# Perceptual latent variables and indicators

A Likert-type scale (1 = “Very strongly disagree” to 7 = “Very strongly agree”) was used for each of the latent variable measurement indicators listed below. The question-statements that refer to each latent variable were designed to “reflect” each variable. The questionnaire that contained the question-statements below also contained demographics questions (e.g., age, gender etc.).

## Fear / Surprise

Fear1: I was scared by the stimuli (error message).

Fear2: The error message that appeared on the screen made me scared.

Fear3: The stimuli (error message) made me scared.

Fear4: I felt fear when I saw the error message on the screen.

## Distraction

Distr1: I was distracted by the stimuli.

Distr2: I lost concentration because of the stimuli.

Distr3: The error message made me lose focus.

Distr4: It was difficult to focus after the error message on the screen.

Questionnaire

Age:

Gender: F M

Scholastic Status: Freshmen Sophomore Junior Senior Graduate

GPA:

Have you heard of the present experiment before? Yes No

Have you participated in an experiment similar to this before? Yes No

On-line test covering the exposed content (answers marked in magenta are the correct answers)

Learning Module 1

1. The Incoterms are
   1. Worldwide types of contracts of sale
   2. Contractual standards
   3. Official rules for interpretation of terms of trade
   4. International commerce terms
2. What does ICC stand for?
   1. International Commission of Contracts
   2. International Chamber of Commerce
   3. Intra-national Contractual Committee
   4. International Commerce Commission
3. When was the third amendment of the Incoterms
   1. 2000
   2. 1953
   3. 1936
   4. 1976

## Learning Module 2

1. Incoterms relate to
   1. The contract of carriage
   2. The contract of insurance
   3. The contract of sale
   4. All of the above
2. What is true about the Incoterms
   1. Incoterms provide all the duties that the parties may wish to include in a contract of carriage
   2. Incoterms relate to the rights and obligations of the parties to the contract of carriage, insurance, and sale
   3. Incoterms provide all the duties that the parties may wish to include in a contract of sale
   4. Incoterms provide a set of international rules for the interpretation of the most commonly used trade terms in foreign trade
3. Incoterms is limited to matters relating to the rights and obligations of the parties to the contract of
   1. Carriage with respect to the delivery of tangible goods sold
   2. Sale with respect to the delivery of tangible goods sold
   3. Carriage with respect to the delivery of intangible goods sold
   4. Sale with respect to the delivery of intangible goods sold

**Learning Module 3**

# Which is the only group that cannot be used for Maritime and inland waterway transportation

# Group C

# Group D

# Group E

# Group F

# According to the structure of the Incoterms, the Group D is based on

# Arrival

# Departure

# Main carriage paid

# Main carriage unpaid

# According to the structure of the Incoterms, the Group C is based on

# Arrival

# Departure

# Main carriage paid

# Main carriage unpaid

## Learning Module 4

1. When do the risks of loss of or damage to the goods, as well as the obligation to bear the costs relating to the goods, passes from the seller to the buyer?
   1. When the seller has fulfilled his obligation to deliver the goods
   2. When the buyer has fulfilled his obligation to pay the goods
   3. When the seller has fulfilled his obligation to ship the goods
   4. When the buyer has fulfilled his obligation to pick up the goods
2. The "E"-terms requires the seller
   1. To deliver the goods for carriage as instructed by the buyer
   2. To do no more than place the goods at the disposal of the buyer at the agreed place
   3. To be responsible for the arrival of the goods at the agreed place or point of destination at the border or within the country of import
   4. To contract for carriage on usual terms at his own expense
3. The "F"-terms requires the seller
   1. To deliver the goods for carriage as instructed by the buyer
   2. To do no more than place the goods at the disposal of the buyer at the agreed place
   3. To be responsible for the arrival of the goods at the agreed place or point of destination at the border or within the country of import
   4. To contract for carriage on usual terms at his own expense

## Learning Module 5

1. What does EXW stand for?
   1. Exported to Wharf
   2. Extra Work
   3. External Way
   4. Ex Works
2. EXW means that
   1. The seller delivers when he places the goods at the disposal of the buyer at the seller's premises or another named place (i.e. works, factory, warehouse, etc.) cleared for export and loaded on any collecting vehicle
   2. The seller delivers when he places the goods at the disposal of the buyer at the seller's premises or another named place (i.e. works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle
   3. The seller delivers when he places the goods at the buyer's premises or another named place (i.e. works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle
   4. The seller delivers when he places the goods at the buyer's premises or another named place (i.e. works, factory, warehouse, etc.) cleared for export and loaded on any collecting vehicle
3. EXW is all of the below, except:
   1. This term represents the minimum obligation for the seller
   2. This term represents the minimum obligation for the buyer
   3. The buyer must pay the price as provided in the contract of sale
   4. The seller must provide the goods and the commercial invoice, or its equivalent

## Learning Module 6

1. “Free Carrier” means that
   1. The transportation is free of charge
   2. The transportation is on the house
   3. The seller delivers the goods, not cleared for export, to the carrier nominated by the buyer at the named place
   4. The seller delivers the goods, cleared for export, to the carrier nominated by the buyer at the named place
2. All the below is true about FCA, except:
   1. If the named place is the seller's premises, when the goods have been loaded on the means of transport provided by the carrier nominated by the buyer or another person acting on his behalf
   2. If the named place is not the seller's premises, when the goods are placed at the disposal of the carrier or another person nominated by the buyer, or chosen by the seller in accordance with the contract of carriage, on the seller's means of transport not unloaded
   3. The seller delivers the goods, not cleared for export, to the carrier nominated by the buyer at the named place
   4. If the buyer nominates a person other than a carrier to receive the goods, the seller is deemed to have fulfilled his obligation to deliver the goods when they are delivered to that person
3. If no specific point has been agreed within the named place, and if there are several points available:
   1. The seller may select the point at the place of delivery that best suits his purpose
   2. The seller may select the point at the place of delivery that best suits the buyer’s purpose
   3. The seller may select the point at the place of delivery that is closer to his premises
   4. The seller may select the point at the place of delivery that is closer to buyer’s premises