

FDA General Market At-Risk Youth Tobacco Prevention Campaign: Wave 2 Phase 1 Qualitative Research

This research entails assessing youth perceptions of new creative advertising concepts and strategic message concepts. Creative concepts and strategic concepts will be discussed in separate sets of focus groups, thus two guides have been developed.

- For the Creative Concepts discussion guide, please see page 2
- For the Strategic Concepts discussion guide, please see page 7

Reviewer note: Probes are italicized

I. Creative Concepts Discussion Guide

Introduction (5 Mins)

[Moderator to introduce and review ground rules with the group]

Thank you for coming here today. Your participation is very important. My name is _____ and I'm from The Sound, a research organization. The purpose of this discussion is to get your thoughts about ads about tobacco use. Since we are focusing on tobacco, when I use the word "smoking" I am referring to smoking cigarettes only. Your thoughts are very important to us and your time today is appreciated. We will have about 90 minutes for our discussion.

As we begin, I want to review a few ground rules for our discussion.

- Your participation is voluntary and you have the right to withdraw from the study at any time.
- You have probably noticed the microphones and/or tape recorder in the room. They are here because we are audio-taping our discussion. I want to give you my full attention and not have to take a lot of notes. The audio files will be transcribed. At the end of our discussion, I have to write a report and will refer to the audio-tapes when writing the report. Additional project staff may hear the tapes at a later date.
- Behind me is a one-way mirror. Some of the people working on this project are observing this discussion so that they can hear your opinions directly from you and take notes so that your opinions are accurately captured. However, your identity and anything you personally say here will remain private to the fullest extent allowed by law. Your name, address, and phone number will not be given to anyone and no one will contact you regarding this study after this discussion is over.
- Please turn your cell phone off or to silent mode. The discussion will last no more than 90 minutes.
- If you need to go the restroom during the discussion, please feel free to do so.
- Most importantly, there are no 'right' or 'wrong' answers. We want to know your opinions and what you think about the issues we will be discussing. Just a reminder, we are not selling anything and I do not work for the people who are sponsoring this research, so don't hold back from giving me your honest opinions. Any information shared by you should not be discussed outside of this room.

- Do you have any questions before we begin?
- Why don't we start with you telling me a little bit about yourself:
 - o Your first name and age
 - o Tell us what your favorite TV shows are and why...

[Explore responses until group is warmed up]

TV Ads (5 Mins)

I'd like to start by talking a little bit about advertising.

- What are your favorite ads on TV or elsewhere, do you have any favorites?
 - o *When it comes to advertising, what types of ads get your attention?*
 - o *What sticks with you and why?*
- Have you ever seen an ad telling you about the dangers of smoking? If so tell me about it...

Tobacco: Experience and Associations (10 Mins)

I'd now like to talk a little bit about smoking...

- We're going to talk for a bit about smoking cigarettes. Do any of you currently smoke cigarettes?
 - o *What cigarettes do you usually smoke?*
 - o *How many of you don't smoke now but may have tried cigarettes in the past?*
- Why do you think people your age smoke?
 - o *What do you feel people your age think about smokers? Can you tell me why?*
 - *Probe specifically around health risks, gross factor, peer influence*
 - o *When you see people your age smoke, what do you think of them?*
- **[For Experimenter groups only]** When you smoke, how do you feel?
 - o *What do you think other people think about you?*

Reactions to Creative Concepts and Ads (50 Mins)

[Moderator will obtain participants reactions to 2-3 campaign concepts per 90-minute group. Concepts and order shown will be randomized from group to group. Each concept will consist of approximately 3 ads (TV, print or digital)]

Now, I've got a few ideas for new ads that I'd like to show you. They're not finished yet, so I'm going to need you to follow along.

What we're looking for here is how you feel about the idea within these ads. We can change the scenery or the people so let's not worry about that – we want to know if this idea is interesting to you and why or why not.

