



Queensland University of Technology
Brisbane Australia

This may be the author's version of a work that was submitted/accepted for publication in the following source:

Subhan, Fazle, Zhao, Shengchuan, Diop, El Bachir, [Ali, Yasir](#), & Zhou, Hongmei

(2021)

Public intention to pay for road safety improvement: A case study of Pakistan.

Accident Analysis and Prevention, 160, Article number: 106315.

This file was downloaded from: <https://eprints.qut.edu.au/230018/>

© 2021 Elsevier Ltd.

This work is covered by copyright. Unless the document is being made available under a Creative Commons Licence, you must assume that re-use is limited to personal use and that permission from the copyright owner must be obtained for all other uses. If the document is available under a Creative Commons License (or other specified license) then refer to the Licence for details of permitted re-use. It is a condition of access that users recognise and abide by the legal requirements associated with these rights. If you believe that this work infringes copyright please provide details by email to qut.copyright@qut.edu.au

License: Creative Commons: Attribution-Noncommercial-No Derivative Works 4.0

Notice: *Please note that this document may not be the Version of Record (i.e. published version) of the work. Author manuscript versions (as Submitted for peer review or as Accepted for publication after peer review) can be identified by an absence of publisher branding and/or typeset appearance. If there is any doubt, please refer to the published source.*

<https://doi.org/10.1016/j.aap.2021.106315>

1 **Public Intention to Pay for Road Safety Improvement: A case study of Pakistan**

2 Fazle Subhan^a, Shengchuan Zhao^{b*}, El Bachir Diop^c, Yasir Ali^d, Hongmei Zhou^e

3 ^a Faculty of Management & Economics, Dalian University of Technology, Dalian, 116024, PR
4 China. fsubhan@dlut.edu.cn; fsubhan71@yahoo.com

5 ^b School of Transportation and Logistics, Dalian University of Technology, Dalian, 116024, PR
6 China. szhao@dlut.edu.cn

7 ^c Post-doctoral fellow at Center of Urban Systems, University Mohammed VI Polytechnic, No.
8 660 Hay Moulay Rachid, Ben guérir, 43150, Morocco. elbass88@yahoo.fr

9 ^d School of Civil and Environmental Engineering, Faculty of Engineering, Queensland
10 University of Technology, 4001, Australia. y2.ali@qut.edu.au

11 ^e School of Transportation and Logistics, Dalian University of Technology, Dalian, 116024, PR
12 China. hzhou@dlut.edu.cn

13

14 **Abstract**

15 The dramatic increase in road traffic accidents poses social and economic challenges to nations,
16 especially for developing countries. Thus, road safety urgently needs to be significantly
17 improved at the national level to reduce the number of road traffic accidents and costs associated
18 with it. Understanding road users' acceptance of road pricing regarding road safety improvement
19 is crucial for safety-related investment programs. As such, this paper investigated the factors
20 associated with intention-to-pay (ITP) for road safety improvement in Pakistan. A structural
21 equation model (SEM) was proposed to analyze the determinants of ITP according to the theory
22 of planned behavior (TPB) combined with latent psychological variables describing the personal
23 characteristics and evaluations of different measures. Furthermore, the moderating effects of
24 some socioeconomic characteristics were also examined. A sample of 340 car drivers,
25 interviewed at different locations of Peshawar, Pakistan, was used to test the model. Results of
26 the SEM model indicated that Road Infrastructure Safety Perception and Perceived Behavioral
27 Control have strong association with the ITP of car users' for road safety improvement. Risk
28 Perception, Attitude towards Traffic Safety Responsibility, Attitude, Perceived Fairness, and
29 Perceived Effectiveness were also associated with ITP. Differential age and gender-related
30 moderating effects were also observed. Findings from this study are expected to assist the
31 decision-makers in the effective planning and implementation of road safety projects and related
32 budget allocations.

33 **Keywords:** Road safety; intention-to-pay; developing countries; theory of planned behavior;
34 structural equation modeling.

35 **1. Introduction**

36 Pakistan, as a developing country, experience the rate of road traffic accident mortality as much
37 as three times higher than that of high-income countries. More specifically, traffic accidents and
38 injuries have devastating effects on the country's economy, resulting in a loss of approximately
39 6.48 million USD annually (1 USD = 154.4 PKR) (Ahmed, 2007). Not surprisingly, road traffic
40 accidents in Pakistan are the second, fifth and eleventh-leading causes for disability, overall
41 healthy-life-year losses, and premature fatality, respectively (Hyder and Morrow, 2000). These
42 alarming statistics imply for interventions so that road safety can be significantly improved,
43 which also motivates the current study.

44 Decisions in road safety management, with the aim of reducing the toll of road traffic accidents,
45 are typically about actions (interventions, programs, regulations, projects, standards, etc.) that
46 involve the expenditure of public money, and therefore, represent a significant financial burden
47 on government as well as family budgets. Due to the scarcity of resources, especially in
48 developing countries, policy makers have to prioritize among different investments towards road
49 safety projects and social benefit policies (Chaturabong et al., 2011). Therefore, a monetary
50 traffic safety valuation is required to compare the value of road traffic accident risk reduction
51 with the costs of implementing road safety measures (Wijnen and Stipdonk, 2016). The
52 monetized benefit of reduced road accident risk for each individual in society is captured through
53 the intention-to-pay (ITP) (Svensson, 2009). According to microeconomic theory, the value of
54 goods and services is derived from individual choices and, therefore, the loss of welfare to road
55 traffic accident victims should be evaluated according to ITP of those affected by the reduction
56 in road traffic accident risks. ITP is an individual's (or road users') willingness to financially
57 contribute to a road safety program to reduce the risk of accidental death or injury. ITP aims to

58 provide sound understanding about the factors associated with the likeliness of people to finance
59 in government projects. The identification of factors can help the policy makers to initiate
60 campaigns for road safety programs, which will help in eliciting public contribution to road
61 safety projects. In doing so, obviously the burden exerted by road accidents on country's
62 economy would be drastically reduced. Although a large body of literature has studied ITP (or
63 willingness-to-pay in general) for developed countries, e.g., Australia (Hensher et al., 2009),
64 France (Haddak et al., 2016), Spain (González et al., 2018), our understanding on people
65 intentions to financially support road safety programs in developing context, especially for
66 Pakistan, remain elusive, primarily because of different social conditions and attitudes. This
67 study, therefore, focuses on understanding ITP in the context of Pakistan.

