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<tr>
<th>Principal Investigator</th>
<th>Co-Investigator</th>
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<tr>
<td><strong>University Relationship:</strong> (Professor, Associate Professor, Assistant Professor, Instructor, Other (please specify))</td>
<td><strong>University Relationship:</strong> (Faculty, Staff, Graduate Student, Undergraduate Student, Other (please specify))</td>
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<tr>
<td>Professor</td>
<td>Undergraduate Student</td>
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<tr>
<td>Maurice J. Levesque</td>
<td>Brendan James Igoe</td>
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<td>Department: Psychology</td>
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<td>Signature: Maurice J. Levesque</td>
<td>Signature: Brendan J Igoe</td>
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<tr>
<td>CB 2112/ (336) 278-6455</td>
<td>CB 7766/ (847)651-7874</td>
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<td><a href="mailto:levesque@elon.edu">levesque@elon.edu</a></td>
<td><a href="mailto:bigoe@elon.edu">bigoe@elon.edu</a></td>
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INTRODUCTION TO THE PROPOSED RESEARCH

1. Provide the date when you propose to begin research and the date when you anticipate that research will be completed.

   Proposed start date: November 10, 2009  Anticipated completion date: May 15, 2010

2. Indicate any source(s) of funding for the proposed research i.e., department funds or grants.

DESCRIPTION OF THE PROPOSED RESEARCH

3. Provide a brief (1 page or less) description of the purpose of your research.

   Social life requires that individuals attend to and decipher (decode) nonverbal behavior. Individuals use nonverbal behavior to judge emotions, understand what other people think, and the nature of relationships among others (Phillips et al., 2007). Given the importance of decoding nonverbal behavior, the question of individuals’ ability to be accurate likely has important implications for the success of most relationships. Some have argued that decoding nonverbal behavior, like other social inferences, is often highly interpretive, thus the accuracy of such judgment is likely susceptible to a number of situational forces, dispositional characteristics (e.g., personality) and internal states (e.g., mood) (Ambady & Gray, 2002). There has been some debate as to whether nonverbal behavior decoding is also dependent on cognitive resources such as attention and working memory or whether particular aspects of social cue decoding are automatic processes which are not dependent on attentional and working memory resources (Ambady & Rosenthal, 1999). The results of empirical studies have yielded conflicting results in regards to the role of working memory and careful cognition-based deliberation with respect to the accuracy of nonverbal behavior decoding (Phillips et al., 2007). Similarly, research has focused on the effects of mood induction on the ability to accurately decode nonverbal behavior. Mood can play an informational role, biasing the informational base on which social perceivers rely when forming judgments of others. It can also produce processing effects altering the information-processing strategies adopted by social decision makers (Ambady & Gray, 2002). For example, some have suggested that happiness may inform people of a favorable situation and may thus trigger a loose, more heuristic, top-down processing style. By contrast, sadness may trigger more systematic processing of stimulus information because it signals some type of social failure or danger that requires greater attentiveness (Forgas, 1992; Forgas & Bower, 1987; Schwarz, 1990). However, research on the effects of mood has not explicitly considered potential interactions with cognitive resources with respect to the effects on nonverbal behavior decoding.

   The proposed study seeks to integrate research on mood induction and cognitive resources (in particular, working memory) to determine their independent and combined influence on a person’s ability to decode nonverbal social cues. For example, if accuracy is enhanced by automated processing and if being sad triggers systematic processing of information, the effect of a cognitive load (a method of reducing the available working memory for a given task) in addition to sadness may lead enhance performance. By contrast, if accuracy requires working memory, sadness by itself may enhance
accuracy whereas the addition of cognitive load (thereby reducing working memory capacity) may worsen performance. The proposed research is intended to explore the various combined and independent effects of cognitive load and mood on the accuracy of decoding nonverbal behavior.

4. Indicate the **setting or location(s)** where research will be conducted. Attach letters of support or agreement, as necessary, showing that you have permission to conduct research at that location. If you are interacting with human subjects outside of the United States, describe what procedures are required to adhere to the human subjects mandates for the country where data collection will take place.

