**Design document for Disclosure Lab Study**

**Timing and Presence**

Last updated: 4/16/2017 – Updated after walkthrough (AC)

Purpose

This study explores the effects of social pressure (experimenter present/absent) and time pressure (low/high) on participants’ attention to a disclosure form. This study continues research studying context effects on attention that was initiated in fall of 2015.

Sample

* Participants will be sampled from ongoing lab studies. We estimate having XX total, or roughly XX per condition.
* Recruitment: Participants will be contacted through standard university protocols for a lab experiment. They will not be aware that they are participating in this “meta” experiment on their use of disclosures.
  + Students receive email blasts about experiments that are available to them and choose a timeslot when they want to participate.
  + They will participate in a “main” experiment on price complexity in a market setting.
* On the standard university IRB, participants have to affirm:
  + I am age 18 or older.
  + I have read and understand the information above.
  + I want to participate in this research and continue with the study.
* On the CFPB form, participants will sign to acknowledge privacy information.

Experimental design

The design is a 2x2 between subjects experiment.

* Social pressure (session level): This factor will be manipulated by having an experimenter present or absent while participants read the CFPB form.
* Time pressure (individual level): This factor will be manipulated by having a short or long delay between receipt of the form and receipt of payment. The exact timing needs to be pre-tested for feasibility. In our first rounds of pre-testing, we will use 0 and 60 seconds, randomized at the participant level.

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| --- | --- | --- | --- |
| **Condition 1** | Receive form | 0-second delay with experimenter present | Participants turn in form and receive payment |
| **Condition 2** | 60-second delay with experimenter present |
| **Condition 3** | 0-second delay with no experimenter present |
| **Condition 4** | 60-second delay with no experimenter present |

Procedure

This study requires three experimenters to be available, including one staff member from the lab and two CFPB staff.

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| --- | --- | --- | --- |
|  | **CFPB #1 (Mohin)** | **CFPB #2 (Rotating)** | **Lab #1** |
| **Before experiment begins** | [Lab]  Set up computer terminals | [Annex]  Set up TV with entry instructions  [Back room]  Set up payment stations with appropriate timing information | N/A |
| **When participants arrive** | [Lab]  Answer questions as needed | [Annex]  Re-enroll overflow participants in later sessions | [Annex]  Tell participants where to put their belongings. Pay overflow participants |
| **During experiment** | [Lab]  Answer questions as needed | [Annex/lab]  Provide breaks as needed | N/A |
| **During survey** | [Lab]  Print payment information screen to annex | [Annex]  Change slides to display Gettysburg payment receipt info  [Lab]  Hand out Gettysburg payment receipt info and pens | [Back room]  Pick up payment information and allocate money to payment stations |
| **Once finished with experiment** | [Annex/Back room]  Hand CFPB payment form to participants as they arrive.  *If in social pressure condition:*  Wait in annex with clipboard  *If in no social pressure condition:*  Leave and stand in back room out of sight | [Back room]  Wait to help with timing information. | [Annex/Back room]  Call participants for payment by participant number. Go to back room and collect payment. |
| **During payment** | [Annex/Back room]  *If in social pressure condition:*  Wait in annex with clipboard  *If in no social pressure condition:*  Wait in back room out of sight | [Back room]  Timer duty for Lab #1. | [Annex/Back room]  Wait as needed (*depending on timing condition*). Pay participant and collect CFPB form. |

We anticipate that participants may want to interact with CFPB #1 as they are waiting at the payment window (in the social pressure condition).

* If participants hand the CFPB form back, this experimenter should say, “[Lab #1 name] will take that from you when [he/she] gets back.”
* If participants ask about the content of the form, this experimenter should say, “The form is information from the study sponsor,” or if pressed, “I’m not sure, please look it over and sign.”

Outcomes

Our dependent measure is whether each participant initials the CFPB form. The form will be the same as the [top] version used in Study 1.

Hypotheses

Our hypotheses are:

* There will be higher levels of initialing for participants in the no social pressure condition (versus the social pressure condition).
* There will be higher levels of initialing for participants who have additional time to read.

We intend to run a model that allows for an interaction effect in order to explore whether there is an effect in this experiment.

Additional notes

We should do the following before we run our first sessions:

1. How long does the form take to read, on average? (Test on a few RAs)
2. Get a stopwatch/timer that doesn’t make noise
3. Print out the consent forms and put them in order by participant number.
4. Generate session and timing randomization lists.
5. Get some laminated papers for creating the payment “stations”? That way we can write times on and erase them (using a whiteboard marker).
6. Figure out how long the main experiment will be – a longer experiment will require shorter randomization times.