68 Among many ways to study ITP and its association with factors (both observable and latent), the
69 theory of planned behavior (TPB) seems to be the most relevant as it provides a theoretical
70 background for any decision made towards the behavior in question. TPB, primarily a social
71 psychological model, is an extension of the theory of reasoned action (Fishbein and Ajzen, 1977)
72 and has been successfully used to understand a wide range of health behaviors and intentions.
73 According to this theory, an individual's behavior is a function of their behavioral intention that
74 is often determined by the individual's attitude, subjective norms, and perceived behavioral
75 control. In nutshell, '*Attitude*' refers to an individual's positive/negative evaluation of the
76 behavior of interest (Fishbein and Ajzen, 1977). '*Subjective Norms*' are perception of peoples
77 reflecting subjective bias for their close acquaintance that they should or should not perform an
78 activity. In other words, the more an individual perceives that others think he or she should
79 engage in a behavior, the more likely it is that the person will do so. '*Perceived Behavioral*
80 *Control*' is assumed to reflect past experience as well as anticipated obstacles. The more

81 resources and opportunities that individuals think they possess along with the power of internal
82 and external constraints, the greater their perceived control over the behavior (Elie-Dit-Cosaque
83 et al., 2011, Ajzen, 1991). Previous studies have demonstrated the use of predictive utility of
84 TPB to better understand the intention and decision-making process of the people (Sun et al.,
85 2016, Forward, 2009, Zhou et al., 2009a), and thus form the basis for its selection in this study.

86 Although several studies have investigated the relationship between TPB and psychological
87 factors, only a few of them have focused on studying the relationship between TPB and ITP for
88 accident risk reduction, with specific focus on developed countries. Comparisons of the
89 estimated values of road traffic accident risk reductions across countries with differed levels of
90 development, however, is not possible as many factors (e.g., income, behavior, attitude, etc.)
91 differ significantly (Wegman, 2017). Since these factors may vary across countries, it is
92 important to examine the determinants of ITP for road accident risk reductions in Pakistan to
93 serve as a basis for policymaking in the road safety projects in the country. In doing so, it is
94 envisioned that the simple TPB would fail because it only explains a small portion of the
95 variance. In order to explain a larger portion of the variance and to be comprehensive, additional
96 variables are required and should be added to the TPB (Conner and Armitage, 1998). The
97 additional variables must satisfy the context of the study of road accident risk reduction.
98 Drawing from previous studies (Mon et al., 2019, Zheng et al., 2019, Sun et al., 2016, Haddak et
99 al., 2016, Eriksson et al., 2006, Hensher and Sullivan, 2003), Road Infrastructure Safety
100 Perception, Risk Perception that reflects the perception of involvement in road traffic accident,
101 Attitude towards Traffic Safety Responsibility, Perceived Fairness and Perceived Effectiveness
102 were among the most significant variables associated with the ITP, but unfortunately never been
103 considered. Using the simple TPB without these important variables may results in omitted

104 variable bias (see Ali et al. (2020) and ITP estimates could be unrealistic. As such, an extension
105 to the simple TPB is required to fully understand ITP for safety improvement in the context of
106 Pakistan. This study aims to fill this research gap.

107 While studying ITP, moderating effects are sought to provide sound understanding and insights
108 into individual characteristics, which are otherwise difficult to obtain. For instance, moderators
109 help in explaining the circumstances that can cause a weak or an inconsistent association
110 between the variables that were expected to have a strong relationship and vice versa.
111 Recognizing the strength and multi-facet inferences provided by moderating effects of individual
112 characteristics, majority of studies, unfortunately, appears to overlook this important, which is
113 clearly not proportional to its importance. Although a few studies that used moderating effects
114 are Unified Theory of Acceptance and Use of Technology (Tran et al., 2019), these studies did
115 not focus on ITP for road safety improvement.

116 Motivated by these research gaps, the objective of this study is to understand ITP in Pakistani
117 context through the extended TPB. ITP for road safety improvement will be used as a latent
118 variable instead of an observed variable. The relationships among the variables are tested using
119 Structural Equation Modeling (SEM) approach on a sample of 340 participants collected from a
120 metropolitan city of Pakistan. In order to demonstrate the validity of the data used in this study,
121 the measurement model is also tested for Common Method Bias. Furthermore, using the
122 developed model, this study also investigates the moderating effects of individual characteristics
123 including gender, age, personal income and accident experience on the relationships between ITP
124 and independent variables using multiple group comparisons. This will help in a more in-depth
125 analysis and provide new insights into the relationship between the ITP for road accident risk

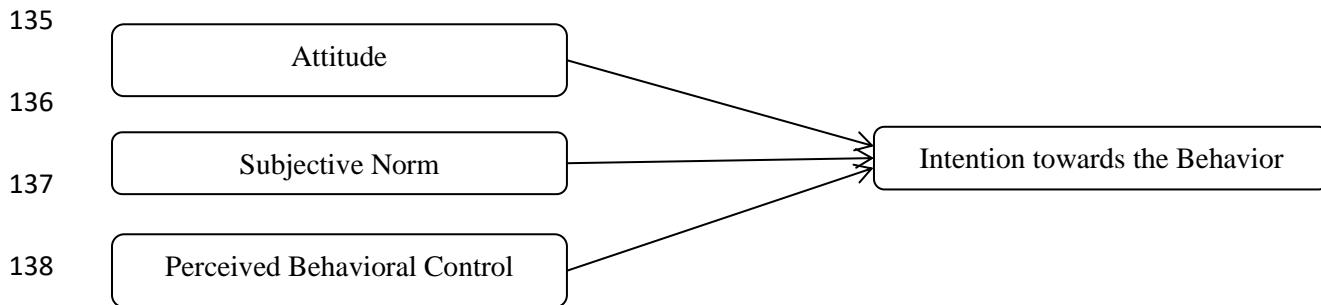
126 reduction and the independent variables, thereby adding a great value in our understanding on
127 how to improve road safety.

