while neither is statistically significantly associated with the application stage.

Digital capability does not reach statistical significance at either stage, with t-statistics of −1.83 at the application stage and 1.72 at the commitment stage. Its stage-specificity value of 0.515 should therefore not be interpreted as evidence that it is associated with both stages. Digital capability is highly correlated with promotional expenditure (r = 0.911), which limits the ability of the specifications to distinguish their respective associations. Consequently, the statistically insignificant estimates for digital capability in both equations should be interpreted cautiously rather t**han as evidence of the absence of an association (Figure 4).**

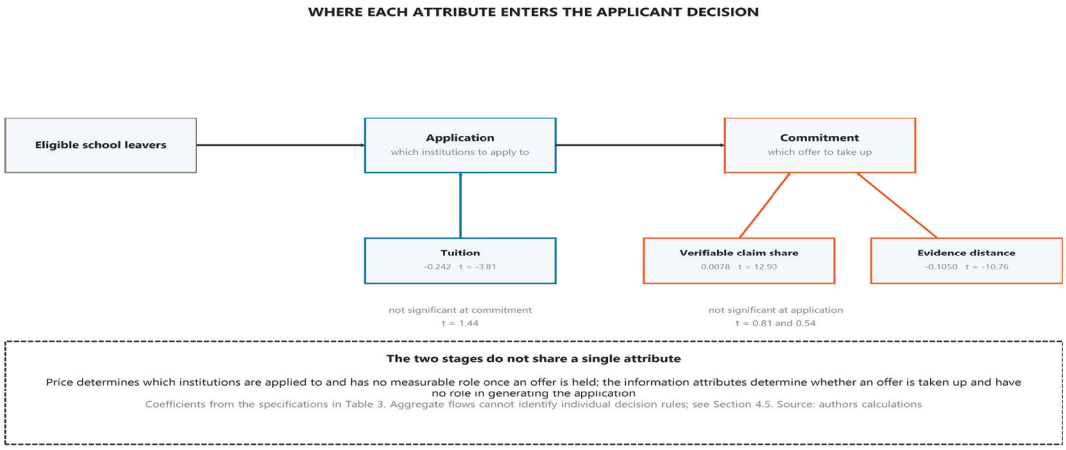

Figure 4. Where each attribute enters the applicant decision. The two stages share no attribute[5]

The single-stage compensatory approach predicts that relevant attributes should remain associated with choice across the observed stages of the decision process. The empirical pattern provides limited support for this prediction: each of the three interpretable attributes is statistically significant at one stage but not at the

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other. If the same compensatory evaluation were simply repeated over a smaller choice set, some attenuation in the estimated associations might be expected; the observed shift in which attributes are statistically significant is instead more consistent with stage-specific decision processes.

The two-stage process approach provides a more direct theoretical interpretation of the observed pattern. At the application stage, applicants may be comparing a relatively broad set of institutions before holding an offer, and the consequences of applying remain contingent on subsequent admission and commitment decisions. Tuition is significantly associated with choice at this stage. At the commitment stage, applicants have received an offer and face a more immediate decision about whether to enrol. At this point, information that can be independently verified may become more relevant to the decision. Consistent with this interpretation, the verifiable-claim share is significantly associated with enrolment yield but not with applications.

The evidence-distance coefficient warrants separate consideration because evidence distance is not itself an institutional attribute directly observed by applicants. Its t-statistic of −10.76 at the commitment stage should therefore not be interpreted as indicating that applicants perceive an institution's internal data arrangements. Rather, the result is consistent with the mechanism documented in the second companion study [11]: internal access to graduate outcome data is associated with the amount of verifiable information available for applicants to observe. Evidence distance should thus be interpreted as an institutional-side indicator associated with the availability of applicant-facing verifiable information rather than as an attribute directly evaluated by applicants.

Because the tuition result provides an important distinction between the predictions of the single-stage and two-stage approaches, additional specifications are used to examine whether its lack of statistical significance at the commitment stage is sensitive to model specification.

Adding the threshold term to the yield equation produces a tuition coefficient of 0.0280 with a t-statistic of 0.28 and an additional-slope coefficient of 0.1315 with a t-statistic of 0.58; the model has an R^2 of 0.411. When the verifiable-claim share is also included, the tuition coefficient is 0.0465 with a t-statistic of 1.51, the threshold term has a coefficient of −0.1075 with a t-statistic of −1.46, and the verifiable-claim share has a coefficient of 0.0079 with a t-statistic of 12.21; the model has an R^2 of 0.946.

