

Business Decision Making Study

The person in charge of this study is Clark H. Warner. The work is being done under the supervision of professor Marion Fortin at the Toulouse School of Management. Clark can be reached at clark.warner@tsm-toulouse.fr. Prof Fortin can be reached at marion.fortin@ut-capitole.fr,

Clark will be referred to as the “researcher” throughout this form.

Please read this form carefully. The purpose of this form is to provide you with important information about taking part in a research study. If any of the statements or words in this form are unclear, please let me know. I would be happy to answer any questions.

Why is this study being done?

The purpose of this study is to investigate how people make business decisions and the results may help us better understand how people make decisions in particular business contexts.

We are asking you to take part in this study because as a college student or recent graduate you are likely to understand the business situations you will see yet will not have likely encountered many situations like this. Thus, we will be able to understand how you make these decisions without being influenced by prior history.

How long will I take part in this research study?

We expect that you will be in this research study for roughly one hour. Everything will take place on-line following your acceptance of this screen should you chose to accept. The study can be performed in any private location including your home.

What will happen if I take part in this research study?

Study Session

The session will likely take roughly one hour. During the session you be exposed to 7 business simulations. The simulations will consist of a scenario describing your position in a company and in most cases a collection of short documents such as emails, memoranda, invoices, purchase orders or other business documents that pertain to the scenario. You will be asked in the end of each simulation to approve or reject a business document based on the particulars of the scenario. Both prior to and after the simulations you will take a few surveys that will help us capture more information about your decisions and how you make decisions.

Sending Study Information to Research Collaborators

Your study information may be sent to researchers at other universities doing similar research or to reviewers and editors at scientific journals Absolutely no identifying information will be

included in any such disclosure. Your answers will be correlated only with a random ID number generated for you.

How Long Will You Keep My Study Records?

Data from the study will be kept indefinitely though the research team reserves the right to delete it at any time.

How Will You Keep My Study Records Confidential?

Any potentially identifying information such as your Amazon Turk ID will be kept confidential and will not be recorded with your study data. We will make every effort to keep your records confidential unless legally required to disclose it due to court order or other legal requirement.

The following people or groups may review your study records for purposes such as quality control or safety:

- The Researcher, his supervisor, and any member of **his/her** research team hired to assist in compiling the results.
- The Institutional Review Board at the Federal University of Toulouse Midi-Pyrenees. The Institutional Review Board is a group of people who review Toulouse research studies for safety and protection of people who take part in the studies.

The results of this research study may be published or used for teaching. No personally identifiable information will be included in data that are used for these purposes.

Study Participation and Early Withdrawal

Taking part in this study is your choice. You are free not to take part or to withdraw at any time for any reason. If you decide to withdraw from this study, the information that you have provided will not be recorded. You will, however, not be compensated if you withdraw.

Also, the researcher may take you out of this study without your permission. This may happen because the researcher thinks it is in your best interest or for other administrative reasons.

What are the risks of taking part in this research study?

You may feel emotional or upset when answering some of the questions. Remember that you may stop at any time.

You may be uncomfortable with some of the questions and topics we will ask you about. You do not have to answer any questions that make you feel uncomfortable.

Loss of Confidentiality

The main risk of allowing us to use and store your information for research is a potential loss of privacy. We will protect your privacy by keeping any identifying information such as your Amazon Turk ID separate from the research data. The research data will not contain any information that can identify you. Your data will be identified only with a randomly generated code.

Are there any benefits from being in this research study?

There are no benefits to you from taking part in this research except for a small monetary payment.

Will I get paid for taking part in this research study?

You will receive a small payment for your participation in this study up to \$5.00

If I have any questions or concerns about this research study, who can I talk to?

You can contact Clark Warner with any concerns or questions. My email address is listed below:

If you have questions about your rights as a research subject or want to speak with someone independent of the research team, you may contact the CERNI at the Federal University of Toulouse Midi-Pyrenees

Clark Warner clark.warnr@tsm-education.fr