Once we've seen it, I want you to write down what you think the main idea is, and what are the words that come to mind when you see this ad.

I'm going to show you a few different formats, TV, print ads and digital ads ... It is important to remember that these ads aren't 100% finished yet so I'm really looking for your thoughts on the idea.

[Moderator to hand out notepads. Moderator will then show the group the print or TV concepts in the form of video or printed storyboards. Moderator to repeat the following questions after each ad viewed under this concept.]

- What do you think is the main idea of this ad?
- Do you find this ad interesting? Why?
 - o *What did you like/dislike about the ad?*
- Do you feel this ad is directed to you? To people your age? Why or why not?
 - o *Does this ad change the way you think about cigarettes and smoking at all? Please explain.*
- Is there anything confusing or hard to understand about this ad?
- Would you share this ad?
 - o *How? (e.g., Twitter, Facebook etc.)*
- What do you think of the main line in this ad, **[insert relevant ad tag line, e.g., "air lungs"]**?

- **[Moderator to ask this question after at least two ads are shown]** Did this ad catch your attention more than the others under this concept? Why or why not?

Reactions to Creative Concepts as a Whole (20 Mins)

[Moderator will obtain participants reactions to overall campaign concepts (e.g., Creatures, YOLO, etc.) in comparison to one another.]

Now I'd like to get your thoughts on the overall concepts that you saw today. Concepts are the different categories that you saw the ads. [Insert concept name], is one concept that you saw today and here are the ads associated with this concept.

Please write on a scale of 1 to 5, 5 meaning "I really liked this idea" and 1 meaning "I really didn't like this idea," what you thought about this idea as a whole.

- What is the main idea here? Why do you say that?
 - o *What are your thoughts about the message they are trying to get across?*
- How do these ads make you feel?
 - o *Explore spontaneous reaction*
- What do you feel the ads are telling you about cigarettes or smoking? Please explain.
 - o *Did you learn anything new from these ads? Please explain.*
 - o *Did they catch your attention? If yes, what about it? If no, why not?*
 - o *Do these ads change the way you think about cigarettes and smoking at all? Please explain.*

[Insert second concept name], is another concept that you saw today and here are the ads associated with this concept. **[Moderator to repeat three questions above for each concept shown. Visual to be provided to ensure participants understand which ads fall under each concept].**

Now thinking about all the concepts you saw today...

- Which of the ideas do you like the most and why?
 - o What in particular did you like about this idea? Please explain.

- o What did you find particularly interesting? What grabbed your attention?
- Which of these ideas is most likely to change the way you feel about smoking?
 - o What about the idea did you find particularly convincing and why?
 - o Is there anything they could have done to make it more persuasive or relevant for you?

[Ask back room observers for questions, thank and close]

II. Strategic Concepts Discussion Guide

Introduction (5 Mins)

[Moderator to introduce and review ground rules with the group]

Thank you for coming here today. Your participation is very important. My name is _____ and I'm from The Sound, a research organization. The purpose of this discussion is to get your thoughts about ads about tobacco use. Since we are focusing on tobacco, when I use the word "smoking" I am referring to smoking cigarettes only. Your thoughts are very important to us and your time today is appreciated. We will have about 90 minutes for our discussion.

- Your participation is voluntary and you have the right to withdraw from the study at any time.
- You have probably noticed the microphones and/or tape recorder in the room. They are here because we are audio-taping our discussion. I want to give you my full attention and not have to take a lot of notes. The audio files will be transcribed. At the end of our discussion, I have to write a report and will refer to the audio-tapes when writing the report. Additional project staff may hear the tapes at a later date.
- Behind me is a one-way mirror. Some of the people working on this project are observing this discussion so that they can hear your opinions directly from you and take notes so that your opinions are accurately captured. However, your identity and anything you personally say here will remain private to the fullest extent allowed by law. Your name, address, and phone number will not be given to anyone and no one will contact you regarding this study after this discussion is over.
- Please turn your cell phone off or to silent mode. The discussion will last no more than 90 minutes.
- If you need to go the restroom during the discussion, please feel free to do so.
- Most importantly, there are no 'right' or 'wrong' answers. We want to know your opinions and what you think about the issues we will be discussing. Just a reminder, we are not selling anything and I do not work for the people who are sponsoring this research, so don't hold back from giving me your honest opinions. Any information shared by you should not be discussed outside of this room.
- Do you have any questions before we begin?
- Why don't we start with you telling me a little bit about yourself:
 - o Your first name and age

