



17 September 1999

To whom it may concern

We have been working with ProQuest for two years assisting them in the development of a risk tolerance instrument. We have read the University of Queensland report that sets out the requirement of a psychometrically sound risk instrument and we support their conclusions. We are pleased to say that we believe that the instrument we have helped to develop for ProQuest meets or exceeds the University of Queensland criteria.

We have been involved in extensive development of the scale items, and we have conducted usability, reliability and norming trials. The instrument has been through several incarnations, each a developmental advance based upon standard psychometric principles. This has led to a scale which has reliability statistics in excess of international psychometric standards, indicating a high degree of measurement accuracy. In addition, we have a candidate database of over 5000 Australians providing us with an extensive set of adult norms for this scale based on the local population. Again this is, we believe, in accordance with, or exceeds, best practice.

We are currently completing the technical manual that will provide a full psychometric analysis to meet the high standards demanded by the University of Queensland.

Our involvement with ProQuest is ongoing, and we have already successfully used the Risk tolerance scale as the basis for a Masters research thesis (Plowman, 1999, School of Psychology, UNSW. Unpublished Masters Thesis).

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