128 2. Method

129 2.1 Model and Hypotheses

130 2.1.1 Theory of Planned Behavior (TPB)

131 The theory of planned behavior (TPB) is an extension of the theory of reasoned action (Fishbein
132 and Ajzen, 1977) and has been widely used in predicting the intention towards performing the
133 actual behavior (Zhou et al., 2016, Zhou et al., 2009a). The TPB posits that Attitude, Subjective
134 Norm, and Perceived Behavioral Control predict behavioral intention as shown in Figure 1.



139 Figure 1. Theory of Planned Behavior

140 TPB is a simple yet robust model and has been widely adopted in the transportation field. The
141 main reason for its wide use is its ability to predict the intention towards the actual behavior.
142 TPB has been adopted to study people's intention towards traffic rules violation (Castanier et al.,
143 2013), drivers'/riders' behavior including speeding (Cristea et al., 2013), and using mobile phone
144 while driving (Zhou et al., 2009b). These studies demonstrates that the efficacy of TPB in
145 supporting the hypothesized relationships. Thus, this paper adopts TPB to examine road user's
146 ITP for road safety improvement and proposes the following hypotheses:

147 H1: Attitude is positively associated with ITP

148 H2: Subjective Norm is positively associated with ITP

149 H3: Perceived Behavioral Control is positively associated with ITP

150 In the context of this study, these hypotheses suggest that individuals who possess a more
151 favorable attitude towards ITP and subjective norm as well as greater perception of their control
152 over the resources (money) are more likely to pay for road accident risk reduction and road
153 safety improvement.

154 Acceptance of transportation related safety policies may also depend on individual's
155 characteristics (Haddak et al., 2016) and evaluations of the measure (Sun et al., 2016). Therefore,
156 this study attempts to examine the road users' ITP for road accident risk reduction and road
157 safety improvement by using the extended TPB. The TPB is extended by incorporating personal
158 characteristics including road infrastructure safety perception, risk perception, and attitude
159 towards road safety responsibility. In addition, the individual's perception of effectiveness and
160 perceived fairness of road traffic safety policy and its related toll will also be investigated by
161 incorporating them into the TPB. The next sub-sections describe the relationships between the
162 additional variables and the ITP.

163 2.1.2 *Road Infrastructure Safety Perception*

164 Road infrastructure safety perception determines the road users' perception of their environment
165 because some elements of a poor road environment may mislead a road user perception
166 (Aworemi et al., 2010) and create human error responsible for accident involvement (Ahmed,
167 2013). A sound road infrastructure provides a safe travel environment and reduces the
168 responsibility of road users, and is thereby associated with their behavior (Stanton and Salmon,
169 2009). Studies have found that individuals are likely to be willing to pay for safe road

170 infrastructure (Bhattacharya et al., 2006). Moreover, Hensher and Sullivan (2003) found that
171 people are likely to pay to travel on sound road infrastructure. In the light of previous studies, we
172 propose:

173 H4: Perception of unsafe road infrastructure is positively associated with ITP

174 2.1.3 *Risk Perception*

175 Risk perception is determined by the information of the impending hazards in traffic
176 environment and on the ability of road user to perceive the potential hazards resulting into actual
177 road traffic accidents (Brown and Groeger, 1988). The priority, contribution to safety, and the
178 judgment of the severity of the consequences of road traffic accidents is associated with
179 anticipated worry (Rundmo and Moen, 2007, Rundmo and Moen, 2006) and perception of risk of
180 accident involvement, thereby influences behavior towards road traffic safety (Backer-Grøndahl
181 et al., 2009). According to Hensher et al. (2009), an individual's ITP for road accident risk
182 reduction is directly related to the valuation of his/her own life and personal risk perceptions.
183 Aligned with the literature, we hypothesize:

184 H5: Risk perception is positively associated with the ITP

185 2.1.4 *Attitude towards Traffic Safety Responsibility*

186 In many cases, people, instead of being self-interested individuals, act in a context of social
187 interest (Sen, 1987) and care about the safety of others (Andersson and Lindberg, 2009). The
188 attitude towards traffic safety responsibility measures the extent to which an individual feels
189 responsible for traffic safety and accident prevention (Yao and Wu, 2012). People with positive
190 attitude towards traffic safety responsibility respect traffic rules and consider themselves to be
191 responsible for the prevention of self and others' traffic accident (Zheng et al., 2019, Yang et al.,

192 2013, Yao and Wu, 2012) and are likely to pay for traffic accident risk reduction and road safety
193 improvement (Lindberg, 2003). Following this relevant literature, we hypothesize:

194 H6: Attitude towards road traffic safety responsibility is positively associated with ITP

195 2.1.5 *Perceived Fairness*

196 The implementation of a public policy depends on public opinion (Bertsimas et al., 2011). A
197 policy is acceptable to the public if they consider the cost to be fair (Georgiadis et al., 2006).
198 Therefore, a relationship between the perceived fairness of a policy and road users' intention to
199 pay for it can be assumed. Furthermore, previous research has demonstrated the strong
200 relationship between perceived fairness and the public's acceptance or rejection of a monetary
201 scheme (Sun et al., 2016). Thus, we propose:

