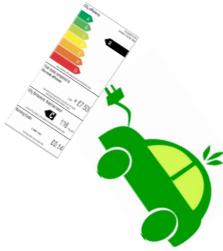

Testing CO₂/Car labelling options and consumer information



Annex VII Online experiment protocol



Online Experiment Protocol

PLEASE, ANSWER THE FOLLOWING QUESTIONS

Gender

male
 female

Age

years old

What is the highest level of education you have completed?

Primary or lower secondary education [ISCED 0,1 or 2]
 Upper secondary education [ISCED 3 or 4]
 Tertiary education [ISCED 5 or 6]

Marital status

Single / Divorced / Widowed
 Married or living with partner

Do you have children living with you at home?

Yes
 No

What is the average net either monthly or annual income of your household in pounds?

GBP Monthly
GBP Annual

In your household, which best describes your role in the purchasing of a car?

I am the only person who decides what car to buy in my household
 I share the car purchase decision-making with other members of the household
 I never participate in the purchase process of a car in my household

When was the last car purchased in your household?

In the last year (12 months)
 Between 1 and 2 years ago
 Between 2 and 5 years ago
 More than 5 years ago
 We have never bought a car at home

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

For each of the statements below, please indicate whether or not the statement is characteristic of you. If the statement is extremely uncharacteristic of you (not at all like you) please fill-in a 1 on the answer sheet; if the statement is extremely characteristic of you (very much like you) please fill-in a 5 on the answer sheet. And, of course, use the numbers in the middle if you fall between the extremes.

- 1 = extremely uncharacteristic
- 2 = somewhat uncharacteristic
- 3 = uncertain
- 4 = somewhat characteristic
- 5 = extremely characteristic

	extremely uncharacteristic			extremely characteristic	
I consider how things might be in the future, and try to influence those things with my day to day behavior.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
Often I engage in a particular behavior in order to achieve outcomes that may not give results for many years.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I only act to satisfy immediate concerns, figuring the future will take care of itself.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
My behavior is only influenced by the immediate (i.e., a matter of days or weeks) outcomes of my actions.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
My convenience is a big factor in the decisions I make or the actions I take.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I am willing to sacrifice my immediate happiness or well-being in order to achieve future outcomes.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I think it is important to take warnings about negative outcomes seriously, even if the negative outcome will not occur for many years.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I think it is more important to exhibit a behavior which has important distant consequences than exhibit a behavior that has less-important immediate consequences.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

Thinking about the environment, how much do you agree with each of the following statements? Please use a scale from 1 to 5 in which 1 means you strongly disagree and 5 you strongly agree with that statement.

	Strongly Disagree					Strongly Agree				
We are approaching the limit of the number of people the Earth can support	<input type="radio"/>									
Humans have the right to modify the natural environment to suit their needs	<input type="radio"/>									
When humans interfere with nature it often produces disastrous consequences	<input type="radio"/>									
Human ingenuity will insure that we do NOT make the Earth unlivable	<input type="radio"/>									
Humans are severely abusing the environment	<input type="radio"/>									
The earth has plenty of natural resources if we just learn how to develop them	<input type="radio"/>									
Plants and animals have as much right as humans to exist	<input type="radio"/>									
The balance of nature is strong enough to cope with the impacts of modern industrial nations	<input type="radio"/>									
Despite our special abilities humans are still subject to the laws of nature	<input type="radio"/>									
The so-called "ecological crisis" facing humankind has been greatly exaggerated	<input type="radio"/>									
The earth is like a spaceship with very limited room and resources	<input type="radio"/>									
Humans were meant to rule over the rest of nature	<input type="radio"/>									
The balance of nature is very delicate and easily upset	<input type="radio"/>									
Humans will eventually learn enough about how nature works to be able to control it	<input type="radio"/>									
If things continue on their present course, we will soon experience a major ecological catastrophe	<input type="radio"/>									

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

For each of the statements below, please indicate whether or not the statement is characteristic of you. If the statement is extremely uncharacteristic of you (not at all like you) please fill-in a 1 on the answer sheet; if the statement is extremely characteristic of you (very much like you) please fill-in a 5 on the answer sheet. And, of course, use the numbers in the middle if you fall between the extremes.