- o Tell us a little around what your life is like at the moment and what you would be doing if you weren't here

[Explore responses until group is warmed up]

A Day In The Life (10 Mins)

- What is a typical school day for you? What is a typical weekend day for you? Please explain a full day to us from when you wake up in the morning until when you go to sleep at night.
 - o *What part of your day do you most look forward to/least look forward to? Why?*
 - o *If you had to create a hashtag to define your life at the moment, what would it be? Why?*
 - o *What are you most proud of in your life right now? Why?*

TV Shows and Ads (5 Mins)

Now I'd like to talk a little bit about TV and advertising in general.

- What are your favorite ads on TV or elsewhere? Why are they your favorite?
 - o *When it comes to advertising, what types of ads get your attention?*
 - o *What sticks with you and why?*
- Have you ever seen an ad telling you about the dangers of smoking? If so tell me about it...

Tobacco: Experience and Associations (10 Mins)

I'd now like to talk a little bit about smoking...

- We're going to talk for a bit about smoking cigarettes. Do any of you currently smoke cigarettes?
 - o *What cigarettes do you usually smoke?*
 - o *How many of you don't smoke now but may have tried cigarettes in the past?*
 - o *What do you think are the differences between being a smoker and smoking once in a while?*
- Why do you think people your age smoke?

- o *What do you feel people your age think about smokers? Can you tell me why?*
 - *Probe specifically around health risks, gross factor, peer influence*
- o *When you see people your age smoke, what do you think of them?*
- When you smoke, how do you feel?
 - o *What do you think other people think about you?*

Reactions to Strategic Concepts (55 Mins)

[Moderator will show five short strategy concepts presented through written concepts on paper. Concepts will be revealed one at a time, in varying order. Concepts will be rotated throughout the sessions. Concepts will be compared after exposure to all five. Moderator to repeat the following questions after sharing each strategic concept with participants.]

Now I'm going to show you some ideas for a message about getting youth to not smoke. Maybe you would see these ideas in ads eventually. But for now they are just ideas in a written statement. I want to see what you think of these ideas – we need your help to understand how to make these ideas better.

- What do you think of this idea?
 - o *Explore spontaneous reaction*
- What is the main idea here? Why do you say that?
 - o *What are your thoughts about that message they are trying to get across?*
 - o *How did this idea make you feel?*
- What do you feel the statement is telling you about smoking? Please explain.
 - o *Did you learn anything new from this idea? Please explain.*
 - o *Did this idea catch your attention? If yes, what about it? If no, why not?*
 - o *What did you like or dislike about the idea?*
- Do you feel this idea is directed to you? To people your age? Why or why not?

- o *Does this message change the way you think about cigarettes and smoking at all? Please explain.*

Strategic Concept Comparison & Wrap Up (5 Mins)

[Moderator will obtain participants reactions to overall strategic concepts.]

Now think about all the concepts I shared with you. I'd like to get your thoughts about all the concepts that you saw today.

- Is there anything that's confusing, doesn't make sense or fit with everything else here? Please explain.
- Of all these ideas, which is the most compelling to you? Which one do you think works best?
- Of all these ideas, which one did you not like? Which one does not work for you?
- What is the one idea that you most remember? Why?
- What is the one idea that scares you the most / may make you think twice about smoking?

[Ask back room observers for questions, thank and close]