Tuition does not reach statistical significance in any of the reported specifications for the commitment stage. This result should not be interpreted as evidence that price is irrelevant to applicants. One interpretation consistent with the two-stage framework is that tuition plays a more prominent role earlier in the decision process, particularly when applicants determine which institutions to apply to. Applicants who subsequently receive an offer from an institution have already applied despite its observed tuition level, which may reduce the extent to which cross-institutional variation in tuition is associated with the subsequent commitment decision. The aggregate data, however, do not directly observe the individual decision sequence and therefore cannot establish this mechanism conclusively.

Table 4 compares institutions above and below the strongest candidate tuition threshold identified in the threshold search.

Table 4

Institutions Below and Above the UZS 30 Million Candidate Tuition Threshold[6]

Group	n	Mean tuition	Applications per million UZS of promotion	Mean yield
At or below 30 mln	15	15.9	30.3	65.3%
Above 30 mln	5	49.2	21.2	71.4%

The higher-tuition institutions generate 21.2 applications per UZS million of promotional expenditure, compared with 30.3 among the remaining institutions, corresponding to a ratio of 1.43. Their enrolment yield is 71.4 per cent, compared with 65.3 per cent among the remaining institutions, corresponding to a ratio of 1.09. This pattern is consistent with a self-selection interpretation: fewer applicants per unit of promotional expenditure apply to higher-tuition institutions, while those who do apply exhibit a higher subsequent enrolment yield. However, the same pattern is also consistent with a smooth response to tuition and, by itself, does not provide evidence of non-compensatory screening.

Table 5 presents the results of the threshold search in the applications equation.

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Table 5
Tuition-Threshold Search in the Applications Equation[7]

Candidate threshold, mln UZS	Institutions above	Additional slope	t	R^2
Linear benchmark				0.978
12	13	0.048	0.12	0.978
14	11	-0.012	-0.04	0.978
16	11	-0.020	-0.06	0.978
18	10	-0.022	-0.08	0.978
20	9	-0.155	-0.58	0.979
22	8	-0.251	-0.98	0.980
24	7	-0.315	-1.28	0.980
26	6	-0.362	-1.48	0.981
30	5	-0.432	-1.67	0.982
38	4	-0.362	-1.08	0.980
42	3	-0.324	-0.80	0.979

Figure 2 plots the t-statistic of the additional slope coefficient for each of the eleven candidate tuition thresholds examined in the applications equation. The estimated t-statistic becomes increasingly negative as the candidate threshold rises from the lower end of the observed range, reaching its largest absolute value at UZS 30 million, where the additional slope has a t-statistic of −1.67. Beyond this point, the statistic moves back towards zero. None of the candidate thresholds reaches the conventional level of statistical significance. The UZS 30 million threshold is therefore identified as the strongest candidate within the search rather than as a statistically established price threshold. The pattern provides no evidence of a detectable discontinuity in the aggregate tuition–applications relationship at the candidate values examined. Importantly, this result does not establish the absence of threshold-based screening at the individual applicant level, because heterogeneous individual price thresholds may be smoothed when applicant behaviour is aggregated to the institutional level (Figure 2).

