

# An Empirical Test of Alternative Theories of Survey Response Behaviour

Patrick Poon, Gerald Albaum and Felicitas Evangelista Source:  
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This study examines the extent to which the theories of exchange, cognitive dissonance, self-perception and commitment/involvement, when used to design surveys, can influence potential respondents to participate in a survey. The results from an experiment involving a total of 403 subjects in Hong Kong and Australia expands what is known about the role played by theory by examining consumer responses to participation requests made on the basis of each theoretical framework. Specific results support the relatively high positive impact of two of the frameworks that has been reported in a study of research practitioners.

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## INTRODUCTION

There is very little known about the reasons why some people participate as respondents in a survey while others do not, and among respondents why the quality of data varies. A great number of empirical studies have been conducted on response inducement techniques and other methodological artifacts that affect response to surveys, particularly mail surveys. Of concern in these studies have been the effects of such devices as preliminary notification, foot-in-the-door technique, follow-ups, questionnaire format and length, survey source or sponsorship, nature of return envelopes, type of postage, personalisation, cover letters, anonymity, deadline date, and premiums and rewards. Quantitative (i.e., meta-analysis) and qualitative reviews of a large number of studies relating to mail surveys have been written by Scott (1961), Blumberg, Fuller & Hare (1974), Kanuk & Berenson (1975), Linsky (1975), Houston & Ford (1976), Heberlein & Baumgartner (1978), Duncan (1979), Fox, Crask & Kim (1988), Yammarino, Skinner & Childers (1991) and Church (1993). Reviews by Peterson & Kerin (1981) and by Yu & Cooper (1983) included all major methods of survey data collection, as did the quantitative review of response effects to interviews by Sudman & Bradburn (1974). The consensus of all this research is that there is no strong empirical evidence that any technique or aspect of a technique is always best at inducing response, except, perhaps for pre-notification, follow-ups and the use of a monetary incentive, particularly one that is sent with the request for participation. Typically a study has used one or more of the following as a dependent variable or measure of effect: response rate, item omissions, response speed, cost and in a much more limited

# Response Behaviour In The Survey Interview

**James Holstein, Jaber F. Gubrium**



## **Response Behaviour In The Survey Interview:**

Response Behaviour in the Survey-interview Wil Dijkstra, J. van der Zouwen, 1982 Essays on response behaviour in survey interviews discusses possibilities and limitations of data collecting by interview research method impact of sequence and content of questions open and closed questions questionnaire wording interviewer expectations respondent and interviewer characteristics incl Race sex age social status and educational level etc and attempts to construct a model of the interview process Illustrations and references **The SAGE Handbook of Interview Research** Jaber F. Gubrium, James A.

Holstein, Amir B. Marvasti, Karyn D. McKinney, 2012-02-14 The new edition of this landmark volume emphasizes the dynamic interactional and reflexive dimensions of the research interview Contributors highlight the myriad dimensions of complexity that are emerging as researchers increasingly frame the interview as a communicative opportunity as much as a data gathering format The book begins with the history and conceptual transformations of the interview which is followed by chapters that discuss the main components of interview practice Taken together the contributions to The SAGE Handbook of Interview Research The Complexity of the Craft encourage readers simultaneously to learn the frameworks and technologies of interviewing and to reflect on the epistemological foundations of the interview craft **Interaction and the**

**Standardized Survey Interview** Hanneke Houtkoop-Steenstra, 2000-08-03 This book uses conversation analysis to study the interaction between interviewers and respondents in standardised survey interviews **Interviewer Effects from a Total**

