

Northwestern University

Kellogg School of Management

CONSENT FORM

Project Title: *Attitudes and Economic Behavior*

Principal Investigator: *Paola Sapienza*

Funded by: *John Templeton Foundation*

Introduction/Purpose:

This research aims at investigating the relationship between individual characteristics and economic decisions.

In this part of the study, we will ask you to play some interactive games in class with your fellow students. The experimental games allow us to characterize each individual's unique set of attributes. Together, all of these items help us to investigate how human traits relate to economic decisions.

Procedures

As a participant in this study, you will be asked to come to the lab. You will play different types of economic games with other students via a computer network.

At any time in the study, you may decide to withdraw from the study. If you withdraw no more information will be collected from you.

Risks

Your participation does not involve any risks other than what you would encounter in daily life. As in all human subject research, there is a small, but quite minimal, risk of confidentiality risk. We minimize this risk with strict procedures on collection, transferring and storing of data.

Benefits:

The direct benefit for you is that you will receive a confidential personalized report on some of your characteristics and an overview of what research says on the impact of these characteristics on economic success.

Subject/Parent or Guardian Initials _____

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Alternatives:

You are enrolled in this study as part of a Kellogg self-development initiative. However, you can decide whether or not to release your data for the purpose of research.

Centralized data collection or registries:

The results of your examinations will be collected in a data file that will be stored in a safe at Northwestern University, Illinois. All data will be coded under random identifier numbers. A separate file linking identifiers and names will be kept in the safe.

Financial Information:

Your participation in this study will involve no cost to you. You will receive between \$35 and \$60 for your participation in this part of the study, depending on your choices, other players' choices, and some luck.

Subjects' Rights:

Your participation in this study is voluntary and you are free to withdraw at any time. Choosing not to participate or withdrawing from this study will not affect your class standing. We will not convey non-participation to other instructors.

Contact Persons:

Any questions you may have about this study may be directed to Paola Sapienza at telephone number (847) 491-7436. Questions about your rights as a research subject may be directed to Northwestern University IRB office at telephone number (847) 467-1723, Hogan Building, Room G-100 (6th Floor), 2205 Tech Dr., Evanston, IL 60208.

Consent:

I agree to participate in these games.

I will receive a copy of this consent form after I sign it.

Subject's Name (printed) and Signature

Date

Name (printed) and Signature of Person Obtaining Consent

Date

Principal Investigator's Signature

Date

Subject/Parent or Guardian Initials _____

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