

## Default Question Block

### INFORMED CONSENT FORM

You are invited to participate in a survey about strategies taken during various golf scenarios. You must be over the age of 18 to participate. We ask that you read this form and ask any questions you may have before agreeing to be in the study.

**Background Information:** The purpose of this study is to understand how people select their strategy in various golf situations.

**Procedures:** If you agree to participate in this study, you will be asked several questions about your opinion and understanding of a golfing scenarios.

**Risks and Benefits of being in the Study:** No risk or discomfort is anticipated. You may refuse to answer particular questions or withdraw from this study at any time. Although you may not personally benefit, this study is important to science/society because it will improve our understanding of how golfers choose their strategies.

**Confidentiality:** The records of this study will be kept private. In any sort of report we might publish, we will not include any information that will make it possible to identify a subject. Research records will be stored securely and only researchers will have access to the records. Your confidentiality will be kept to the degree permitted by the technology being used.

**Voluntary Nature of the Study:** Participation in this study is voluntary. If you decide to participate, you are free to refuse to answer any question. You may also withdraw at any time.

**Contacts and Questions:** If you have questions later, you are encouraged to contact Krista Hill Cummings at [khill@babson.edu](mailto:khill@babson.edu).

**Statement of Consent:** By clicking continue I confirm that I have read the above information and I consent to participate in the study.

### Block 1

How often do you play golf?

- ☐ Daily
- ☐ 4-6 times a week
- ☐ 2-3 times a week
- ☐ Once a week
- ☐ Once a month
- ☐ Never

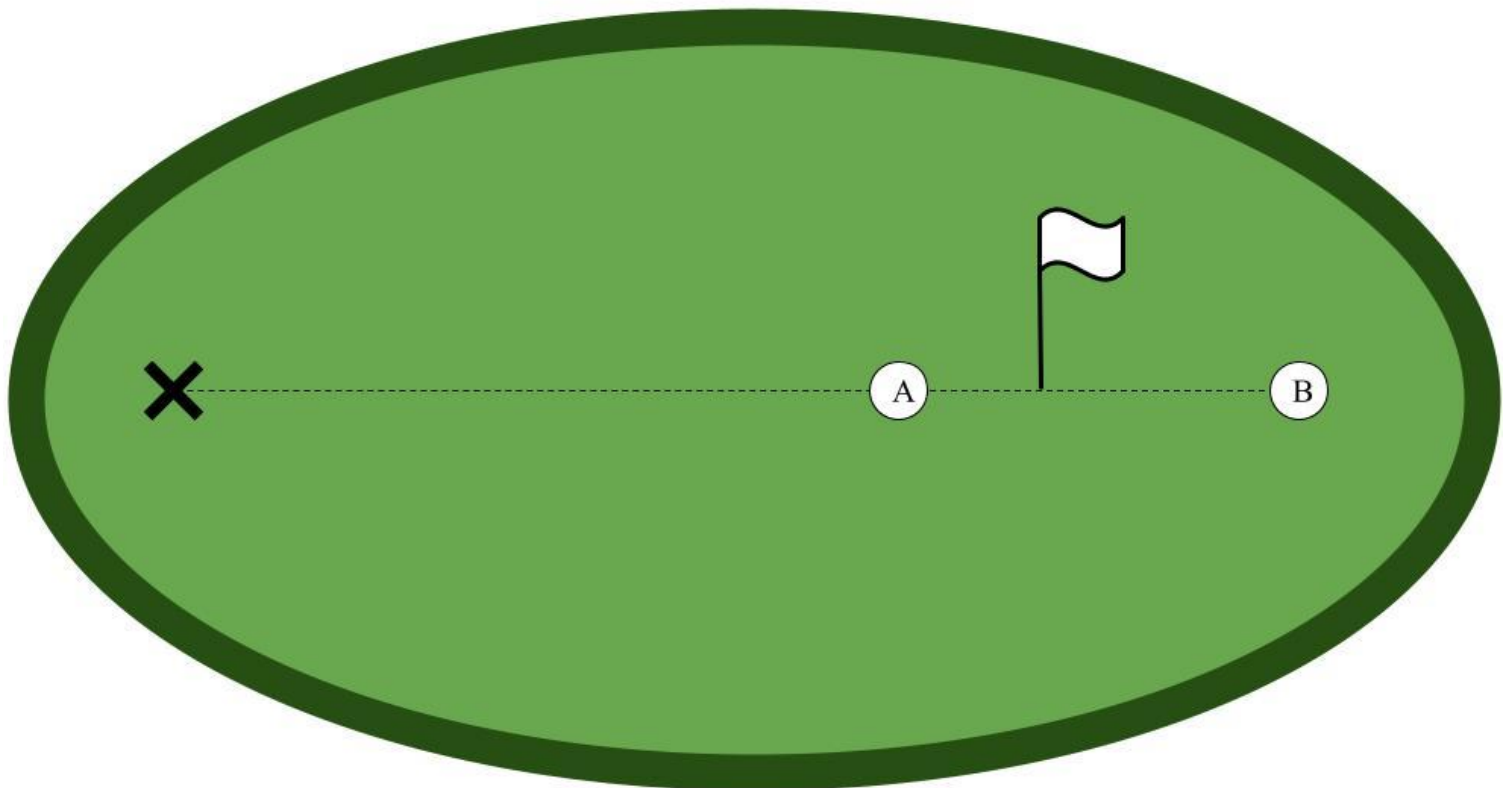
What is your golf handicap? If not sure, skip to next question.