**Survey Error Perspective** Kristen Olson, Jolene D. Smyth, Jennifer Dykema, Allyson L. Holbrook, Frauke Kreuter, Brady T. West, 2020-05-10 Interviewer Effects from a Total Survey Error Perspective presents a comprehensive collection of state of the art research on interviewer administered survey data collection Interviewers play an essential role in the collection of the high quality survey data used to learn about our society and improve the human condition Although many surveys are conducted using self administered modes interviewer administered modes continue to be optimal for surveys that require high levels of participation include difficult to survey populations and collect biophysical data Survey interviewing is complex multifaceted and challenging Interviewers are responsible for locating sampled units contacting sampled individuals and convincing them to cooperate asking questions on a variety of topics collecting other kinds of data and providing data about respondents and the interview environment Careful attention to the methodology that underlies survey interviewing is essential for interviewer administered data collections to succeed In 2019 survey methodologists survey practitioners and survey operations specialists participated in an international workshop at the University of Nebraska Lincoln to identify best practices for surveys employing interviewers and outline an agenda for future methodological research This book features 23 chapters on survey interviewing by these worldwide leaders in the theory and practice of survey interviewing Chapters include The legacy of Dr Charles F Cannell's groundbreaking research on training survey interviewers and the theory of survey interviewing Best practices for training survey interviewers Interviewer management and monitoring during data

collection The complex effects of interviewers on survey nonresponse Collecting survey measures and survey paradata in different modes Designing studies to estimate and evaluate interviewer effects Best practices for analyzing interviewer effects Key gaps in the research literature including an agenda for future methodological research Written for managers of survey interviewers survey methodologists and students interested in the survey data collection process this unique reference uses the Total Survey Error framework to examine optimal approaches to survey interviewing presenting state of the art methodological research on all stages of the survey process involving interviewers Acknowledging the important history of survey interviewing while looking to the future this one of a kind reference provides researchers and practitioners with a roadmap for maximizing data quality in interviewer administered surveys

**Handbook of Interview Research** Jaber F. Gubrium, James A. Holstein, 2002 The Handbook of Interview Research is the most ambitious attempt yet at examining the place of the interview in contemporary society Interviewing is the predominant mode of research in the social sciences It is also the stock in trade of information seekers in organizations and institutions of all kinds as well as in the mass media Across the board interviews provide today's leading window on the world of experience The Handbook offers a comprehensive examination of the interview at the cutting edge of information technology Drawing upon leading experts from a wide range of professional disciplines this book addresses conceptual and technical challenges that confront both academic researchers and interviewers with more applied goals From interview theory to the nuts and bolts of the interview process the coverage is impressively broad and authoritative The Handbook of Interview Research is both encyclopedic and thematic As an encyclopedia it provides extensive discussions of the methodological issues now surrounding interview practice offering a multi faceted assessment of what has become the method of choice for obtaining personal information in today's society But the Handbook also is a story which spins a particular tale of interviewing one that moves from the commonly recognized individual interview to what is called the interview society The gist of the presentation is that we can no longer regard the interview as simply an instrument for gathering data but must now also view it an integral part of society

**Methods for Testing and Evaluating Survey Questionnaires** Stanley Presser, Jennifer M. Rothgeb, Mick P. Couper, Judith T. Lessler, Elizabeth Martin, Jean Martin, Eleanor Singer, 2004-08-02 The definitive resource for survey questionnaire testing and evaluation Over the past two decades methods for the development evaluation and testing of survey questionnaires have undergone radical change Research has now begun to identify the strengths and weaknesses of various testing and evaluation methods as well as to estimate the methods reliability and validity Expanding and adding to the research presented at the International Conference on Questionnaire Development Evaluation and Testing Methods this title presents the most up to date knowledge in this burgeoning field The only book dedicated to the evaluation and testing of survey questionnaires this practical reference work brings together the expertise of over fifty leading international researchers from a broad range of fields The volume is divided into seven sections Cognitive interviews Mode of

administration Supplements to conventional pretests Special populations Experiments Multi method applications Statistical modeling Comprehensive and carefully edited this groundbreaking text offers researchers a solid foundation in the latest developments in testing and evaluating survey questionnaires as well as a thorough introduction to emerging techniques and technologies

