Start-up Effects in Policy-Capturing: Stabilizing Regression Coefficients After Warm-up

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Abstract

Policy-capturing is a technique for understanding what information people use to make decisions. People are asked to read a series of vignettes, wherein cues thought to influence decision choices are systematically varied. Based on responses, researchers identify which cues are most influential in decision-making. A potential drawback is that participants may need practice to become familiar with reading the vignettes. Not everyone accommodates such practice, rendering study results somewhat inaccurate. Those who do, have no guidelines for how many vignettes to provide for warm-up. We examined the need for practice and identified the minimum number of necessary vignettes.

Keyword: Policy Capturing, Decision Making, Rating Consistency, Rater Reliability