- 1 = extremely uncharacteristic
- 2 = somewhat uncharacteristic
- 3 = uncertain
- 4 = somewhat characteristic
- 5 = extremely characteristic

	extremely uncharacteristic			extremely characteristic	
I consider how things might be in the future, and try to influence those things with my day to day behavior.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
Often I engage in a particular behavior in order to achieve outcomes that may not give results for many years.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I only act to satisfy immediate concerns, figuring the future will take care of itself.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
My behavior is only influenced by the immediate (i.e., a matter of days or weeks) outcomes of my actions.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
My convenience is a big factor in the decisions I make or the actions I take.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I am willing to sacrifice my immediate happiness or well-being in order to achieve future outcomes.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I think it is important to take warnings about negative outcomes seriously, even if the negative outcome will not occur for many years.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I think it is more important to exhibit a behavior which has important distant consequences than exhibit a behavior that has less-important immediate consequences.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5
Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	1	2	3	4	5

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

Thinking about the environment, how much do you agree with each of the following statements? Please use a scale from 1 to 5 in which 1 means you strongly disagree and 5 you strongly agree with that statement.

	Strongly Disagree					Strongly Agree				
We are approaching the limit of the number of people the Earth can support	<input type="radio"/>									
Humans have the right to modify the natural environment to suit their needs	<input type="radio"/>									
When humans interfere with nature it often produces disastrous consequences	<input type="radio"/>									
Human ingenuity will insure that we do NOT make the Earth unlivable	<input type="radio"/>									
Humans are severely abusing the environment	<input type="radio"/>									
The earth has plenty of natural resources if we just learn how to develop them	<input type="radio"/>									
Plants and animals have as much right as humans to exist	<input type="radio"/>									
The balance of nature is strong enough to cope with the impacts of modern industrial nations	<input type="radio"/>									
Despite our special abilities humans are still subject to the laws of nature	<input type="radio"/>									
The so-called "ecological crisis" facing humankind has been greatly exaggerated	<input type="radio"/>									
The earth is like a spaceship with very limited room and resources	<input type="radio"/>									
Humans were meant to rule over the rest of nature	<input type="radio"/>									
The balance of nature is very delicate and easily upset	<input type="radio"/>									
Humans will eventually learn enough about how nature works to be able to control it	<input type="radio"/>									
If things continue on their present course, we will soon experience a major ecological catastrophe	<input type="radio"/>									

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

The following questions concern Car Labels containing information on cars' fuel consumption, CO₂ emissions, and more broadly about the environmental impact of cars. According to a directive of the European Commission, car manufacturers should mandatorily show these labels next to all new cars offered for sale. Here's an example of such label:



How much do you agree with the following statements? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Strongly Disagree					Strongly Agree				
I am familiar with car labels	<input type="radio"/>									
Car labels are easily recognizable for me	<input type="radio"/>									
I am unfamiliar with car labels	<input type="radio"/>									
Car labels are symbols of a product reliability	<input type="radio"/>									
I believe that the information contained in car labels is truthful	<input type="radio"/>									
I believe that the information contained in car labels is sufficient	<input type="radio"/>									
I don't trust the information of car labels	<input type="radio"/>									

Now think about the environmental labels and other information on many energy-intensive products or products that generate pollution, such as labels on home appliances like washing machines or refrigerators. How much do you agree with the following statements regarding environmental labels? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Strongly Disagree					Strongly Agree				
When I buy a product for the first time, I read the information carefully	<input type="radio"/>									
I read the information only when I buy a product for the first time	<input type="radio"/>									
I never look at the information on the label	<input type="radio"/>									

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

People often claim they do not consider the information provided by the environmental label when buying a car. How much do you agree with each of the following reasons for not using the information from environmental labels? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Strongly Disagree					Strongly Agree				
Because all cars pollute more or less the same	<input type="radio"/>									
Because labels are not clear	<input type="radio"/>									
Because it is hard to understand what those labels mean in terms of environmental impact and savings on gas consumption	<input type="radio"/>									
Because people only care about the price of the car	<input type="radio"/>									
Because people choose according to other parameters	<input type="radio"/>									
Because, once people select a vehicle class, buying one model or another does not make a difference	<input type="radio"/>									

When you actually use the information of environmental labels, how much do you agree with the following statements? Please use a scale from 1 to 5 in which 1 means you completely disagree and 5 you completely agree with that statement.