This research will take place in a classroom or laboratory setting in Long building on the campus of Elon University.

5. Does the proposed research require that you **deceive** participants in any way?

   ___x__ Yes  ____No

6. If your response is “yes,” describe the type of **deception** you will use, indicate why it is necessary for this study, and provide a copy of the debriefing script.

   Minimal deception. Participants are not fully informed as to the nature of the study with respect to what the survey instruments measure or the full purpose of the study. Participants randomly assigned to the “sad” condition will be given an informed consent form describing the possibility that the procedure may cause emotional distress. Participants in the “happy” condition will be informed regarding mild sexual humor. The basic informed consent, without information about emotional distress or sexual humor, will be used for the “control” condition.

7. Describe **in detail** what will happen to or be required of subjects in your investigation. (Include a description of any instruments used, sample of questionnaires, focus group questions, etc.)

   **Procedure**

   Participants will take part during individual sessions in which they will be greeted by a researcher, taken to a private room, and randomly assigned to one of six conditions created by the experimenter: (a) Sad, (b) Control, (c) Happy, (d) Sad + Cognitive Load, (e) Control + Cognitive Load, or (f) Happy + Cognitive Load.

   **Mood Induction.** Participants in the sad condition and sad + cognitive load condition will be instructed to view a 3-minute segment from the movie *The Champ*. This movie was selected due to its emotional intensity and reliability in eliciting sadness (Gross & Levenson, 1995). Participants in the happy condition and happy + cognitive load condition will be instructed to view 2.5-minute segment of the film *When Harry Met Sally*, due to the high mean rating for the target emotion of happiness (Gross & Levenson, 1995).
Participants in the control condition or control + cognitive load condition will be greeted by a researcher and will be led to a small room where they will be instructed to view a 3-minute segment from a nature documentary.

Following the mood induction, participants will be asked to complete the PANAS, (Positive and Negative Affect Schedule). The PANAS (Watson et al., 1988b) consists of two 10-item mood scales and was developed to provide a brief measure of Positive and Negative affect. Respondents are asked to rate the extent to which they are experiencing each particular emotion at the present moment (Crawford & Henry, 2004). The appendix contains a copy of PANAS.

Cognitive Load. Participants in the Sad + cognitive load, Control + cognitive load, and Happy + cognitive load conditions will receive a cognitive load manipulation task to do while they complete the nonverbal accuracy task. The cognitive load manipulation is based on the n-back paradigm (Braver et al, 1997), specifically, a 2-back task will be used in which two sets of four letters are presented through speakers at a rate of 3 seconds between letters. Target stimuli are those in which the letter was identical to that heard two letters previously. Participants will respond to non-target letters by repeating the letter and responding to target letters by saying “snap”. The 2-back task demands constant updating of working memory for accurate performance.

Interpersonal Perception Task. All participants will be asked to complete the Interpersonal Perception Task, or IPT (Archer & Costanzo, 1988; Costanzo and Archer, 1989). The IPT measures participants’ sensitivity to verbal and nonverbal cues relevant to interpersonal relations and lie detection. For this study, the 15 scene version without sound will be used. Each of the 15 scenes relates to one of five categories: intimacy (e.g., how long have the individuals known each other), lie detection (e.g., which statement is a lie), kinship (e.g., which person is a child’s real parent), status (e.g., which person is the boss), and competition (e.g., which person won the tennis match). After completing the IPT, participants will be asked to rate their overall confidence with respect to their judgments on a scale from 1 (not at all confident) to 7 (very confident). Finally, participants will complete the PANAS to reassess their mood.

RISKS AND BENEFITS

8. Describe any potential physical or psychological risks or problems that a research participant may encounter by participating in this investigation. Also describe how you plan to minimize these risks. Examples of risks and problems include but are not limited to physical injury, painful simulation, deception, coercion, embarrassment, lack of confidentiality, lack of full disclosure, and lack of feedback for subjects. If appropriate, include a description of any special qualification or training by investigators that will be used to minimize risk for the subject (e.g. CPR certification).