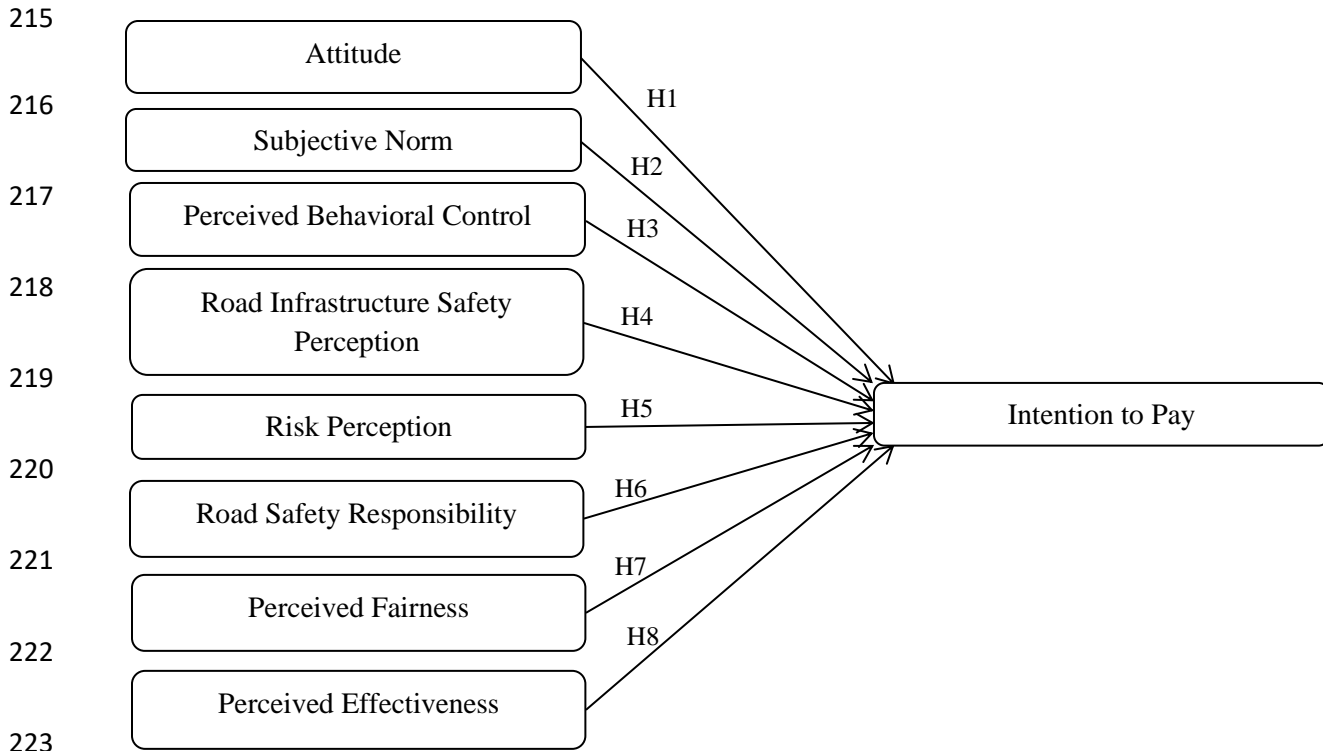
202 H7: Perceived fairness is positively associated with the ITP

203 2.1.6 *Perceived Effectiveness*

204 The perceived effectiveness of road safety policies refers to the degree to which a road user
205 believes that a given road safety policy reduces the risk of road traffic accidents and improves
206 road safety as a whole (Auzoult et al., 2015). Road users are already aware of the risk and
207 consequences of road traffic accidents, and therefore, the more they perceive a road safety policy
208 to be effective in reducing the risk of accidents, the more likely they will change their intentions
209 and behaviors (Auzoult et al., 2015). Previous studies found that if the public perceives the
210 policy to be effective and has no effect on their own interests, they will accept the measure
211 (Eriksson et al., 2006). Therefore, we propose:

212 H8: Perceived effectiveness of road safety is positively associated with ITP

213 Figure 2 depicts the hypothesized research model where all the considered hypotheses are shown
214 to be associated with ITP.



224 Figure 2. The proposed extended TPB research model

225 2.1.7 Moderating effects of socio-economic characteristics

226 Acceptability of public policies (road pricing) also depends on socio-demographic characteristics
227 to some extent (Haddak et al., 2016, Sun et al., 2016). It has been observed that the impact of
228 road condition on driving behavior is more prominent in women compared to men (Ministry of
229 Justice, 2012). Many studies found an association between risk perception, varying from
230 individual to individual, and ITP for road safety improvement (Haddak et al., 2016). Similarly,
231 older drivers perceive a greater risk of road traffic accident involvement (Rhodes and Pivik,
232 2011), thereby discern road safety interventions to be more effective (Auzoult et al., 2015).

233 Another important factor from age and gender that may be associated with ITP is income. The
234 association of income with acceptability of road pricing has been investigated by many studies
235 (Eliasson, 2016). Wealthier people are more likely to pay for their safety than their counterparts
236 (Chaturabong et al., 2011). Similarly, it has also been found that the victims of road traffic
237 accidents are more anxious (Rundmo and Moen, 2006) and more likely to pay for road safety
238 improvement (Haddak et al., 2016).

239 Therefore, this study adopts a multi-group comparison of certain individual characteristics
240 including gender (male vs. female), age (less/equal to 30 years vs. above 30 years), personal
241 income (high-income vs. middle-/low-income), and accident experience (direct/indirect victims
242 vs. non-victims) to test whether these characteristics moderate the association of the
243 hypothesized predictors with ITP for road safety improvement.

244 **2.2 Data Collection**

245 A carefully designed questionnaire is essential for the reliability and validity of the data for
246 further analysis. To this end, a questionnaire was designed, consisting of three parts. The first
247 part was the information on the number and risk of road traffic accidents and the introduction of
248 a new road safety enhancement policy. The second part consisted of several questions about the
249 respondents' demographics such as age, gender, educational level, occupation, etc. The third part
250 focused on the items used to assess the constructs of the extended TPB.