	Strongly Disagree					Strongly Agree				
I check if what is claimed in advertising is actually true	<input type="radio"/>									
I select a brand	<input type="radio"/>									
I compare different classes of vehicles	<input type="radio"/>									
I get a general idea of the product	<input type="radio"/>									
I get an idea about consumption	<input type="radio"/>									
I get info on whether I can get a tax exemption or tax credit	<input type="radio"/>									

NEXT

PLEASE, ANSWER THE FOLLOWING QUESTIONS

Thinking of the last car you bought in your household, to which of the following vehicle classes does your current car belong?

- Micro-car (e.g. Smart Fortwo)
- Supermini (e.g. Ford Ka)
- Small family car (e.g. Renault Clio)
- Large family car (e.g. VW Passat)
- Executive car (e.g. Audi A6)
- Roadster/Sport cars (e.g. Mercedes Benz SLK)
- Economic Sport Utility Vehicles / Economic SUVs (e.g. Nissan Quashquai)
- Expensive Sport Utility Vehicles/Expensive SUVs (e.g. BMW X3 and X5)
- Small Multi Purpose Vehicle (MPV) (e.g. Opel Agila)
- Large Multi Purpose Vehicle (MPV) (e.g. Ford S-Max)

Thinking of the car/s you currently use in your household, which type of engine does your current car have?

[More than one answer only if you or your family own more than one car]

- Diesel
- Petrol
- Alternative fuel
- Hybrid
- Electric
- I don't know

Think about the car you would like to buy in the future. To which of the following vehicle class does it belong?

- Micro-car (e.g. Smart Fortwo)
- Supermini (e.g. Ford Ka)
- Small family car (e.g. Renault Clio)
- Large family car (e.g. VW Passat)
- Executive car (e.g. Audi A6)
- Roadster/Sport cars (e.g. Mercedes Benz SLK)
- Economic Sport Utility Vehicles / Economic SUVs (e.g. Nissan Quashquai)
- Expensive Sport Utility Vehicles/Expensive SUVs (e.g. BMW X3 and X5)
- Small Multi Purpose Vehicle (MPV) (e.g. Opel Agila)
- Large Multi Purpose Vehicle (MPV) (e.g. Ford S-Max)

Think about the car you would like to buy in the future. What is your planned budget?

NEXT

1.1 Experimental tasks

1.1.1 Conventional engine

Your task ...

Among the prices listed on the right , what is the maximum price you would pay for the car below?



Audi A6 berlina

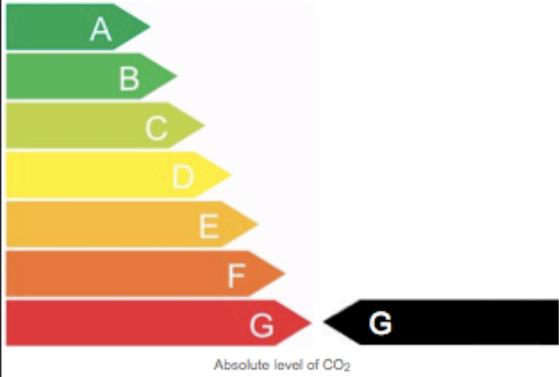
Fuel: Diesel
 NCAP: *****
 Engine Cubic Capacity: 3000 cc
 Acceleration: 3.2 0-100 miles/h (s)
 Maximum speed: 167 miles/h
 Seats: 5 seats
 Range: 727 miles
 Fuel economy: 10.3 l/100 miles
 Car weight: 1895 kg
 Trunk capacity: min 375 dm³ and max 995 dm³

Running costs

£/ 5 years **£7276**

Running costs in pounds over five years period

CO₂ efficiency Compared to all vehicles



Absolute level of CO₂

Price

- 66058
- 63267
- 60476
- 57684
- 54893
- 52102
- 49311
- 46520
- 43728
- 40937
- 38146
- 35355

NEXT

Please answer these questions as accurately as possible

	Much worst													Much better
How do you think is the car you selected scores in terms of fuel consumption with respect to other cars in the market?	<input type="radio"/>													
	1	2	3	4	5	6	7	8	9	10				
How do you think the car you selected scores in terms of running costs with respect to the other cars in the market?	<input type="radio"/>													
	1	2	3	4	5	6	7	8	9	10				
	Not at all													Very much
How fuel efficient do you think is this car with respect to other cars of the same class?	<input type="radio"/>													
	1	2	3	4	5	6	7	8	9	10				

NEXT

1.1.2 Electric Vehicles

Your task ...

