**ERGO II Ethics application form – Psychology Committee**

1. **Applicant Details**

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| **1.1 Applicant name** | **Natalie Berry (**Postgraduate Student**), Simranpreet Singh, Charley Coppard** (Undergraduate Students).    **Prof Constantine Sedikides, Dr Claire Hart**(Researchers) |
| **1.2 Supervisor** | **Dr Sylwia Cisek** |
| **1.3 Other researchers / collaborators (if applicable):***Name, address, email* |  |

1. **Study Details**

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| **2.1 Title of study** | Study 4 threat meaning, advertised as “Personality and Life Experiences” |
| **2.2 Type of project**(e.g. undergraduate, Masters, Doctorate, staff) | Undergraduate (part of PhD for Natalie Berry) |

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| **2.3 Briefly describe the rationale for carrying out this project and its specific aims and objectives.** |
| Narcissists are characterised as self-centred individuals with exaggerated self-esteem, a constant need for attention and admiration. Narcissists derive meaning from extrinsic goals such as fame and money. Symbolic products imply wealth and status, which may help narcissists achieve a sense of superiority and therefore, increase meaning in life.    This study aims to examine whether symbolic products contribute towards a narcissists’ MIL. We hypothesise that when a narcissist’s MIL is threatened this will increase their desire for symbolic products over utilitarian products and they will be willing to pay more for those products. However, when MIL is affirmed, they will be less likely to turn to symbolic products and less willing to pay over the odds.    This study aims to understand how MIL can affect consumer behaviour of those high in narcissism compared to those low in narcissism. |

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| **2.4 Provide a brief outline of the basic study design. Outline what approach is being used and why.** |
| All of the scales will be included in the attachment “Measures”.  The study will consist of 4 parts completed in one session online.  Part 1: Participants will be asked to complete demographic measures.  Part 2: Participants will be asked to complete measures of personality including:   * The balanced Inventory of Desirable Responding Short Form (BIDR-16; Hart et al., 2015) - (**My Feelings**) * Narcissistic Personality Inventory – (NPI; Raskin & Terry, 1988) - (**My personality**) * Narcissistic Admiration and Rivalry Questionnaire – NARQ; Back et al., 2013)-(**My attitudes and behaviour**) * The Hypersensitive Narcissism Scale – (HSNS; Hendin & Cheek, 1997) - (**My thoughts**) * Self-esteem (Rosenberg, 1965) - (**Thoughts about myself**) * Materialism (Richins & Dawson, 1992) - (**My values**)   Part 3: Participants will be randomly assigned to either the control, affirmation or threat condition. This meaningfulness manipulation was adapted from Gino et al’s (2015) authenticity and inauthenticity manipulation. In the affirmation condition, participants will be asked to remember and write down an event that made them feel meaningful/purposeful/significant. Participants in the threatened condition will be asked to write down an event where they felt meaningless/insignificant/purposeless.  Participants in the control condition will be asked to explain to others how to tie their shoelaces which should not elicit any feelings of either meaningfulness or meaninglessness. We are doing this so that we are able to assess the effects of Meaning in Life on consumer behaviour of those high and low in Narcissism.    This part of the study is expected to take 5 minutes (to be pilot tested).    Part 4    Participants will then complete a **consumer decision task**. They will be asked to look through up to 15 paired products (based on pilot study data which is currently being collected. Note, depending on the pilot the number of products presented may be reduced) and rate which product they prefer\* as well as how much they would be willing to spend on their preferred product. For example, participants will look at two different versions of a kettle. One will look flashier and more luxurious, whilst the other will look less flashy, but the description will suggest that it is more functional, utilitarian and better value for money than the flashy product. Products have been tailored by gender, and thus which products will appear will be determined by which gender the participant identifies as.  \*The order in which the description and image is placed for each product will not be fixed, such that sometimes the description will be above the image and sometimes the image will be above the description.  This part of the study is expected to take 10 minutes (to be pilot tested).  This will allow us to look at the relationship between narcissism and consumer behaviour and whether it is related to participants’ meaning in life. |

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| **2.5 What are the key research question(s)? Specify hypotheses if applicable.** |
| H1 – I hypothesise that people with high scores on the NPI will select more flashy and luxurious products, despite their lower practical and utilitarian value. I also expect them to spend more on their chosen products than people with lower scores on NPI.    H2 – I believe the effects described in hypothesis one will be moderated by the threat condition. Those assigned to the threat condition will be more likely to engage in conspicuous consumption (prefer the symbolic products) and be willing to spend more on their preferred products, compared to the control and affirmation conditions. Different researchers’ part of this study may have varying hypotheses depending on their focus. |

1. **Sample and setting**

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| **3.1 Who are the proposed participants and where are they from (e.g. fellow students, club members)? List inclusion / exclusion criteria if applicable.** |
| Participants will be recruited via Prolific. They must be over the age of 18, speak fluent English, and have access to the internet. University of Southampton psychology undergraduate students will also be recruited through efolio. Participants must identify as either a male or female to be assigned gender specific products which they must rate. |