251 **2.3 Study Area**

252 The questionnaire surveys were administered in Peshawar, the capital of Khyber Pakhtunkhwa
253 province, which is a motorized and the eighth-most populous city (with population of 2,202,946)
254 of the country. The annual growth rate of the city (3.26%) is higher than the national average

255 (2.1%) (World Population Review, 2020) due to significant rural-to-urban migration. According
256 to Rescue 1122 (Waseem et al., 2011), a total of 8,438 road traffic accidents comprising of fatal
257 and different non-fatal accidents occurred in the city during 2018. This figure was used, in the
258 introductory part of the questionnaire, to inform the respondents about the seriousness and the
259 risk of road traffic accidents.

260 2.3.1 *Participants*

261 A traffic accident is a well-known tragedy and, every individual, whether or not a road user, is
262 well informed of its risk and consequences. However, as many people think that it is the
263 government's job to bear the cost for such road safety policy/measure, therefore a clear
264 explanation to the respondents was still needed. Also, as this was the first study in the country,
265 we started with one specific group of road users, i.e., car drivers. Unfortunately, in Pakistan,
266 many educated people do not use the internet except for some social applications, so it was not
267 feasible to conduct an online survey. Therefore, the survey was conducted on-site through face-
268 to-face interviews. Undergraduate civil engineering students of Iqra National University
269 Peshawar, Pakistan, were trained for conducting the on-site survey. Furthermore, the inclusion
270 criteria were that the respondents must have at least 10th grade education (a minimum threshold
271 in the education system in Pakistan) and resided for more than one year in Peshawar city, as they
272 could understand the risk and other information provided in the study area. The safety
273 enhancement program was described to the participants as a new public policy. Respondents
274 were asked to state their answers in the way they actually think and behave, instead of what they
275 should (to avoid biased answers). In total, 407 car drivers, approached at different locations of
276 Peshawar city, agreed to participate in the study. During preliminary screening and analysis, we
277 excluded invalid responses and the responses that did not fulfill the inclusion criteria. Only 340

278 valid responses from car drivers, who fulfilled the inclusion criteria, were considered for the
 279 analysis. Table 1 shows a summary of the respondents' socio-economic characteristics.
 280 Female drivers were under-represented in the sample (23.82%) compared to their actual
 281 proportion in the country (48.77%) (Statistics, 2017). This under-representativeness is associated
 282 with fewer female drivers in the city as well as in the whole country. Majority of respondents had
 283 ages within the range of 18-40 years (73.52%). Most of the old people do not drive their cars by
 284 themselves due to poor health conditions and relatively early ageing and therefore their ratio is
 285 low in the overall drivers' population in the country. This is also evident from the study sample.

286 Table 1. Summary of Respondents' Socio-demographic Characteristics

Demographic	Category	Frequency	Percent (%)
Gender	Male	259	76.18
	Female	81	23.82
Age (years)	18 – 30	139	40.88
	31 – 40	111	32.64
	41 – 50	69	20.30
	> 50	21	06.18
Education	Secondary School (Matric)	54	15.88
	Intermediate	72	21.18
	Undergraduate	130	38.23
	Bachelor's Degree Above Bachelor's Degree	84	24.71
Family Status	Single	64	18.82
	Married without Children	95	27.94
	Married with Children	181	53.23
Personal monthly income (PKR)	0 - 30,000	91	26.77
	> 30,000 – 60,000	38	11.18
	> 60,000 – 100,000	78	22.94
	> 100,000	133	39.11
Residence time (years)	< 3	14	4.12
	3 – 5	94	27.65
	> 5	140	41.18
Accident experience	Since Birth	92	27.06
	Victims (direct/indirect)	117	34.41
	Non-victims	223	65.59

287

288 2.3.2 *Measurement Scale*

289 We used multiple items with different wordings to extract the real response of a driver towards
290 the ITP. This is a comprehensive and very common procedure adopted in social sciences where a
291 construct is often made by several questions with different wordings to examine the true
292 behavior. All the items used in the study were already validated in previous studies (Zheng et al.,
293 2019, Ram and Chand, 2016, Sun et al., 2016, Lee, 2009, Wu and Chen, 2005, Taylor and Todd,
294 1995). Using the validated items helped us avoid the problem related to measurement error in
295 terms of latent variable modeling. Note that a few items may seem to be redundant to measure
296 ITP; the use of multiple indicators, however, not only allows the testing of assumptions
297 regarding measurement equivalence that cannot be tested with single-indicator data (Cole et al.,
298 2005), but reduces the measurement error and improves the statistical estimation of the
299 relationships between the latent constructs by accounting for the measurement error in the
300 constructs (Hair et al., 2006). The wording and relevance of the selected items were discussed
301 and verified by traffic safety experts, from the school of transportation and logistics, Dalian
302 University of Technology, China. The wording of the items was further refined further through
303 discussion with professors of transportation engineering, from civil engineering department, Iqra
304 National University Peshawar, Pakistan. The medium of the survey was both English and Urdu
305 (National language of Pakistan). The second version of the questionnaire (Urdu) was prepared by
306 two English and Urdu language professors. The pilot survey was conducted in October 2019,
307 which helped in further evaluation of the validity and wording of the chosen items. A total of 62
308 respondents, including undergraduate and graduate university students (33 in total), university
309 staff members (12), and normal car drivers (17), were interviewed, and the results were used for
310 further refinement of the items' wording.

311 All the items were measured on a five-point Likert scale. The items measuring the same
 312 construct were put together in the same group to remove carryover effects (Davis and Venkatesh,
 313 1996). A detailed list of the items used in the study is provided in Table 2.