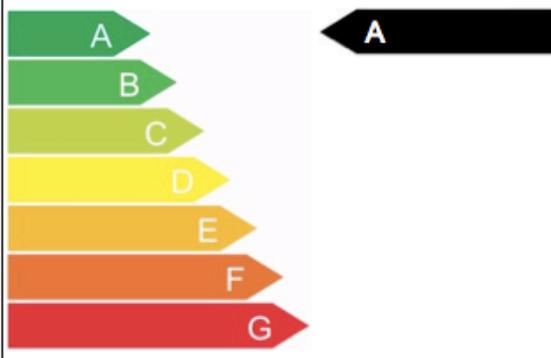
Among the prices listed on the right, what is the maximum price you would pay for the car below?



Mitsubishi i-MiEV

Fuel: Electric
 NCAP: ★★★★★
 Engine Cubic Capacity: na cc
 Acceleration: 9.9 0-100 miles/h (s)
 Maximum speed: 87 miles/h
 Seats: 4 seats
 Range: 93 miles
 Fuel economy: 22.5 kwh/100 miles
 Car weight: 1100 kg
 Trunk capacity: min 168 dm³ and max 168 dm³

CO₂ efficiency Compared to all vehicles



Absolute level of CO₂

Range full battery miles

93

Miles with fully charged battery

Price

- 26965
- 25826
- 24687
- 23547
- 22408
- 21268
- 20129
- 18990
- 17850
- 16711
- 15571
- 14432

NEXT

1.1.3 Hybrids

Your task ...

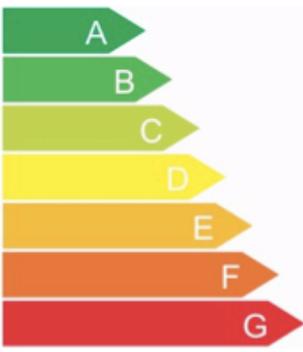
Among the prices listed on the right , what is the maximum price you would pay for the car below?

You lose
compared to the most efficient:

£/100 miles **+ £10.61**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class

CO₂ efficiency Compared to all vehicles



Absolute level of CO₂



Audi Q5

Fuel: Hybrid
 NCAP: *****
 Engine Cubic Capacity: 2000 cc
 Acceleration: 4.4 0-100 miles/h (s)
 Maximum speed: 150 miles/h
 Seats: 5 seats
 Range: 675 miles
 Fuel economy: 11.1 l/100 miles
 Car weight: 1910 kg
 Trunk capacity: min 460 dm³ and max 1560 dm³

Price

- 53960
- 51680
- 49400
- 47120
- 44840
- 42560
- 40280
- 38000
- 35720
- 33440
- 31160
- 28880

NEXT

Please answer these questions as accurately as possible

	Much worst									Much better
How do you think is the car you selected scores in terms of fuel consumption with respect to other cars in the market?	<input type="radio"/>									
	1	2	3	4	5	6	7	8	9	10
How do you think the car you selected scores in terms of running costs with respect to the other cars in the market?	<input type="radio"/>									
	1	2	3	4	5	6	7	8	9	10
	Not at all									Very much
How fuel efficient do you think is this car with respect to other cars of the same class?	<input type="radio"/>									
	1	2	3	4	5	6	7	8	9	10

NEXT

1.1.4 Ranking Task

Your task ...