Minor risks apply to participants who at the time of participating are susceptible to emotional distress or are offended by minor sexual references. Participants in the “sad” conditions will be
viewing a film intended to elicit sadness which could be discomforting or upsetting to someone easy susceptible to distress. Participants in the “happy” condition will be viewing a film intended to elicit happiness through comedy and laughter, but will be warned that the film contains mild sexual references. Information will be provided on the informed consent and will explicitly warn individuals initially assigned to either condition regarding the mood induction. Any participant indicating discomfort will be reassigned to another condition.

9. Describe the potential benefits of conducting this research. List the benefits to the participants themselves, contributions to the field of knowledge, and benefits to society as a whole. If the research participants will not receive any direct benefits from participating in this study, indicate this in your response.

Students will have an opportunity to examine their own ways of reading nonverbal cues. The measurements being used will require them to think about these efforts more explicitly. This could provide some benefit to future interactions with others. The field of interpersonal accuracy research could benefit from this study because it could add to the number of traits that have been shown to increase accuracy in judging others.

PARTICIPANTS

10. Indicate the total number of participants you require, and your sampling procedure.

Approximately 60-80 volunteers. A convenience sample will be used and participants will either sign up on sheets provided in the psychology department or in response to class recruitment by the undergraduate research experimenter.

11. Do you plan to use vulnerable subjects in your investigation? ___Yes ___X_No

12. Describe the type and source of subjects required (i.e., single parents at Elon, psychology classes, patients at Alamance Regional Medical Center, sixth graders at Turrentine Middle School, etc.).

Participants will be Elon University students. The only criteria for participant selection is that participants must be 18 years of age or older.

13. Provide an estimate of the amount of time that will be requested from each person who participates in this research study (number of sessions, amount of time per session, and duration of period of time over which the research will take place).

The participants will be asked to spend approximately 45 – 60 minutes in one session.

INFORMED CONSENT PROCEDURES

14. Describe what you have done to make sure your subjects are fully informed about their role in the research, that their confidentiality will be maintained, and that their participation is voluntary, and that they can withdraw at any time without penalty. Include a description of how and by whom consent will be sought from subjects.
Before beginning any of the assessments, participants will be provided an informed consent form (see attached) which must be signed before participating. Additionally, the experimenter will verbally inquire about the potential emotional distress issue for those assigned to the sadness condition.

15. Describe any incentives, inducements, or reimbursements (e.g. extra credit, research credit, cash payment, raffle, gift) that will be offered to the participants. Indicate whether participants will receive the incentives if they withdraw before the study has been completed.

Participants will be entered in a raffle for the chance to win one of four $50 gift cards. Additionally, some participants may receive partial course credit for participation.

CONFIDENTIALITY OF THE DATA

16. Indicate the intended use of your data. Check all that apply.

_____ Thesis
_____ Capstone
_____ Undergraduate honors project
_____ Conferences/presentations
_____ Other. Describe below.

_____ Public/journal article
_____ Results released to participants/parents
_____ Results released to employer or school
_____ Results released to agency or organization

17. Describe the steps you will take to insure the confidentiality of the data. Indicate how you will safeguard data that includes identifying or potentially identifying information (e.g. coding). Indicate when identifiers will be separated or removed from the data.

The participants’ responses will be anonymous because no names will be used on the assessment responses or survey. The data will be kept confidential in a locked laboratory in Long.

18. Indicate where and how you will store the data and how long you plan to retain it. (Research proposals that involve any type of use of human subjects must be retained for 3 years.) Describe how you will dispose of it (e.g. erasure of tapes, shredding of data).

Records will be kept locked in a laboratory in Long until five years after publication of results. After the five years, the records will be shredded.

19. Will results of this research be made available to the subjects involved?

_____ X Yes

20. If so, how and when?

Participants will be given the contact information of the investigators and instructed to contact them if they want a copy of the results.
References


CONTROL CONDITION
Elon University
Consent to Participate in a Research Study

You are being asked to take part in a research study. The investigators listed above are in charge of the study; other professional persons may help them or act for them. Details about this particular study are discussed below. It is important that you understand this information so that you can decide in a free and informed manner whether you want to participate. You will be given a copy of this consent form, and another copy will be kept on file. You are urged to ask the investigators named above, or staff members assisting them, any questions at any time.