What is your average 18-hole score?

### Putting Scenarios

Imagine the following scenario- You are at the last hole of a 1v1 Stroke Play match. Remember, Stroke Play (or sometimes called Medal Play) is a form of golf where players compete against everyone else, with the lowest total score winning. In this case, your opponent has already finished the hole. You have a straight (no slope) 20-foot putt.

The "X" indicates where your ball is at.



In the following situations, would you target and aim at Point A or Point B? After this putt, you will be \_\_\_\_\_ to/as your competitor.

Point A

Point B

	Point A	Point B
Behind By 1 Stroke	<input type="radio"/>	<input type="radio"/>
On the Same Stroke	<input type="radio"/>	<input type="radio"/>
Ahead by 1 Stroke	<input type="radio"/>	<input type="radio"/>

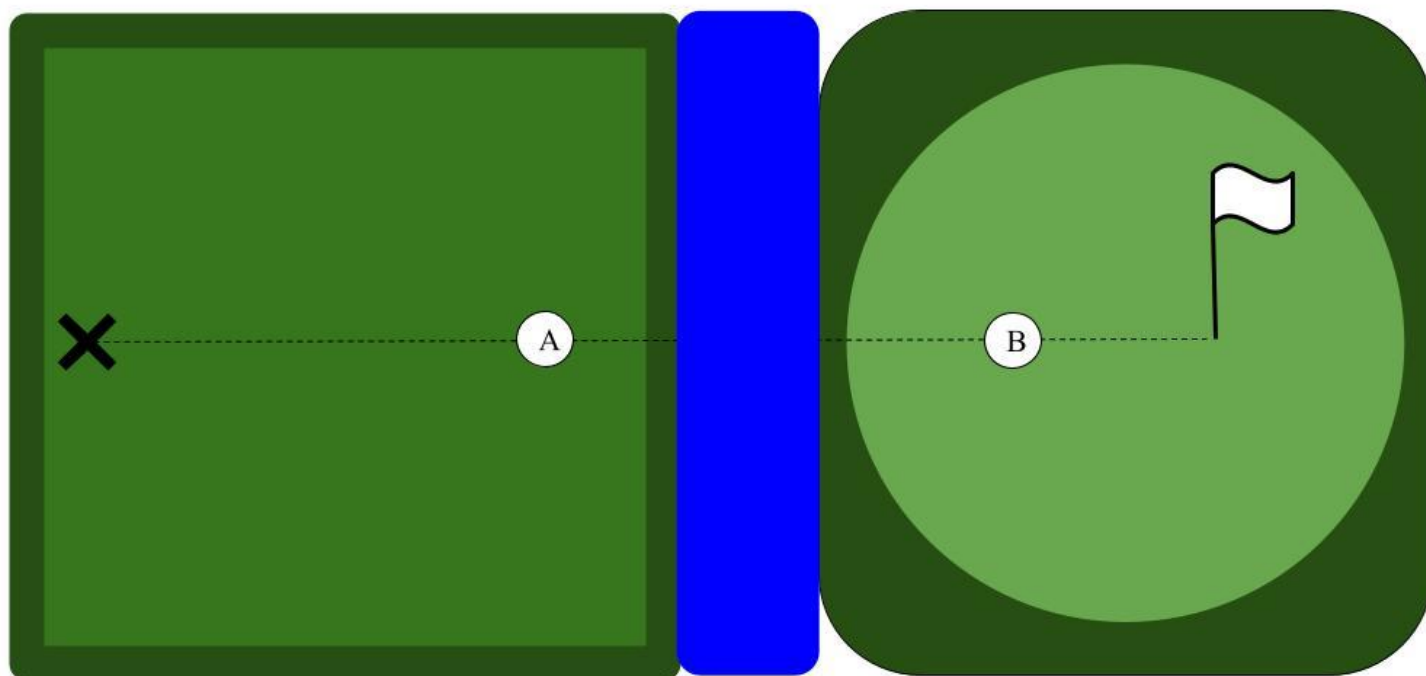
In the same situation as the last question, how aggressively/conservatively would you play?  
 After this putt, you will be \_\_\_\_\_ to/as your competitor.