314 Table 2. Items of the Extended TPB Constructs

Constructs	Items	Description	Source
Road Infrastructure Safety Perception (RISP) ^a	RISP1	How is the road travel in this City	(Ram and Chand, 2016)
	RISP2	How safe you feel driving on road as a driver	
	RISP3	How do you think about the design and standard of the roads you normally use (drive/ride)	
Risk Perception (RP) ^b	RP1	I may be involved in a road accident	(Zheng et al., 2019, Ram and Chand, 2016)
	RP2	Others may be involved in a road accident	
	RP3	I may be injured in a road accident	
	RP4	Others may be injured in a road accident	
	RP5	Feel unsafe that others could be injured by me	
	RP6	Feel unsafe that I could be injured	
Attitude towards Traffic Safety Responsibility (ATSR) ^b	ATSR1	I have the responsibility to avoid road traffic accident	(Zheng et al., 2019)
	ATSR2	I think safety is more important than speed	
	ATSR3	I feel responsible for others' road safety	
	ATSR4	I try what I can do to prevent any crash	
	ATSR5	I need to warn those people who violate traffic rules	
Attitude (ATT) ^b	ATT1	Paying for road traffic accident risk reduction and road safety improvement is a wise idea	(Taylor and Todd, 1995)
	ATT2	Paying for road traffic accident risk reduction and road safety improvement is a foolish idea	

	ATT3	I like the idea of paying for road accident risk reduction and road safety improvement	
Subjective Norm (SN) ^b	SN1	People who are important to me would think that I should pay for road traffic safety improvement program	(Lee, 2009, Wu and Chen, 2005)
	SN2	People who influence me would think that I should pay for road traffic safety improvement program	
	SN3	People whose opinions are valued to me would prefer that I should pay for traffic road safety improvement program	
Perceived Behavioral Control (PBC) ^b	PBC1	I think I would be able to pay for road traffic safety improvement program	(Lee, 2009, Wu and Chen, 2005, Taylor and Todd, 1995)
	PBC2	I think that paying for road traffic safety improvement program would be entirely within my control	
	PBC3	I think that I have the resources, knowledge, and ability to pay for road traffic safety improvement program	
Perceived Fairness (PF) ^b	PF1	To what extent do you perceive road traffic safety improvement toll to be a fair for you?	(Sun et al., 2016)
	PF2	To what extent do you perceive road traffic safety improvement toll to be a fair for others?	
Perceived Effectiveness (PE)	PE1	How effective do you think such a measure would be in improving road traffic safety? ^c	(Sun et al., 2016)
	PE2	How many percent do you think road traffic accidents would reduce if the measurement is implemented? ^d	
Intention-to-Pay (ITP) ^b	ITP1	Whenever possible, I intend to pay for road traffic safety improvement program	(Taylor and Todd, 1995, Davis, 1989)
	ITP2	I intend to pay for road traffic safety improvement program as much as needed	
	ITP3	To the extent possible, I would pay for road traffic safety improvement program ^b	

315 ^a Scales 1 – 5 (1 = 1 = very safe, 2 = unsafe, 3 = neutral/don't know, 4 = unsafe, 5 = very unsafe).

316 ^b Scales 1 – 5 (1 = 1 = strongly disagree, 2 = disagree, 3 = neutral/don't know, 4 = agree, 5 = strongly agree).

317 ^c Scales 1 – 5 (1 = 1 = not at all, 2 = not effective, 3 = neutral/don't know, 4 = effective, 5 = very effective).

318 ^d Percentage levels (0%, 5%, 10%, 20%, above 20%).

320 **2.4 Analysis**

321 As discussed above, the present study is intended to examine the determinants of public ITP for
322 road safety improvement. SEM, being able to examine structural relationships between latent
323 constructs¹ (psychological factors) (Hair et al., 2006), was used to test the hypothesized
324 relationships between the independent latent variables and ITP (dependent variable). The
325 statistical software *R* (lavaan package) (Rosseel, 2011) was used for SEM and to test the
326 hypothesized relationships in Section 2.1. The model was built using the two-stage approach
327 recommended by Anderson and Gerbing (1988). The first stage consisted of building a
328 confirmatory factor analysis (CFA) as a pre-requisite to assess the validity and reliability of the
329 items of the latent constructs (measurement model) (Kline, 2011). Once the CFA was deemed
330 adequate, the relationships between the ITP and independent variables were simultaneously
331 tested using SEM.

332 The measurement invariance test was first used to ensure the validity of the multi-group
333 comparison. As the next step, to investigate which relationships in the model were moderated by
334 the personal characteristics (e.g., age, gender, income, etc.), single paths were constrained one at
335 a time to be equal in both the groups for each characteristic.

336 **3. Results**

337 **3.1 Normality Check**

338 In order to verify which estimation method would be more suitable for the data, a normality
339 check was performed by computing the multivariate normality detected through Univariate

¹ The latent variables used in this study are reflective indicators that are more than just a shorthand way of referring to an empirical combination of measures, which cannot be adequately represented by a scale score. In contrast, using a summed scale score (average item score) to represent a reflective indicator construct results in inconsistent structural estimates of the relationships between the latent constructs because it ignores the effects of measurement error (Jarvis et al., 2003).

340 distributions. As a rule of thumb, absolute values of skew indexes larger than 3 and absolute
341 values of kurtosis indexes larger than 10 indicate that there is severe violation of normality. In
342 this study, skew indexes range from -1.346 to 0.351, kurtosis indexes range from -1.461 to 0.884.
343 Thus, we can assume that our data is normally distributed, and therefore, a maximum likelihood
344 estimation method was adopted for building CFA and SEM models. A detailed list of the
345 Univariate skewness and kurtosis for each indicator is provided in Table A in the appendix.