You must be at least eighteen years old and enrolled at Elon University to participate in this study.

What is the purpose of this study?
The purpose of this study is to gain a greater understanding of interpersonal perception. Because our everyday life depends a great deal on social interactions, it is important to understand individuals’ ability to accurately read other people’s nonverbal behaviors and emotions.

How long will your participation last?
Your participation in this study will last approximately 50 minutes.

What will happen if you take part in the study?
You will first be asked to take a short survey about your personal feelings and emotional state. Next, you will be asked to view short a short film clip. After this clip you will be shown a number of video clips and asked to answer a question about each of them. Lastly, you will be given a few questionnaires concerning your personal feelings and opinions. It is important that you answer each one of these carefully and truthfully. Finally, you will have a chance to ask the researchers any questions you may have.

What are the possible risks or discomforts?
There are no major risks or possible discomforts that you will encounter during this study.

What are the possible benefits?
After participation in this study, you may gain a better understanding of how you perceive others’ verbal and nonverbal behavior.

How will your privacy be protected?
Your identity will not be linked to any of the surveys that you complete during participation. The signed consent forms will be separated from other forms and questionnaires. Please do not write your name on any surveys. All completed information from your participation will be kept in a locked lab in Long for five years after the publication of results.

**Will you be paid for participating?**

If you complete the study, you will be entered into a raffle to win a $50 Target gift card. Four gift cards will be awarded.

**What if you want to stop before your part in the study is complete?**

You may decide at any time during your participation to discontinue your participation. You are only required to turn in any materials pertaining to the research, but your data will not be included in the results. If you feel uncomfortable and do choose to stop, please write a short note informing researchers on your reasons for leaving the study to help with future research.

**What if you have questions about this study?**

You may ask any questions that you have about this research, and the researchers will answer them. If you have further questions you should contact Brendan Igoe at 847-651-7874 or e-mail bigoe@elon.edu. You also may contact Dr. Maurice Levesque, the faculty co-investigator, through e-mail (levesque@elon.edu) or by office phone (336-278-6455).

**What if you have questions about your rights as a participant?**

This research has been reviewed and approved by the IRB at Elon University, North Carolina. If you have any questions or concerns regarding your rights as a research participant, you may contact the Chairman of the IRB (Dr. Stephen Bailey) at 336-278-6346 or baileys@elon.edu.

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**Subject's Agreement:**

I have read the information provided above. I voluntarily agree to participate in this study.

_________________________________________  __________________
Signature of Research Subject  Date

_________________________________________
Printed Name of Research Subject

_________________________________________  __________________
Signature of Person Obtaining Consent  Date

_________________________________________
Printed Name of Person Obtaining Consent
SAD CONDITON
Elon University
Consent to Participate in a Research Study

Title of Study: **Nonverbal Sensitivity**

Principal Investigator: **Brendan Igoe**

Elon University Department: **Psychology**

Phone number: **(847)651-7874**

Co-Investigator: **Dr. Maurice Levesque**

You are being asked to take part in a research study. The investigators listed above are in charge of the study; other professional persons may help them or act for them. Details about this particular study are discussed below. It is important that you understand this information so that you can decide in a free and informed manner whether you want to participate. You will be given a copy of this consent form, and another copy will be kept on file. You are urged to ask the investigators named above, or staff members assisting them, any questions at any time.

You must be at least eighteen years old and enrolled at Elon University to participate in this study.

**What is the purpose of this study?**

The purpose of this study is to gain a greater understanding of interpersonal perception. Because our everyday life depends a great deal on social interactions, it is important to understand individuals’ ability to accurately read other people’s nonverbal behaviors and emotions.

**How long will your participation last?**

Your participation in this study will last approximately 50 minutes.

