

STANDARD PROTOCOL - LYING VARIATION

Description for Youth Confederates

This is a study of the things that can affect whether or not a person in a store will sell tobacco to children. This study looks at whether or not having youth lie about their age causes people in stores to sell more cigarettes to them.

In this study, I will visit a number of different stores and try to buy a pack of cigarettes. The stores have been picked at random to represent different locations. I will be accompanied by an adult who will tell me what to try to buy and whether or not I should be honest about my age. I will never do anything related to this study without an adult from the project being present.

While making the purchase, I will keep track of the following things:

- Price paid for the tobacco
- Sex of the salesperson
- Ethnicity of the salesperson
- If there were other people around when I asked for the tobacco
- Anything the salesperson or the other customers might say

Immediately after trying to buy the tobacco, I will come back to the adult, who will record the information on specially prepared forms. Any tobacco bought will be given to the adult, who will turn them over to the researchers for disposal. These visits should take about 2–3 hours a day for as many days as I would like to participate until we have visited all the stores we need to.

Before going out to buy the tobacco, I will go to a training session. This time will be spent talking about why children should not start using tobacco and about the laws on selling tobacco to children. The reason for the study will be discussed. I will learn that my purpose in this study is to try to stop stores from selling cigarettes to children because cigarettes are bad for children. In addition, I will learn how to ask for tobacco and what to say when the salesperson says something to me, particularly when I am being asked to lie about my age. I will learn how to figure out the sex and ethnicity of the salesperson. During this session, I will role-play buying tobacco products while remembering all of these things.

I will be paid \$3–\$5 for each store that I visit (\$3 for each purchase attempt) for participating. I can work as little or as much as I like until the project is over, but I will be paid \$3–\$5 each time I try to buy cigarettes, regardless of whether I am successful or not.

I will be asked to lie about my age in this study. That is, if a salesperson asks “How old are you?” I understand that I should answer, “Old enough.” If a salesperson asks something like, “Are you 18?” I understand that I will be asked to say “Yes,” even though I am not 18. The reason I am being asked to lie is because some salespeople are trying to get around the law by saying they asked youth how old they were. I understand that

the point of doing this is to see if, when young people lie about their age, they are more likely to be sold cigarettes. I also understand that I should never lie about my age first. In other words, I will wait for the salesperson to say I am 18 in some way before I will lie about my age. If the salesperson doesn't ask, I am not to tell my age, even if it means I will not be sold cigarettes. I understand that lying in this study is for research purposes only, and that lying about my age at any other time is not acceptable behavior on my part. I understand that this research is special, and agree to lie about my age while being part of it, but not at other times.

Selling tobacco products to children is illegal in California. We have special permission to do this project so that we can stop stores from selling tobacco to children. If I participate in this study, I will not try to buy tobacco at any time other than when I am gathering data.

I have read the above and agree to participate. I understand that I will:

- Go into stores and try to buy tobacco products
 - Be involved in a training session before this
 - Be paid \$3–\$5 per store visited/purchase attempt
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- I understand that buying tobacco is illegal, but that there is special permission to do so for this study.
 - I agree to not buy any tobacco product at any other time.
 - I agree to give all tobacco I buy to the adult who goes with me during the study.
 - I understand that I can drop out of the study at any time.
 - I understand that the information about if a store sells or does not sell is confidential and that I cannot tell anyone about it.

If I have any questions or problems, I will first discuss these with my parent and with the adult who accompanies me while I try to buy cigarettes. If I still have questions, I understand that I can call or meet with *[name and phone number]* and she/he will discuss them with me.

I have been given a copy of this form for me to keep.

Signature of Youth Participant

Date