**Design, Evaluation, and Analysis of Questionnaires for Survey Research** Willem E. Saris, Irmtraud N. Gallhofer, 2014-04-14 Praise for the First Edition this book is quite inspiring giving many practical ideas for survey research especially for designing better questionnaires International Statistical Review Reflecting modern developments in the field of survey research the Second Edition of Design Evaluation and Analysis of Questionnaires for Survey Research continues to provide cutting edge analysis of the important decisions researchers make throughout the survey design process The new edition covers the essential methodologies and statistical tools utilized to create reliable and accurate survey questionnaires which unveils the relationship between individual question characteristics and overall question quality Since the First Edition the computer program Survey Quality Prediction SQP has been updated to include new predictions of the quality of survey questions on the basis of analyses of Multi Trait Multi Method experiments The improved program contains over 60 000 questions with translations in most European languages Featuring an expanded explanation of the usage and limitations of SQP 2.0 the Second Edition also includes New practice problems to provide readers with real world experience in survey research and questionnaire design A comprehensive outline of the steps for creating and testing survey questionnaires Contemporary examples that demonstrate the many pitfalls of questionnaire design and ways to avoid similar decisions Design Evaluation and Analysis of Questionnaires for Survey Research Second Edition is an excellent textbook for upper undergraduate and graduate level courses in methodology and research questionnaire planning as well as an ideal resource for social scientists or survey researchers needing to design evaluate and analyze questionnaires

**Effects of Procedural Differences Between 1977 and 1987 in the Nationwide Food Consumption Survey on Estimates of Food and Nutrient Intakes** Patricia Maxine Guenther, 1990 The 1988 Bridging Study was conducted to facilitate the comparison of the results from the USDA's 1987-88 Nationwide Food Consumption Survey NFCS with results from the 1977-78 NFCS

**Sociometric Research: Vol.1: Data Collection And Scaling** Willem E Saris, Irmtraud N Gallhofer, 1988-02-09

*Directory of European political scientists* European Consortium for Political Research, University of Essex. Compiled and ed. by the Central Services of the ECPR, 2016-11-07 No detailed description available for Directory of European political scientists

**Approaches to Research in Child and Youth Care** Priscilla Bengo, 2024-07-12 Approaches to Research in Child and Youth Care in Canada is a fundamental text for child and youth care programs with the aim of making research methods more approachable to students Priscilla Bengo breaks down foundational research methods in an accessible way and explores the roles of objectivity and logic in sound decision making in child and youth care practices Opening with the core functions of scientific inquiry in the field Bengo introduces students to the ethical political and cultural contexts of child

and youth care research and provides the tools to become a culturally competent researcher Students will gain a thorough understanding of problem formulation measurement and data collection methods for large data sources and how to work with both qualitative and quantitative data Grounded with practical examples and exercises throughout Approaches to Research in Child and Youth Care in Canada is a must read for research methods courses in child and youth care programs that will build integral research skills for students in child and youth care social work and the programs focused on the helping professions

**The forbid/allow asymmetry** Bregje Holleman, 2021-09-13 Questionnaires are widely used in the social sciences and very often survey data form the basis for governmental and commercial planning or evaluation Yet the quality of survey data is not attested to since a large variety of factors in the language use situation prove to influence the answers unintentionally The forbid allow asymmetry is a well known example of this when respondents are asked whether something should be forbidden about 50% may answer yes forbid whereas an equivalent question phrased with the verb to allow could well cause up to 75% of the respondents to answer no it should not be allowed Which question wording is preferable to measure respondents true attitudes Only when we know why the answers differ can we decide on that This book is the first to apply a systematic cognitive approach to describe the causes of the forbid allow asymmetry The question answering process is unravelled by a variety of experiments and meta analytic techniques Analyses reveal that the difference in question wording does not prompt respondents to retrieve different attitudes Instead the asymmetry reflects that the question wording causes the response options to be used differently Because of the qualifying dimensions in the question text the meanings of yes and no change as well as the cognitive distance between them This study sheds a different light on processes of question answering and text interpretation Furthermore practical advice on questionnaire design and on the interpretation of survey data is given on the basis of these new insights