346 **3.2 CFA model results**

347 *3.2.1 Reliability and validity of the constructs*

348 The properties of the CFA model, also called the measurement model, were assessed by
349 checking the reliability, convergent and discriminant validities. Reliability reflects the internal
350 consistency of the indicators measuring a given construct. The composite reliability for each
351 construct was higher than 0.6, thus confirming the reliability of the model. Convergent validity
352 demonstrates if different indicators measuring the same construct have strongly correlated
353 scores. Table 3 shows that the factor loadings for the indicators measuring the same construct
354 were statistically significant and greater than 0.5 and the average variance extracted for each
355 construct was higher than 0.5, which confirmed the convergent validity of the measurement
356 model. Discriminant validity is evaluated if the constructs are adequately distinguishable from
357 one another and is established when the square root of the average variance extracted for each
358 construct is much larger than any of the correlation among any pair of latent constructs. Table 4
359 shows that the measurement model meets the requirement for discriminant validity. Note that
360 recognizing high variability in the data, the level of significance is considered as 10% for this
361 study, which corroborates to some existing studies (see Ali et al. (2018) for more details).

362

Table 3. Validity and Reliability of the Measurement Model

Constructs	Indicators	Mean	SD	Factor Loadings	Cronbach's Alpha	CR	AVE
Road Infrastructure Safety Perception (RISP)	RISP1	3.653	1.237	0.863	0.889	0.889	0.728
	RISP2	3.612	1.375	0.838			
	RISP3	3.591	1.299	0.860			
Risk Perception (RP)	RP1	3.923	1.177	0.851	0.939	0.939	0.719
	RP2	3.847	1.276	0.854			
	RP3	3.865	1.262	0.855			
	RP4	3.841	1.174	0.830			
	RP5	3.847	1.283	0.838			
	RP6	3.853	1.181	0.859			
Attitude towards Traffic Safety Responsibility (ATSR)	ATSR1	3.803	1.264	0.892	0.947	0.947	0.780
	ATSR2	3.794	1.328	0.877			
	ATSR3	3.797	1.311	0.884			
	ATSR4	3.741	1.336	0.878			
	ATSR5	3.827	1.260	0.886			
Attitude (ATT)	ATT1	3.865	1.180	0.866	0.903	0.904	0.758
	ATT2	3.785	1.270	0.850			
	ATT3	3.882	1.199	0.899			
Subjective Norm (SN)	SN1	3.253	1.427	0.882	0.918	0.918	0.789
	SN2	3.232	1.494	0.996			
	SN3	3.235	1.465	0.885			
Perceived Behavioral Control (PBC)	PBC1	3.753	1.409	0.874	0.883	0.884	0.717
	PBC2	3.750	1.402	0.850			
	PBC3	3.762	1.469	0.815			
Perceived Fairness (PF)	PF1	3.459	1.413	0.859	0.849	0.850	0.739
	PF2	3.512	1.369	0.860			
Perceived Effectiveness (PE)	PE1	3.456	1.368	0.778	0.813	0.814	0.686
	PE2	3.503	1.282	0.882			
Intention to Pay (ITP)	ITP1	3.688	1.225	0.797	0.819	0.820	0.603
	ITP2	3.762	1.262	0.736			
	ITP3	3.756	1.198	0.797			

364 *Note: CR – Composite Reliability; AVE – Average Variance Explained.*

Table 4. Discriminant Validity of the CFA Model

	RISP	RP	ATSR	ATT	SN	PBC	PF	PE	ITP
RISP	0.853								
RP	0.194	0.848							
ATSR	0.237	0.486	0.883						
ATT	0.175	0.421	0.250	0.871					
SN	0.209	0.352	0.295	0.257	0.888				
PBC	0.149	0.454	0.436	0.303	0.274	0.847			
PF	0.231	0.518	0.387	0.469	0.278	0.388	0.860		
PE	0.183	0.450	0.488	0.357	0.222	0.407	0.454	0.828	
ITP	0.390	0.573	0.534	0.459	0.365	0.533	0.538	0.509	0.777

366 3.2.2 *Goodness-of-Fit Measures of the Measurement Model*

367 Several goodness-of-fit indices are commonly used to assess the fit of the CFA model including
 368 chi-square (χ^2), Goodness-of-Fit Index, Adjusted Goodness-of-Fit Index, Normalized Fit Index,
 369 Comparative Fit Index, Tucker-Lewis Index, Standardized Root Mean Square Residual, and the
 370 Root Mean Square Error of Approximation. An insignificant chi-square test ($p > 0.05$) is an
 371 indication of a good model fit. However, the chi-square statistic being too sensitive to sample
 372 size nearly rejects the model with a large sample size. To minimize the impact of sample size, an
 373 alternative approach called the normed chi-square (χ^2/df) is used. As shown in Table 5, the
 374 comparison of all the fit indices with their corresponding thresholds provided evidence of a good
 375 model fit (except the chi-square statistic), thereby demonstrating that the measurement model
 376 exhibited a good fit for the data. Other indicators are also present in Table 5 and can be
 377 interpreted similarly.

378 Table 5. Overall Fit of the CFA Model

Measures	Value	Recommended Value
Normed Chi-square (χ^2/df)	1.644	≤ 3.0
Goodness-of-Fit Index (GFI)	0.900	≥ 0.90
Adjusted Goodness-of-Fit Index (AGFI)	0.874	≥ 0.80
Normalized Fit Index (NFI)	0.924	≥ 0.90
Comparative Fit Index (CFI)	0.968	≥ 0.90
Tucker-Lewis Index (TLI)	0.963	≥ 0.90
Root Mean Square Error of Approximation (RMSEA)	0.044 (0.959) ^a	≤ 0.80
Standardized Root Mean Square Residual (SRMR)	0.030	≤ 0.80

379 *Note: $\chi^2 = 606.711$, $df = 369$, p -value < 0.001 , ^a p -value $< = 0.05$*

380 3.2.3 *Assessment of common method*

381 As all the variables in this study were collected from the same source (car drivers), and at the
 382 same time using a single data collection method, and therefore, there may be a possibility that
 383 common method variance (Podsakoff and Organ, 1986) may have affected the strengths of the
 384 observed relationships between the constructs. To assess the potential impact of this form of bias,

