

## ReadMe File for WREM Study 2 Data.csv

This data was used to support analysis of Study 2 for the War Room Effects Model (WREM Study 2) as derived from the results of the Survey entitled "Personality and Situational Effects in Decision Making". This is not the raw data from the survey.

Between 3 and 13 repeated measures were administered to each subject. The table is organized to report the data specific to one experimental run on each row. The scenario number (SCENARIO) and the response variable specific to each treatment combination (DxEffect) is specific to each row and experimental run. The three control policy assessments (ProcCntrl, EnvCtrl and GrpCntrl) are also specific to each experimental run and row in this table. No other factors should be analyzed as repeated measures as they were determined once for each Subject run.

Predictor variables from Study 2 are not included in this data set. These must be generated in R by the procedures established in the associated document entitled "Study 2 Analysis R Code (Final)".

The following describes the included data:

Data Name: SUBJECT

Description: 22 numbered subjects

Variable Type: Categorical (22 categories)

Data Name: AGE

Description: Indicates Subject age category

Variable Type: Categorical

- 1 – Under 25 yrs
- 2 – 25 to 29 yrs
- 3 – 30 to 39 yrs
- 4 – 40 to 49 yrs
- 5 – 50 to 59 yrs
- 6 – 60 yrs or older

Data Name: GENDER

Description: Indicates Subject gender

Variable Type: Categorical

- 1 – Female
- 2 – Male

Data Name: GENDERNOREPORT

Description: Indicates Subject preference not to report binary gender

Variable Type: Categorical

- 0 – Binary Gender Reported
- 1 – Prefer not to report gender

Data Name: MILVOC

Description: Indicates Subject active duty military vocation

Variable Type: Categorical

- 0 – No

1 – Yes – Subject is on active military duty

Data Name: NSVOC

Description: Indicates Subject national security vocation

Variable Type: Categorical

0 – No

2 – Yes – Subject is employed in national security position

Data Name: GOVVOG

Variable Type: Categorical

Description: Indicates Subject government vocation

0 – No

3 – Yes – Subject is employed in government position

Name: BUSVOC

Variable Type: Categorical

Description: Indicates Subject vocation in private business

0 – No

4 – Yes – Subject is employed in business position

Data Name: FINVOC

Variable Type: Categorical

Description: Indicates Subject vocation in finance industry

0 – No

5 – Yes – Subject is employed in finance position

Data Name: MEDVOC

Variable Type: Categorical

Description: Indicates Subject vocation in medical industry

0 – No

6 – Yes – Subject is employed in medical position

Data Name: PSYCHVOC

Variable Type: Categorical

Description: Indicates Subject vocation in field of psychology

0 – No

7 – Yes – Subject is employed in psychology position

Data Name: ACVOC

Variable Type: Categorical

Description: Indicates Subject vocation in academia

0 – No

8 – Yes – Subject is employed in academia

Data Name: OTHERVOC

Variable Type: Categorical

Description: Indicates Subject vocation as “other”

0 – No

9 – Yes – Subject vocation is employed as ‘other’

Data Name: EXPYRS

Description: Describes Subject years of experience with support to organizational decision making

Variable Type: Categorical

- 1 - Less than 1 year
- 2 - 1 to 5 years
- 3 - 6 to 10 years
- 4 - 11 to 20 years
- 5 - More than 21 years

Data Name: EDPRGM1

Description: Indicates that Subject is/is not currently enrolled in a graduate or professional education program

Variable Type: Categorical:

- 1 – Yes
- 2 – No

Data Name: EDPRGMNAME

Description: Indicates education program for enrolled Subjects

Variable Type: Categorical (6 general text categories)

Data Name: SCENARIO

Description: Indicates that the survey scenario for the experimental run was prepared using ‘more likable’ personality descriptors

Variable Type: Categorical (2 categories)

Data Name: DxEffect

Description: Subject experimental response data for experimental run indicated by “SCENARIO”

Variable Type: Numeric (on interval (1,5). Collected on 5-point Likert scale:

- 1 - Very Poor Decision
- 2 - Poor Decision
- 3 - Average Decision
- 4 - Good Decision
- 5 - Very Good Decision

Data Name: ProcCntrl

Description: Subject control policy response assessment data for control of the decision-making process conditions

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Decrease decision making process constraints, structure and clarity
- 2 - No adjustments required
- 3 - Increase decision making process constraints, structure and clarity

Data Name: EnvCtrl

Description: Subject control policy response assessment data for control of the physical setting

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Increase noise, light and other physical stimulation
- 2 - No adjustments required
- 3 - Decrease noise, light and other physical stimulation

Data Name: GrpCtrl

Description: Subject control policy response assessment data for control of decision support group conditions

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Increase size and diversity of the decision support group
- 2 - No adjustments required
- 3 - Decrease size and diversity of the decision support group

Data Name: DXEXPLVL

Description: Subject self-assessed level of experience as decision maker in organizational decision making

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Very Limited / No Experience
- 2 - Some Experience
- 3 - Extensive Experience

Data Name: SPTEXPLVL

Description: Subject self-assessed level of experience as a participant in organizational decision making

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Very Limited / No Experience
- 2 - Some Experience
- 3 - Extensive Experience

Data Name: PROCKNOWLVL

Description: Subject self-assessed level of knowledge of organizational decision making processes

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Limited / No Knowledge
- 2 - Working Knowledge
- 3 - Expert Knowledge

Data Name: DXSCIKNOWLVL

Description: Subject self-assessed level of knowledge of psychology, sociology, leadership or management concepts related to judgment and decision making

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Limited / No Knowledge
- 2 - Working Knowledge
- 3 - Expert Knowledge

Data Name: PERSKNOWLVL

Description: Subject self-assessed level of knowledge of personality concepts

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Limited / No Knowledge

- 2 - Working Knowledge
- 3 - Expert Knowledge

Data Name: DXEXPLOITKNOWLVL

Description: Subject self-assessed level of knowledge of methods or techniques that compensate for and/or exploit key aspects of personality, leadership or management styles at work

Variable Type: Numeric (on interval (1,3). Collected on 3-point Likert scale:

- 1 - Limited / No Knowledge
- 2 - Working Knowledge
- 3 - Expert Knowledge

Data Name: SubjExtravFix

Description: Measured level of Subject 'extraversion' as derived from raw data (not included) experimental response data for experimental run indicated by "Item Num"

Variable Type: Numeric (on interval -4 (extremely low) to 4 (extremely high))

Data Name: SubjNeuroFix

Description: Measured level of Subject 'neuroticism' as derived from raw data (not included)

Variable Type: Numeric (on interval -4 (extremely low) to 4 (extremely high))

Data Name: SubjPsychFix

Description: Measured level of Subject 'psychoticism' as derived from raw data (not included)

Variable Type: Numeric((on interval -4 (extremely low) to 4 (extremely high))