*Postmodern Interviewing* Jaber F. Gubrium, 2003-03-21 Interview roles are less clear than they once were and in some cases the roles are even exchanged to promote new opportunities for understanding the shape and evolution of selves and experience Postmodern Interviewing offers readers an exploration of the postmodern interview a conversation with diverse purposes in which the communicative format is constructed as much within the interview conversation as it stems from predesignated research interests It provides cutting edge discussions of emerging horizons featuring reflexivity poetics and power along with discussions of new ways of gathering experiential knowledge Employing concepts from anthropology family studies history and sociology the contributors present the ambitious new directions in which the interview has gone such as How the interview process is refracted through the lens of language knowledge culture and difference How the dividing line between fact and fiction is blurred to promote richer understanding How standardized representation has given way to representational invention By exploring these exciting developments readers will be exposed to the engaging opportunities for understanding the shape and evolution of selves and social worlds that are made possible through changes in the interview process This volume is

comprised of chapters from the Handbook of Interview Research Gubrium and Holstein SAGE 2001 The companion volume Inside Interviewing SAGE 2003 is also comprised of chapters from the Handbook *Social Research Methods* H. Russell Bernard, 2013 Bernard does an excellent job of not only showing how to practice research but also provides a detailed discussion of broader historical and philosophical contexts that are important for understanding research Inside Interviewing James Holstein, Jaber F. Gubrium, 2003-03-21 Inside Interviewing highlights the fluctuating and diverse moral worlds put into place during interview research when gender race culture and other subject positions are brought narratively to the foreground It explores the facts thoughts feelings and perspectives of respondents and how this impacts on the research process Experimental Methods in Survey Research Paul J. Lavrakas, Michael W. Traugott, Courtney Kennedy, Allyson L. Holbrook, Edith D. de Leeuw, Brady T. West, 2019-10-08 A thorough and comprehensive guide to the theoretical practical and methodological approaches used in survey experiments across disciplines such as political science health sciences sociology economics psychology and marketing This book explores and explains the broad range of experimental designs embedded in surveys that use both probability and non probability samples It approaches the usage of survey based experiments with a Total Survey Error TSE perspective which provides insight on the strengths and weaknesses of the techniques used Experimental Methods in Survey Research Techniques that Combine Random Sampling with Random Assignment addresses experiments on within unit coverage reducing nonresponse question and questionnaire design minimizing interview measurement bias using adaptive design trend data vignettes the analysis of data from survey experiments and other topics across social behavioral and marketing science domains Each chapter begins with a description of the experimental method or application and its importance followed by reference to relevant literature At least one detailed original experimental case study then follows to illustrate the experimental method s deployment implementation and analysis from a TSE perspective The chapters conclude with theoretical and practical implications on the usage of the experimental method addressed In summary this book Fills a gap in the current literature by successfully combining the subjects of survey methodology and experimental methodology in an effort to maximize both internal validity and external validity Offers a wide range of types of experimentation in survey research with in depth attention to their various methodologies and applications Is edited by internationally recognized experts in the field of survey research methodology and in the usage of survey based experimentation featuring contributions from across a variety of disciplines in the social and behavioral sciences Presents advances in the field of survey experiments as well as relevant references in each chapter for further study Includes more than 20 types of original experiments carried out within probability sample surveys Addresses myriad practical and operational aspects for designing implementing and analyzing survey based experiments by using a Total Survey Error perspective to address the strengths and weaknesses of each experimental technique and method Experimental Methods in Survey Research Techniques that Combine Random Sampling with Random Assignment is an ideal