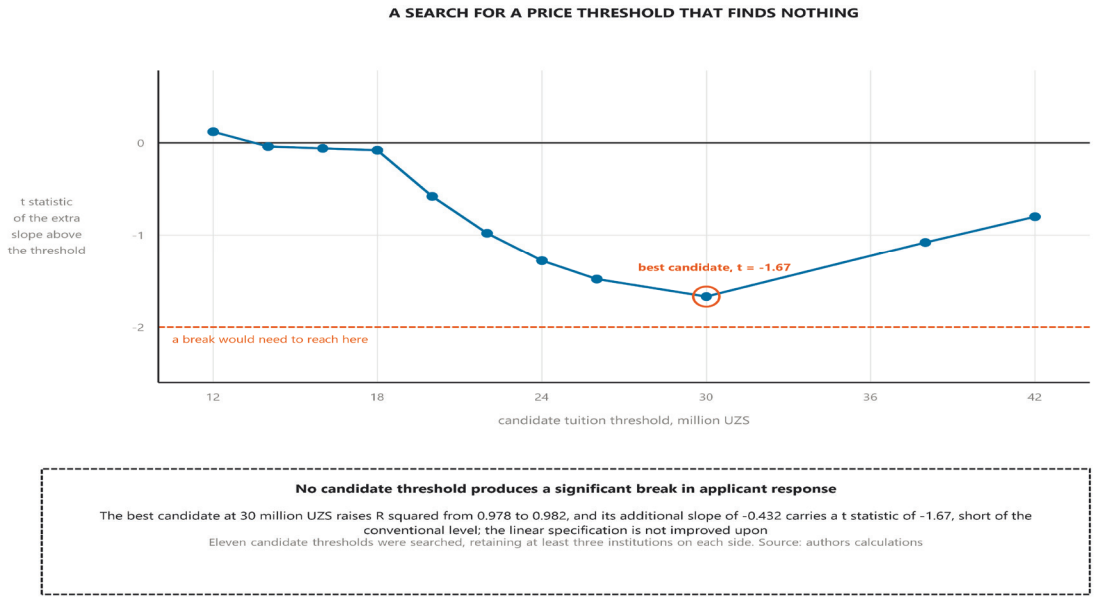

Figure 2. The statistic of the additional slope at each candidate threshold. No candidate reaches the conventional level[8]

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No candidate threshold produces a significant break. The best, at 30 million UZS, raises R^2 from 0.978 to 0.982 and carries an additional slope of minus 0.432 with a t statistic of minus 1.67. Splitting the sample also destroys the precision of the main effect: the below-threshold elasticity becomes minus 0.086 with a t statistic of minus 0.77, against minus 0.242 with a t statistic of minus 3.81 in the linear specification (Figure 3).

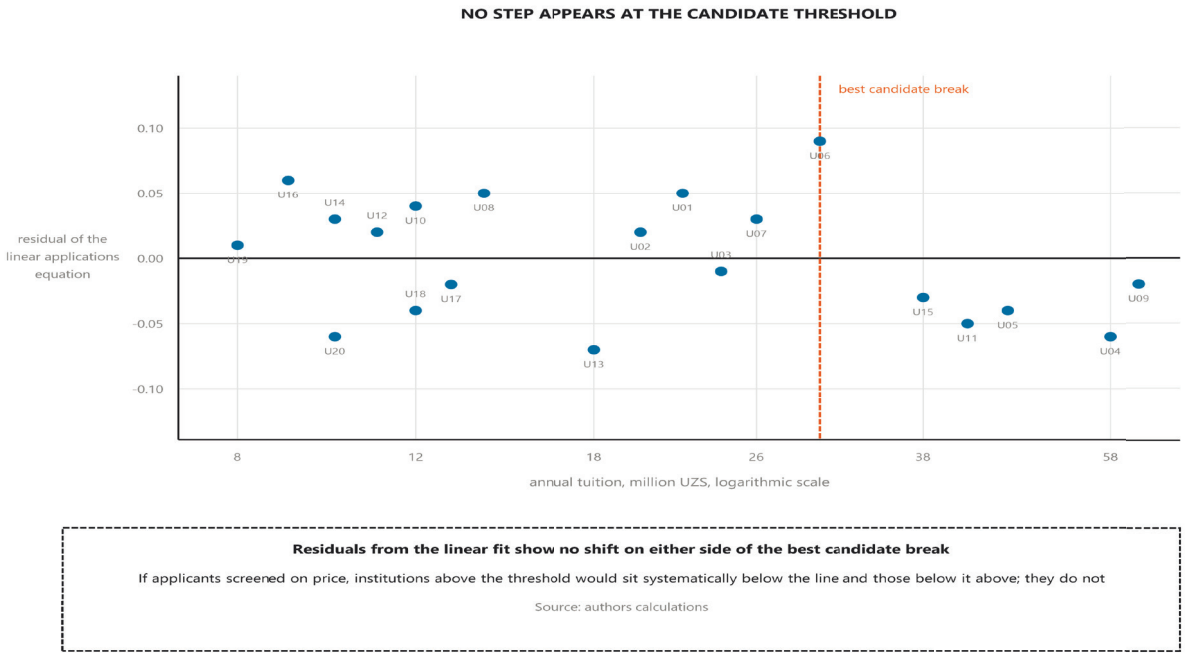

Figure 3. Residuals from the linear applications equation against tuition, with the best candidate threshold marked. No shift appears on either side[9]

The residual plot provides a visual assessment of the same pattern. Under a simple common-threshold screening interpretation, institutions above the threshold would be expected to lie systematically below the linear fit and those below it systematically above. No such systematic pattern is evident in the residuals.

One possible interpretation of this result would be that applicants do not use price-based screening. The available aggregate evidence, however, does not support such a conclusion. This limitation is central to the methodological argument developed in the present study.

Consider a setting in which applicants use price-based screening but have heterogeneous individual budget thresholds distributed across the applicant population. An institution with a given tuition level would then be excluded from the consideration sets of applicants whose thresholds fall below that level while remaining within the consideration sets of those whose thresholds exceed it. The proportion of applicants for whom the institution remains under consideration can therefore be represented as one minus the cumulative distribution function of individual thresholds evaluated at the institution's tuition level. When the distribution of thresholds is smooth, the resulting aggregate relationship can also be smooth even though the underlying individual screening rule is discontinuous.