Please rank the following three cars in terms of CO₂ emissions

Additional fuel costs
compared to the most efficient:

£/100 miles **+ £4.5**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class

Fuel economy

l/100 miles **8.4**

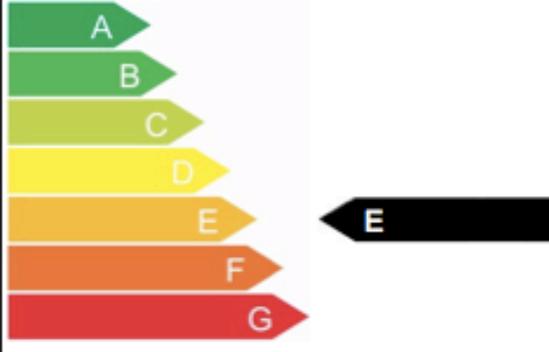
Fuel consumption

Running costs

£/ 5 years **£5912**

Running costs in pounds over five years period

CO₂ efficiency Compared to all vehicles



Absolute level of CO₂



Alfa Romeo 159

Fuel: Diesel
 NCAP: *****
 Engine Cubic Capacity: 2000 cc
 Acceleration: 6.3 0-100 miles/h (s)
 Maximum speed: 134 miles/h
 Seats: 5 seats
 Range: 835 miles
 Fuel economy: 8.4 l/100 miles
 Car weight: 1540 kg
 Trunk capacity: min 445 dm³ and max 1250 dm³

Rank this car

1 2 3

Rank this car

1 2 3

Additional fuel costs
compared to the most efficient:

£/100 miles **+ £12.33**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class

Fuel economy

l/100 miles **16.4**

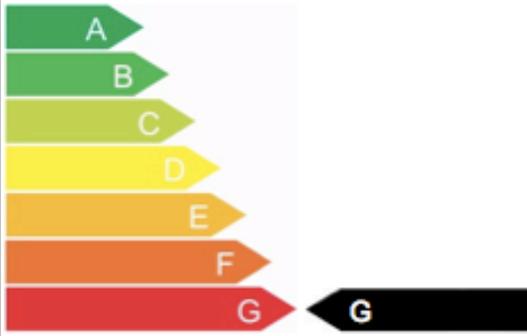
Fuel consumption

Running costs

£/ 5 years **£9941**

Running costs in pounds over five years period

CO₂ efficiency Compared to all vehicles



Absolute level of CO₂



Mazda CX-7

Fuel: Petrol
 NCAP: *****
 Engine Cubic Capacity: 2300 cc
 Acceleration: 5 0-100 miles/h (s)
 Maximum speed: 140 miles/h
 Seats: 5 seats
 Range: 420 miles
 Fuel economy: 16.4 l/100 miles
 Car weight: 1800 kg
 Trunk capacity: min 455 dm³ and max 1450 dm³

Rank this car

1 2 3

Additional fuel costs
compared to the most efficient:

£/100 miles **+ £8.24**

Lost saving in fuel spending in pounds per 100 miles, with respect to the best vehicle in class

Fuel economy

l/100 miles **11.6**

Fuel consumption

Running costs

£/ 5 years **£8186**

Running costs in pounds over five years period

CO₂ efficiency Compared to all vehicles

Absolute level of CO₂



Jaguar XJ

Fuel: Diesel
 NCAP: ****
 Engine Cubic Capacity: 3000 cc
 Acceleration: 4 0-100 miles/h (s)
 Maximum speed: 167 miles/h
 Seats: 5 seats
 Range: 707 miles
 Fuel economy: 11.6 l/100 miles
 Car weight: 1915 kg
 Trunk capacity: min 520 dm³ and max 520 dm³

NEXT

1.1.5 Conventional Engine with Mouse Tracking

EXPERIMENTAL TASK

In the next task, you will be presented with information about a car with blocks of the information hidden behind non-transparent covers. You will be able to see only one block of information at a time. To see information about a car, just point mouse cursor to the relevant information block.

You can practice now on the table below where you have to choose one of two flats: A or B. The values for the number of bedrooms and whether the flat is renovated are hidden behind non-transparent covers and invisible. By moving the cursor to a particular cell you will be able to see the value in the cell clearly. You can see the content of only one cell at a time.

At the bottom of the table there are two questions regarding the values in the table and one question about your preferences. Please answer them after exploring the table and then press "next".

	Flat A	Flat B
Number of bedrooms	1 room	2 rooms
Renovated?	renovated	not renovated



How many bedrooms does Flat B have? 1 Room 2 Rooms 3 Rooms 4 Rooms I don't know

Is Flat A renovated? Yes No I don't know

Which do you prefer, Flat A or B? My choice is Flat A Flat B

NEXT

Your task ...

Among the prices listed on the right, what is the maximum price you would pay for the car below?