reference for survey researchers and practitioners in areas such political science health sciences sociology economics psychology public policy data collection data science and marketing It is also a very useful textbook for graduate level courses on survey experiments and survey methodology Studies in Public Opinion Willem E. Saris,Paul M. Sniderman,2018-06-05 In democratic societies opinion polls play a vital role But it has been demonstrated that many people do not have an opinion about major issues the nonattitudes problem Also the framing of questions in different ways can generate very different estimates of public opinion the framing effect Both dilemmas raise questions about the competence of ordinary citizens to play the role a democratic society ostensibly expects of them Although the impact of some factors is well established particularly political information and sophistication much is yet to be understood Building on and reaching beyond themes in the work of Philip Converse one of the pioneers in the study of public opinion Studies in Public Opinion brings together a group of leading American and European social scientists to explore a number of new factors with a particular emphasis on the structure of political choices In twelve chapters that reflect different perspectives on how people form political opinions and how these opinions are manipulated this book offers an unparalleled view of the state of the art research on these important questions as it has developed on two continents The contributors include Matthew K Berent Jaak Billiet George Y Bizer Paul R Brewer John Bullock Danielle B tschi Michael Guge Hanspeter Kriesi Jon A Krosnick Milton Lodge Michael F Meffert Peter Neijens Willem E Saris Paul M Sniderman Marco R Steenbergen Marc Swyngedouw Sean M Theriault William van der Veld Penny S Visser Hans Waeye and John Zaller Nonresponse in Household Interview Surveys Robert M. Groves,Mick P. Couper,2012-08-29 A comprehensive framework for both reduction of nonresponse and postsurvey adjustment for nonresponse This book provides guidance and support for survey statisticians who need to develop models for postsurvey adjustment for nonresponse and for survey designers and practitioners attempting to reduce unit nonresponse in household interview surveys It presents the results of an eight year research program that has assembled an unprecedented data set on respondents and nonrespondents from several major household surveys in the United States Within a comprehensive conceptual framework of influences on nonresponse the authors investigate every aspect of survey cooperation from the influences of household characteristics and social and environmental factors to the interaction between interviewers and householders and the design of the survey itself Nonresponse in Household Interview Surveys Provides a theoretical framework for understanding and studying household survey nonresponse Empirically explores the individual and combined influences of several factors on nonresponse Presents chapter introductions summaries and discussions on practical implications to clarify concepts and theories Supplies extensive references for further study and inquiry Nonresponse in Household Interview Surveys is an important resource for professionals and students in survey methodology research methods as well as those who use survey methods or data in business government and academia It addresses issues critical to dealing with nonresponse in surveys reducing nonresponse during survey data collection and constructing statistical



compensations for the effects of nonresponse on key survey estimates      *Laboratory Psychology* Julia Nunn, 2018-10-24  
 Experimental design is important enough to merit a book on its own without statistics that instead links methodology to a discussion of how psychologists can advance and reject theories about human behaviour. The objective of this book is to fulfil this role. The first four chapters lay the foundations of design in experimental psychology. The first chapter justifies the prominent role given to methodology within the discipline whilst chapters two and three describe between subject and within subject designs. Chapter four compares and contrasts the traditional experimental approach with that of the quasi experimental or correlational approach concluding that the consequences of not recognizing the value of the latter approach can be far reaching. The following three chapters discuss practical issues involved in running experiments. The first of these offers a comprehensive guide to the student researcher who wants to construct a good questionnaire including a discussion of reliability and validity issues. The next chapter considers the basic tools of psychological research whilst both discussing the theoretical problem of how a sample from a population is chosen and offering useful hints on the practical issue of finding adequate populations from which to select participants. The next chapter considers ethical practice within psychological research written in large part so that psychology students will be better able to anticipate ethical problems in their studies before they occur. The final two chapters consider reporting and reading psychological papers. Chapter eight details what should and should not be included in a laboratory report. The contributors use their collective experience of marking numerous lab reports to highlight common errors and provide solutions. Finally chapter nine describes the various elements of a journal article including tips on how to get the best out of your journal reading      *Communicating Certainty and Uncertainty in Medical, Supportive and Scientific Contexts* Andrzej Zuczkowski, Ramona Bongelli, Ilaria Riccioni, Carla Canestrari, 2014-11-15  
 This volume is a collection of 18 papers on the communication of certainty and uncertainty. The first part introduces recent theoretical developments and general models on the topic and its relations with modality, subjectivity, inter subjectivity, epistemicity, evidentiality, hedging, mitigation and speech acts. In the second part results from empirical studies in medical and supportive contexts are presented, all of which are based on a conversational analysis approach. These papers report on professional dialogues including advice giving in gynecological consultations, breaking diagnostic bad news to patients, emergency calls, addiction therapeutic community meetings and bureaucratic institutional interactions. The final part concerns the qualitative and quantitative analysis of corpora addressing scientific writing, both research and popular articles and academic communication in English, German, Spanish and Romanian. The collection is addressed to scholars concerned with the topical issues from a theoretical and analytical perspective and to health professionals interested in the practical implications of communicating certainty or uncertainty.

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