	Conservative	Fairly Conservative	Neutral	Fairly Aggressive	Aggressive
Behind By 1 Stroke	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
On the Same Stroke	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ahead by 1 Stroke	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

### Approach Shot Scenarios

Imagine the following scenario- You are at a decisive stage of a 1v1 Stroke Play match. Remember, Stroke Play (or sometimes called Medal Play) is a form of golf where players compete against everyone else, with the lowest total score winning. In this case, your opponent has already finished the hole.

The "X" indicates where your ball is at.



You are currently at a distance where you need to play your long iron (5- or 6- iron). In the following situations, would you target and aim at Point A or Point B? After this putt, you will be \_\_\_\_\_ to/as your competitor.

Point A

Point B

Ahead by 2 Stroke

☐
☐

Ahead by 3 Strokes

☐
☐

Ahead by 4 Strokes

☐
☐

You are currently at a distance where you need to play your short iron (8- or 9- iron). In the following situations, would you target and aim at Point A or Point B? After this putt, you will be \_\_\_\_\_ to/as your competitor.

Point A

Point B

Ahead by 2 Stroke

☐
☐

Ahead by 3 Strokes

☐
☐

Ahead by 4 Strokes

☐
☐

You are currently at a distance where you need to play your wedge (Sand Wedge/54-56 degree Wedge). In the following situations, would you target and aim at Point A or Point B?

After this putt, you will be \_\_\_\_\_ to/as your competitor.

Point A

Point B

Ahead by 2 Stroke

☐☐

Ahead by 3 Strokes

☐☐

Ahead by 4 Strokes

☐☐

**General Behaviors/Attitudes (3-5 questions)**

Below are 7 statements. On a scale of Strongly Disagree to Strongly Agree, select how relatable each statement is to you (1 = Strongly Disagree, 7 = Strongly Agree).

1

2

3

4

5

6

7

When making a decision, I think much more about what might be lost than what might be gained.

The pain of losing money matters more than the pleasure of gaining the same amount of money.

I feel nervous when I have to make a decision that may lead to loss.

The pain from losing something matters much more to me than the pleasure from getting it.

Experiencing a major loss stays in my mind longer than experiencing a major gain.

A potential failure scares me more than a potential success encourages me.

1

2

3

4

5

6

7

The suffering that  
comes with losses  
can be fully offset by  
the pleasure that  
comes from gains.

## Demographic/Psychographic

How old are you?

- ☐ Under 18
- ☐ 18-24 years old
- ☐ 25-34 years old
- ☐ 35-44 years old
- ☐ 45-54 years old
- ☐ 55-64 years old
- ☐ 65+ years old

How do you describe yourself?

- ☐ Male
- ☐ Female
- ☐ Non-binary / third gender
- ☐  Prefer to self-describe
- ☐ Prefer not to say

Thank you for participating. Your code is NGkei8

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