Ferrari Quattroporte

Full Price
 CO₂ classes
 engine Cylinders Capacity: 4700 cc
 acceleration 0-100 (m/s²)
 maximum speed 187 m/s
 seats 3 seats
 range 1000 miles
 fuel economy: 25.3 l/100 miles
 dry weight 1900 kg
 tank capacity: min 400 dm³ and max 400 dm³



- Price
- 133906
 - 128248
 - 122590
 - 116932
 - 111274
 - 105616
 - 99958
 - 94300
 - 88642
 - 82984
 - 77326
 - 71668

NEXT

Please answer these questions as accurately as possible

Much worst Much better

How do you think is the car you selected scores in terms of fuel consumption with respect to other cars in the market? 1 2 3 4 5 6 7 8 9 10

How do you think the car you selected scores in terms of running costs with respect to the other cars in the market? 1 2 3 4 5 6 7 8 9 10

Not at all Very much

How fuel efficient do you think is this car with respect to other cars of the same class? 1 2 3 4 5 6 7 8 9 10

NEXT

1.1.6 Promotional Material

Among the prices listed on the right, what is the maximum price you would pay for the car below?



The advertisement features the Subaru logo and the slogan "We will brighten your day!". A white Subaru Forester SUV is shown from a front-three-quarter view. Below the car, it states "Running costs* are equal to £6821 (£/ 5 years)". To the right, it displays the "Vehicle CO₂emission class" as "F" in a blue arrow, with a note "Compared to all vehicles Absolute level of CO₂". A small note at the bottom reads "Note: Running costs in pounds over five years period".

The car is manufactured and sold by Subaru. Presented Subaru Forester model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Subaru Forester is Diesel model and has engine of 2000. Acceleration of 0-100 miles/h (s) is equal to 6.5. Maximum speed 124 miles/h. Number of seats: 5. Trunk capacity is min 450 dm³ and max. 1300 dm³. Fuel economy: 9.7 l/100 miles. Overall car weight is 1570 kg.

- Price
- 38084
 - 36475
 - 34866
 - 33256
 - 31647
 - 30038
 - 28429
 - 26820
 - 25210
 - 23601
 - 21992
 - 20383

NEXT

1.1.7 Promotional Material (Self Selected format)

Your task ...

Please tell us which of the below formats for the information note you would prefer for pricing the car?



Dacia Logan

We will brighten your day!



Running costs* are equal to £7115 (£/ 5 years)

To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Vehicle CO₂emission class



Compared to all vehicles
Absolute level of CO₂

Note: Running costs in pounds over five years period

Chose this format

The car is manufactured and sold by Dacia. Presented Dacia Logan model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Dacia Logan is Petrol model and has engine of 1800. Acceleration of 0-100 miles/h (s) is equal to 8.9. Maximum speed 109 miles/h. Number of seats: 5. Trunk capacity is min 198 dm³ and max. 2350 dm³. Fuel economy: 11.8 l/100 miles. Overall car weight is 1235 kg.



We will brighten your day!



To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Dacia Logan

Vehicle CO₂emission
class



Compared to all vehicles
Absolute level of CO₂

The car is manufactured and sold by Dacia. Presented Dacia Logan model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Dacia Logan is Petrol model and has engine of 1600. Acceleration of 0-100 miles/h (s) is equal to 8.9. Maximum speed 109 miles/h. Number of seats: 5. Trunk capacity is min 198 dm³ and max. 2350 dm³. Fuel economy: 11.8 l/100 miles. Overall car weight is 1235 kg.

Chose this format





We will brighten your day!



Dacia Logan

Running costs*

£7115

£/ 5 years

Vehicle CO₂emission
class



Compared to all vehicles
Absolute level of CO₂

To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Vehicle CO₂emission class G (272 g/miles)
Fuel economy 11.8l/100 miles

Note: Running costs in pounds over five years period

The car is manufactured and sold by Dacia. Presented Dacia Logan model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Dacia Logan is Petrol model and has engine of 1800. Acceleration of 0-100 miles/h (s) is equal to 8.9. Maximum speed 109 miles/h. Number of seats: 5. Trunk capacity is min 198 dm³ and max. 2350 dm³. Fuel economy: 11.8 l/100 miles. Overall car weight is 1235 kg.

Chose this format



We will brighten your day!