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| **3.2. How will the participants be identified and approached? Provide an indication of your sample size. If participants are under the responsibility of others (e.g., parents/carers, teachers) state if you have permission or how you will obtain permission from the third party).** |
| Participants will be recruited through prolific and efolio.  We are seeking to recruit 400 participants as we have 3 different conditions and therefore require enough variability of participants in each subsample to acquire both those low and high in narcissism. |

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| **3.3 Describe the relationship between researcher and sample. Describe any relationship e.g., teacher, friend, boss, clinician, etc.** |
| N/A |

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| **3.4 How will you obtain the consent of participants? (***please upload a copy of the consent form if obtaining written consent***) NB A separate consent form is not needed for online surveys where consent can be indicated by ticking/checking a consent box (normally at the end of the PIS).  Other online study designs may still require a consent form or alternative procedure (for example, recorded verbal consent for online interviews).** |
| Participants will read the information sheet and will have to tick a box indicating consent without which they will not be able to continue with the experiment. |

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| **3.5 Is there any reason to believe participants may not be able to give full informed consent? If yes, what steps do you propose to take to safeguard their interests** |
| There is an element of deception involved as participants will not directly be informed that we are looking to see effects of Meaning in Life. The descriptions of the products are not real and made up for the purposes of this study. Participants will be informed of this in the debrief form. |

1. **Research procedures, interventions and measurements**

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| **4.1 Give a brief account of the procedure as experienced by the participant. Make it clear who does what, how many times and in what order. Make clear the role of all assistants and collaborators. Make clear the total demands made on participants, including time and travel.***Upload copies of questionnaires and interview schedules to ERGO.* |
| The procedure is outlined is section 2.4. We anticipate that the study will take 25 minutes to complete (to be confirmed through further piloting). Copies of all questionnaires are attached. |

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| **4.2 Will the procedure involve deception of any sort? If yes, what is your justification?** |
| The descriptions of the products may not accurately describe the products shown, however, participants will be debriefed afterwards of this issue.  They will also not be informed of the true nature of the task however they will be debriefed after the study is completed. |

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| **4.3. Detail any possible (psychological or physical) discomfort, inconvenience, or distress that participants may experience, including after the study, and what precautions will be taken to minimise these risks.** |
| The risk of creating distress is not bigger than in everyday life. Due to the personal nature of some of the questions, participants are informed that they may leave these questions blank if they prefer not to answer. If completing the questionnaires raises any issues, we provide links to counselling services:  www.samaritans.org |

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| **4.4 Detail any possible (psychological or physical) discomfort, inconvenience, or distress that YOU as a researcher may experience, including after the study, and what precautions will be taken to minimise these risks. If the study involves lone working please state the risks and the procedures put in place to minimise these risks (**[**please refer to the lone working policy**](https://www.southampton.ac.uk/assets/sharepoint/intranet/hr/How%20to/Policy%20-%20Lone%20working.pdf)**).** |
| Discomfort should not be greater than what is experienced in everyday life. |

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| **4.5 Explain how you will care for any participants in ‘special groups’ e.g., those in a dependent relationship, are vulnerable or are lacking mental capacity), if applicable:** |
| N/A |

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| **4.6 Please give details of any payments or incentives being used to recruit participants, if applicable:** |
| Students recruited from the undergraduate psychology pool will be given 5 research credits.    Participants recruited via CallforParticipants and social media will have a chance to win one of two £25 amazon vouchers.  Participants from prolific will be paid £2.25 |

**5. Access and storage of data**

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| **5.1 How will participant confidentiality be maintained? Confidentiality is defined as non-disclosure of research information except to another authorised person. Confidential information can be shared with those already party to it and may also be disclosed where the person providing the information provides explicit consent.  Consider whether it is truly possible to maintain a participant’s involvement in the study confidential, e.g. can people observe the participant taking part in the study? How will data be anonymised to ensure participants’ confidentiality?** |
| Personal information of participants will be stored separately from the survey data. All data files will be kept in a password protected computer and anonymised. |

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| **5.2 How will personal data and study results be stored securely during and after the study. Who will have access to these data?** |
| The data stored from this study (which has been programmed by the researcher in Qualtrics) is password protected. |

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| **5.3 How will it be made clear to participants that they may withdraw consent to participate? Please note that anonymous data (e.g. anonymous questionnaires) cannot be withdrawn after they have been submitted. If there is a point up to which data can be withdrawn/destroyed e.g., up to interview data being transcribed please state this here.** |
| The information sheet and consent form will explicitly state this. |

**6. Additional Ethical considerations**

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| **6.1 Are there any additional ethical considerations or other information you feel may be relevant to this study?** |
| No |