

| Age          |   |      |
|--------------|---|------|
| 0            | 19 or less  |      |
| 0            | 20-25   |      |
| 0            | 26-30   |      |
| 0            | 31-35   |      |
| 0            | 36 or more  |      |
|              |   |      |
| Rela         | tionship Status   |      |
| 0            | Single  |      |
| 0            | Married   |      |
|              |   |      |
| Plea<br>impo | would like to know how important each of these features are to you when you evaluate lipstical se allocate a total of 100 point among the five features according to your impression about hortant each feature is to you - the more important a feature is to you, the more points you show that to it. Please ensure that the points you allocate to the five features add up to 100. | ow w |
| Ingre        | edients   | 0    |
| Colo         | r   | 0    |
| Text         | ure   | 0    |
| Lasti        | ng quality  | 0    |
| Lipst        | ick packaging   | 0    |
| Total        |   | 0    |
|              |   |      |
| Wha          | t would you be willing to pay (in dollars) for a conventional lipstick (eg Covergirl)?  |      |
|              |   |      |
| -            |   |      |

What would you be willing to pay (in dollars) for a conventional "green" lipstick (eg The Body Shop)?

| Vhat would  | you be willing to pay (in dollars) for a high quality luxury brand lipstick (eg. Chanel)?   |
|-------------|---|
|             |   |
|             |   |
|             |   |
|             | you be willing to pay (in dollars) for a "green" lipstick whose quality is the same as a high y brand lipstick (eg. Chanel) but made with environmentally sustainable materials and |
| ality luxur |   |