Dacia Logan

Running costs*
£7115
£/ 5 years

Vehicle CO₂emission
class

G

Compared to all vehicles
Absolute level of CO₂

To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Note: Running costs in pounds over five years period

The car is manufactured and sold by Dacia. Presented Dacia Logan model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Dacia Logan is Petrol model and has engine of 1600. Acceleration of 0-100 miles/h (s) is equal to 8.9. Maximum speed 109 miles/h. Number of seats: 5. Trunk capacity is min 198 dm³ and max. 2950 dm³. Fuel economy: 11.8 l/100 miles. Overall car weight is 1235 kg.

Chose this format

NEXT



We will brighten your day!



To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Kia Picanto

Running costs*

£4093

£/ 5 years

Vehicle CO₂emission
class



Compared to all vehicles
Absolute level of CO₂

Note: Running costs in pounds over five years period

The car is manufactured and sold by Kia. Presented Kia Picanto model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Kia Picanto is Petrol model and has engine of 1000. Acceleration of 0-100 miles/h (s) is equal to 8.9. Maximum speed 102 miles/h. Number of seats: 5. Trunk capacity is min 200 dm³ and max. 870 dm³. Fuel economy: 6.8 l/100 miles. Overall car weight is 955 kg.

Price

- 11920
- 11417
- 10913
- 10409
- 9906
- 9402
- 8898
- 8395
- 7891
- 7387
- 6883
- 6380

NEXT

1.1.8 Promotional Material (Self Selected) with Process Tracing

EXPERIMENTAL TASK

In the next task, you will be presented with information about a car with blocks of the information hidden behind non-transparent covers. You will be able to see only one block of information at a time. To see information about a car, just point mouse cursor to the relevant information block.

You can practice now on the table below where you have to choose one of two flats: A or B. The values for the number of bedrooms and whether the flat is renovated are hidden behind non-transparent covers and invisible. By moving the cursor to a particular cell you will be able to see the value in the cell clearly. You can see the content of only one cell at a time.

At the bottom of the table there are two questions regarding the values in the table and one question about your preferences. Please answer them after exploring the table and then press "next".

	Flat A	Flat B
Number of bedrooms	1 room	2 rooms
Renovated?	renovated	not renovated



How many bedrooms does Flat B have? 1 Room 2 Rooms 3 Rooms 4 Rooms I don't know

Is Flat A renovated? Yes No I don't know

Which do you prefer, Flat A or B? My choice is Flat A Flat B

NEXT

Your task ...

Please tell us which of the below formats for the information note you would prefer for pricing the car?



We will brighten your day!



To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Vehicle CO₂emission class C (183 g/miles)
Fuel economy 6.9l/100 miles

Note: Running costs in pounds over five years period

Volvo S60

Running costs*
£4889
£/ 5 years

Vehicle CO₂emission class



Compared to all vehicles
Absolute level of CO₂

Chose this format

The car is manufactured and sold by Volvo. Presented Volvo S60 model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Volvo S60 is Diesel model and has engine of 1600. Acceleration of 0-100 miles/h (s) is equal to 6.3. Maximum speed 127 miles/h. Number of seats: 5. Trunk capacity is min 380 dm³ and max. 380 dm³. Fuel economy: 6.9 l/100 miles. Overall car weight is 1636 kg.



Volvo S60

We will brighten your day!



To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Vehicle CO₂emission class



Compared to all vehicles
Absolute level of CO₂

The car is manufactured and sold by Volvo. Presented Volvo S60 model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Volvo S60 is Diesel model and has engine of 1600. Acceleration of 0-100 miles/h (s) is equal to 6.3. Maximum speed 127 miles/h. Number of seats: 5. Trunk capacity is min 380 dm³ and max. 380 dm³. Fuel economy: 6.9 l/100 miles. Overall car weight is 1636 kg.

Chose this format



Volvo S60

We will brighten your day!



Running costs* are equal to £4889 (£/ 5 years)

To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Vehicle CO₂emission class



Compared to all vehicles
Absolute level of CO₂

Note: Running costs in pounds over five years period

The car is manufactured and sold by Volvo. Presented Volvo S60 model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Volvo S60 is Diesel model and has engine of 1600. Acceleration of 0-100 miles/h (s) is equal to 6.3. Maximum speed 127 miles/h. Number of seats: 5. Trunk capacity is min 380 dm³ and max. 380 dm³. Fuel economy: 6.9 l/100 miles. Overall car weight is 1636 kg.

