

## **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 Université of Toulouse 1 Capitole. Clark can be reached at [clark.warner@tsm-toulouse.fr](mailto:clark.warner@tsm-toulouse.fr). Prof Fortin can be reached at [marion.fortin@ut-capitole.fr](mailto: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 determine how people make business decisions. The results of this study may help us understand how people make decisions in particular business contexts including when they are distracted.

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 60-90 minutes. Everything will take place on-line following your acceptance of this screen should you choose 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 60-90 minutes. During the session you will be exposed to between 2 and 8 business simulations. The simulations will consist of a scenario describing your position 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 to approve or disapprove of a business document depending on the particulars of the scenario. Prior to the simulations you will take a very brief survey that will help us capture more information about how you make decisions.

#### **Sending Study Information to Research Collaborators**

Your study information to researchers at other universities doing similar research. Absolutely no identifying information will be included in any such disclosure. Your answers will be correlated to a random ID number generated for you.

## **How Will You Keep My Study Records Confidential?**

Any potentially identifying information such as your email will be kept confidential in a password protected encrypted file on a separate computer from any system holding 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 and any member of **his/her** research team
- 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
- 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 anytime.

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 email in an encrypted file on a password-protected computer separate from the computer where the research data will be stored. The research data will not contain any information that can identify you. Your data will be identified only with a randomly generated code. The mapping between the code and the identifier will then be on the separate secure computer in encrypted form.

## **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 \$3.00

## **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](mailto:clark.warnr@tsm-education.fr)