**What will happen if you take part in the study?**

You will first be asked to take a short survey about your personal feelings and emotional state. Next, you will be asked to view short a short film clip. After this clip you will be shown a number of video clips and asked to answer a question about each of them. Lastly, you will be given a few questionnaires concerning your personal feelings and opinions. It is important that you answer each one of these carefully and truthfully. Finally, you will have a chance to ask the researchers any questions you may have.

**What are the possible risks or discomforts?**

As a participant you will be exposed to a film clip of a scene involving the death of a parent that is emotionally distressing. If you believe this will cause you greater than normal distress because of your personal history, please inform the researcher. The researcher can change the procedure to accommodate your concerns.

**What are the possible benefits?**

After participation in this study, you may gain a better understanding of how you perceive others’ verbal and
nonverbal behavior.

**How will your privacy be protected?**

Your identity will not be linked to any of the surveys that you complete during participation. The signed consent forms will be separated from other forms and questionnaires. Please do not write your name on any surveys. All completed information from your participation will be kept in a locked lab in Long for five years after the publication of results.

**Will you be paid for participating?**

If you complete the study, you will be entered into a raffle to win a $50 Target gift card. Four gift cards will be awarded.

**What if you want to stop before your part in the study is complete?**

You may decide at any time during your participation to dismiss yourself from this study. You are only required to turn in any materials pertaining to the research, but your data will not be included in the results. If you feel uncomfortable and do choose to stop, please write a short note informing researchers on your reasons for leaving the study to help with future research.

**What if you have questions about this study?**

You may ask any questions that you have about this research, and the researchers will answer them. If you have further questions you should call Brendan Igoe at 847-651-7874 or e-mail bigoe@elon.edu. You also may contact Dr. Maurice Levesque, the faculty co-investigator, through e-mail (levesque@elon.edu) or by office phone (336-278-6455).

**What if you have questions about your rights as a participant?**

This research has been reviewed and approved by the IRB at Elon University, North Carolina. If you have any questions or concerns regarding your rights as a research participant, you may contact the Chairman of the IRB (Dr. Stephen Bailey) at 336-278-6346 or baileys@elon.edu.

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**Subject's Agreement:**

I have read the information provided above. I voluntarily agree to participate in this study.

_________________________________________  __________________
Signature of Research Subject  Date

_________________________________________
Printed Name of Research Subject

_________________________________________  __________________
Signature of Person Obtaining Consent  Date

_________________________________________
Printed Name of Person Obtaining Consent
Elon University
Consent to Participate in a Research Study

IRB Study # _____________________
Consent Form Version Date: ____
Title of Study: __Nonverbal Sensitivity____

Principal Investigator: __Brendan Igoe____

Elon University Department: ___Psychology___
Phone number: ___(847)651-7874___
Co-Investigator: ___Dr. Maurice Levesque____

You are being asked to take part in a research study. The investigators listed above are in charge of the study; other professional persons may help them or act for them. Details about this particular study are discussed below. It is important that you understand this information so that you can decide in a free and informed manner whether you want to participate. You will be given a copy of this consent form, and another copy will be kept on file. You are urged to ask the investigators named above, or staff members assisting them, any questions at any time.

You must be at least eighteen years old and enrolled at Elon University to participate in this study.

What is the purpose of this study?

The purpose of this study is to gain a greater understanding of interpersonal perception. Because our everyday life depends a great deal on social interactions, it is important to understand individuals’ ability to accurately read other people’s nonverbal behaviors and emotions.

How long will your participation last?

Your participation in this study will last approximately 50 minutes.

What will happen if you take part in the study?

You will first be asked to take a short survey about your personal feelings and emotional state. Next, you will be asked to view short a short film clip. After this clip you will be shown a number of video clips and asked to answer a question about each of them. Lastly, you will be given a few questionnaires concerning your personal feelings and opinions. It is important that you answer each one of these carefully and truthfully. Finally, you will have a chance to ask the researchers any questions you may have.

What are the possible risks or discomforts?

As a participant in this study you will be exposed to a film clip of a scene involving mild sexual references and humor. If you are especially opposed to sexual humor please inform the researcher. The researcher can change the procedure to accommodate your concerns.

What are the possible benefits?