This reasoning is consistent with the aggregation logic underlying random utility models of demand [3, 20]. It implies that the aggregate threshold test used here may have limited ability to distinguish heterogeneous individual-level screening from a smooth compensatory response. Both mechanisms can generate similar aggregate relationships between tuition and applications. Increasing the number of institution-level observations alone would therefore not necessarily resolve this identification problem if applicant-level heterogeneity remains unobserved.

The null result reported in Table 5 should consequently be interpreted primarily as evidence concerning the limitations of the research design rather than as evidence against individual-level price screening. Treating the absence of a detectable aggregate threshold as a refutation of non-compensatory screening would risk inferring individual decision rules directly from aggregate institutional relationships, the type of inferential problem identified by Robinson and subsequently discussed in the ecological-inference literature [12].

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A more informative test of the screening hypothesis would require applicant-level data, including the set of institutions considered by each applicant rather than only the applications received by each institution. Such data would allow researchers to examine whether the composition of individual consideration sets exhibits boundaries consistent with threshold-based screening and would permit the application of appropriate discrete-choice methods [20].

The results provide different levels of empirical information for the four theoretical approaches considered in the study. The available evidence distinguishes between the predictions of the single-stage compensatory and two-stage process approaches, while the non-compensatory screening approach cannot be conclusively evaluated using the present aggregate design. The fourth approach cannot be empirically assessed with the available panel because applicant-level background variables are not observed.

The observed pattern is more consistent with the two-stage process approach than with the predictions of a single-stage compensatory interpretation. Across the three companion studies, the findings suggest a sequential empirical pattern: promotional expenditure is strongly associated with applications [1]; tuition is significantly associated with choice at the application stage; admission capacity constrains the number of offers [1]; and the availability of verifiable information, which is in turn associated with the institution's internal access to relevant evidence [11], is strongly associated with enrolment yield. Taken together, these results are consistent with different attributes being associated with different stages of the observed applicant flow rather than with a single attribute operating uniformly across multiple stages.

The non-compensatory screening approach is neither supported nor rejected by the threshold analysis. The contribution of the present analysis is to clarify why the absence of a statistically detectable aggregate threshold does not, by itself, resolve the individual-level screening hypothesis. More generally, studies using institutional or regional aggregates to investigate applicant behaviour should exercise caution when drawing conclusions about the shape of individual decision rules. Aggregate relationships may not uniquely identify the individual-level processes that generate them.

CONCLUSION AND RECOMMENDATIONS

This article examined four theoretical approaches to applicant behaviour and empirically evaluated those whose predictions could be distinguished using a panel of twenty anonymised higher education institutions in Uzbekistan.

The results indicate a high degree of stage specificity. Tuition has a t-statistic of 3.81 at the application stage and 1.44 at the commitment stage; the verifiable-claim share has corresponding t-statistics of 0.81 and 12.90; and evidence distance has t-statistics of 0.54 and 10.76. Mean stage specificity across the three interpretable attributes is 0.87, and none is statistically significant at both stages. The observed associations are therefore concentrated at different stages of the applicant decision process.

This pattern provides limited support for the prediction of a single-stage compensatory approach, under which relevant attributes would be expected to remain associated with choice across stages. Instead, the observed pattern is more consistent with the two-stage process approach, which allows different attributes to be associated with different stages of the decision process.

Tuition is significantly associated with the application stage but does not reach statistical significance in any of the reported specifications for the commitment stage, including a specification containing a threshold term and another containing the verifiable-claim share. One interpretation consistent with the two-stage framework is that tuition plays a more prominent role earlier in the decision process, when applicants determine which institutions to apply to. The available aggregate data, however, do not establish that price ceases to matter at the individual level once an offer has been received.

No statistically significant price threshold is detected among the eleven candidate values examined. The strongest candidate, at UZS 30 million, increases R^2 from 0.978 to 0.982, with the additional slope having a t-statistic of −1.67. Splitting the sample also substantially reduces the precision of the estimated main tuition effect.

This null result should not be interpreted as evidence against non-compensatory screening. If individual applicants have heterogeneous price thresholds, aggregation can smooth the discontinuities generated by individual screening behaviour, producing an aggregate relationship that may resemble a smooth compensatory response. Consequently, the institutional-level research design used here may have limited ability to distinguish heterogeneous individual-level screening from a smooth aggregate response. The absence of a detectable aggregate threshold therefore remains inconclusive with respect to the underlying individual-level screening hypothesis.

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