Chose this format



We will brighten your day!



Volvo S60

Running costs*

£4889

£/ 5 years

Vehicle CO₂emission
class



Compared to all vehicles
Absolute level of CO₂

To obtain full environmental information about the vehicle, please, click the link: [Click Here](#)

Note: Running costs in pounds over five years period

The car is manufactured and sold by Volvo. Presented Volvo S60 model is just a graphical depiction of the actual car. Actual interior and exterior color, décor and materials may vary depending on exact specifications chosen. Presented Volvo S60 is Diesel model and has engine of 1600. Acceleration of 0-100 miles/h (s) is equal to 6.3. Maximum speed 127 miles/h. Number of seats: 5. Trunk capacity is min 380 dm³ and max. 380 dm³. Fuel economy: 6.9 l/100 miles. Overall car weight is 1636 kg.

Chose this format

NEXT

Your task ...

Among the prices listed on the right , what is the maximum price you would pay for the car below?



- Price
- 13042
 - 12491
 - 11940
 - 11389
 - 10838
 - 10287
 - 9736
 - 9185
 - 8633
 - 8082
 - 7531
 - 6980

Please answer these questions as accurately as possible

How do you think the car you selected scores in terms of running costs with respect to the other cars in the market?

Much worst Much better

1 2 3 4 5 6 7 8 9 10

How fuel efficient do you think is this car?

Not at all Very much

1 2 3 4 5 6 7 8 9 10

How environmental friendly is the car you have just seen?

1 2 3 4 5 6 7 8 9 10

NEXT

1.2 Post Experimental questions

PLEASE, ANSWER THE FOLLOWING QUESTIONS

People may have different reasons to look at environmental label when they buy a car. Please state how much you agree with each of the statements presented below regarding why other people look at environmental variables using a scale 1 to 7

	Completely Agree				Completely Disagree		
1. To check if what said in advertisement is actually true	<input type="radio"/>						
	1	2	3	4	5	6	7
2. To check the features of a brand	<input type="radio"/>						
	1	2	3	4	5	6	7
3. To compare different classes of vehicles	<input type="radio"/>						
	1	2	3	4	5	6	7
4. To get a general idea of the product	<input type="radio"/>						
	1	2	3	4	5	6	7
5. To have an idea about consumption	<input type="radio"/>						
	1	2	3	4	5	6	7
6. To see if I can get a tax exemption or tax credit	<input type="radio"/>						
	1	2	3	4	5	6	7

Some people state that they do not use the information provided by the environmental label when buying a car. Please state how much do you agree to each of the reasons presented below for not using the information from environmental label, using a scale 1 to 7

	Completely Agree				Completely Disagree		
1. Because all cars pollute more and less the same	<input type="radio"/>						
	1	2	3	4	5	6	7
2. Because they are not clear	<input type="radio"/>						
	1	2	3	4	5	6	7
3. Because it is hard to understand what they mean in terms of environmental impact and savings on gas consumption	<input type="radio"/>						
	1	2	3	4	5	6	7
4. Because they only care about the price of the car	<input type="radio"/>						
	1	2	3	4	5	6	7
5. Because they choose according to other parameters	<input type="radio"/>						
	1	2	3	4	5	6	7
6. Because, once they have selected a class of car, then buying one model or another does not make a difference	<input type="radio"/>						
	1	2	3	4	5	6	7

Please think about when you use the information on an environmental label. Please state how much you agree with each of the statements presented below using a scale 1 to 7

	Completely Agree				Completely Disagree		
1. I check if what said in advertisement is actually true	<input type="radio"/>						
	1	2	3	4	5	6	7
2. I select a brand	<input type="radio"/>						
	1	2	3	4	5	6	7
3. I compare different classes of vehicles	<input type="radio"/>						
	1	2	3	4	5	6	7
4. I get a general idea of the product	<input type="radio"/>						
	1	2	3	4	5	6	7
5. I get an idea about consumption	<input type="radio"/>						
	1	2	3	4	5	6	7
6. I get info on whether I can get a tax exemption or tax credit	<input type="radio"/>						
	1	2	3	4	5	6	7

[NEXT](#)