After participation in this study, you may gain a better understanding of how you perceive others’ verbal and nonverbal behavior.
How will your privacy be protected?

Your identity will not be linked to any of the surveys that you complete during participation. The signed consent forms will be separated from other forms and questionnaires. Please do not write your name on any surveys. All completed information from your participation will be kept in a locked lab in Long for five years after the publication of results.

Will you be paid for participating?

If you complete the study, you will be entered into a raffle to win a $50 Target gift card. Four gift cards will be awarded.

What if you want to stop before your part in the study is complete?

You may decide at any time during your participation to discontinue your participation. You are only required to turn in any materials pertaining to the research, but your data will not be included in the results. If you feel uncomfortable and do choose to stop, please write a short note informing researchers on your reasons for leaving the study to help with future research.

What if you have questions about this study?

You may ask any questions that you have about this research, and the researchers will answer them. If you have further questions you should contact Brendan Igoe at 847-651-7874 or e-mail bigoe@elon.edu. You also may contact Dr. Maurice Levesque, the faculty co-investigator, through e-mail (levesque@elon.edu) or by office phone (336-278-6455).

What if you have questions about your rights as a participant?

This research has been reviewed and approved by the IRB at Elon University, North Carolina. If you have any questions or concerns regarding your rights as a research participant, you may contact the Chairman of the IRB (Dr. Stephen Bailey) at 336-278-6346 or baileys@elon.edu.

Subject's Agreement:
I have read the information provided above. I voluntarily agree to participate in this study.

_________________________________________  ____________________________
Signature of Research Subject                      Date

_________________________________________
Printed Name of Research Subject

_________________________________________  ____________________________
Signature of Person Obtaining Consent                      Date

_________________________________________
Printed Name of Person Obtaining Consent
Debriefing

Thank you for your participation! The video you watched and responded to measures how accurate individuals are at understanding different kinds of nonverbal behaviors. This is a standard measurement of what is often referred to as nonverbal sensitivity. The survey included measures examining the intensity of emotion you were feeling due to the short film clip you viewed before being tested. You viewed either a clip intended to induce sadness, happiness, or neutral mood. We are particularly interested in emotion can affect the accuracy of detecting and decoding nonverbal cues. We anticipate that happy participants may have an advantage (be more accurate) because they are less likely to us effortful processing, which has been shown to decrease accuracy. As a result, happy people may have had more opportunity to learn how to read and decipher other’s nonverbal behaviors. Additionally, half of the participants in the study engaged in a cognitive load task intended to occupy your working memory. This task, completed while attempting to decode the nonverbal behavior, allows us to evaluate whether nonverbal sensitivity relies on the ability to consciously think about nonverbal behavior or whether such judgments are largely automated and occur without much thought.

Thank you again for participating! If you want a description of the results, which we anticipate will be available in May, please email the experimenter at the address provided on your copy of the informed consent form.

Finally, if you are one of the individuals chosen at random to receive a gift card, we will contact you via the information you provided on the lottery entry form.
Description of the Study to be Posted for Recruiting Volunteers

Nonverbal Sensitivity

This study will require participants to view short video clips and make judgments about the characters in the videos simply based on their nonverbal behavior. The study will take no longer than 45 minutes.

Participants in the study will automatically be entered in a raffle for one of four $50 gift cards to Target.
The PANAS

This scale consists of a number of words that describe different feelings and emotions. Read each item and then mark the appropriate answer in the space next to that word. Indicate to what extent you feel right now, that is, at the present moment. Use the following scale to record your answers.

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<td></td>
<td>very slightly</td>
<td>a little</td>
<td>moderately</td>
<td>quite a bit</td>
<td>extremely</td>
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<tr>
<td>or not at all</td>
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</table>

_______ interested  _______ irritable
_______ distressed  _______ alert
_______ excited  _______ ashamed
_______ upset  _______ inspired
_______ strong  _______ nervous
_______ guilty  _______ determined
_______ scared  _______ attentive
_______ hostile  _______ jittery
_______ enthusiastic  _______ active
_______ proud  _______ afraid