385 the hypothesized model in Figure 1 was re-estimated with a single common method factor
386 approach (Wen Lim et al., 2018). According to this approach, a CFA was performed where the
387 items were loaded upon their respective constructs; a common method factor was added to the
388 model and paths from it to each indicator were drawn. Before running this analysis, all the
389 loadings onto the method factor were held to be equivalent. Also, the method factor was
390 specified as uncorrelated with the substantive constructs. The results of this test revealed that the
391 fit indices of this model ($\chi^2/df = 1.712$, GFI = 0.894, AGFI = 0.870, NFI = 0.918, CFI = 0.964,
392 TLI = 0.959, RMSEA = 0.046, SRMR = 0.103), except SRMR, were very similar to those of the
393 general measurement model in Table 5. The addition of a common method factor captured
394 28.52% of the total variance, which is less than the specified threshold of 50% in a recent study
395 (Eichhorn, 2014). The results indicate that the addition of common method factor did not
396 improve model fit (p -value for chi-square test > 0.1) and therefore due to parsimony, the initial
397 model was retained. Meanwhile, although a small degree of common method variance may be
398 present, it is not strong enough to meaningfully influence the results.

399 3.3 SEM

400 3.3.1 Path analysis

401 Table 6 represents the results of the path analysis with standardized coefficients. Similar to the
402 CFA, the fit indices of the SEM results ($\chi^2/df = 1.644$, GFI = 0.900, AGFI = 0.874, NFI = 0.924,
403 CFI = 0.968, TLI = 0.963, RMSEA = 0.044, SRMR = 0.030), indicate that the model exhibited a
404 good fit for the data. Road Infrastructure Safety Perception ($\beta = 0.201$), Risk Perception ($\beta =$
405 0.166), Attitude towards Traffic Safety Responsibility ($\beta = 0.157$), Perceived Fairness ($\beta =$
406 0.134), and Perceived Effectiveness ($\beta = 0.116$) were positively and significantly associated with
407 the ITP for road safety improvement. Among the three variables of TPB, Attitude ($\beta = 0.131$)

408 and Perceived Behavioral Control ($\beta = 0.202$) were positively and significantly associated with
 409 ITP, while Subjective Norm was positive but insignificant ($\beta = 0.067$). Altogether, our
 410 developed model explained about 58% of the variance in ITP.

411 Table 6. SEM Results

Latent Variable	Coefficient	SE	p-value	Hypothesis
Road Infrastructure Safety Perception (RISP)	0.201	0.046	0.000	H ₄ (Supported)
Risk Perception (RP)	0.166	0.062	0.009	H ₅ (Supported)
Attitude towards Traffic Safety Responsibility (ATSR)	0.157	0.052	0.008	H ₆ (Supported)
Attitude (ATT)	0.131	0.054	0.020	H ₁ (Supported)
Subjective Norm (SN)	0.067	0.040	0.191	H ₂ (Not supported)
Perceived Behavioral Control (PBC)	0.202	0.052	0.001	H ₃ (Supported)
Perceived Fairness (PF)	0.134	0.053	0.041	H ₇ (Supported)
Perceived Effectiveness (PE)	0.116	0.059	0.071	H ₈ (Supported)

412 *Note: Goodness of fit: $\chi^2 = 606.711$, $df = 369$, $p < 0.000$, $\chi^2/df = 1.644$, $GFI = 0.900$, $AGFI = 0.874$, $NFI = 0.924$,*
 413 *CFI = 0.968, TLI = 0.963, RMSEA = 0.044 ($p = 0.959$), SRMR = 0.030*

414 3.3.2 Moderating effects

415 The next natural step is to test the moderating effects of certain individual characteristics. In
 416 order to test moderating effects, a prerequisite is to create groups. Smaller groups could create
 417 insignificance issue and therefore to create equal numbers of participants in each age group, the
 418 respondents were divided into two groups, i.e., less/equal to 30 years and above 30 years.
 419 Similarly, the two income groups were split based on the personal monthly income of the
 420 respondents (Dawn, 2006) as ITP for road accident risk reduction varies with the income level
 421 (Haddak et al., 2016). The first income group (low/middle-income) comprised of respondents
 422 whose monthly income was less than or equal to 100,000 PKR. The second group (high-income)

423 comprised of respondents having monthly income above 100,000 PKR. The distribution of these
424 groups is given in Section 2 (Table 1). The rationale for combining low- and middle-income
425 people into a single group was to obtain equal numbers of participants in each group and avoid
426 biasedness caused by dominant income group. This is also evident from our survey sample.
427 Similarly, for the accident experience, the two groups were split based on whether the respondent
428 him/herself (direct victim) or any of his/her close relatives or friends (indirect victim) has
429 experienced any kind of road traffic accident in the last 3 years (Haddak et al., 2016). The
430 victims (direct/indirect) of road traffic accidents are more anxious/worried about their road safety
431 and this, in turn, is associated with their ITP for road traffic accident risk reduction and road
432 safety improvement (Bhattacharya et al., 2006).

433 The measurement invariance test was performed for each characteristic as an initial step, and
434 results are presented in Table 7. The results confirmed the measurement invariance between
435 genders, age groups, income groups, and accident experience groups because the chi-square
436 difference between the unrestricted and restricted (equal factor loadings called full metric
437 invariance) models was insignificant ($p > 0.1$). As a next step, the moderating effects of the
438 aforementioned individual characteristics on every path were tested using the Satorra-Bentler
439 chi-square difference test between the models with (the model with a coefficient of the latent
440 variable to be tested was fixed for all groups) and without the constraints. For example, to test
441 the moderating effect of gender on risk perception (RP), the Satorra-Bentler chi-square
442 difference test between the model with (the model with a coefficient of $RP \rightarrow ITP$ fixed for both
443 groups) and without the constraints was conducted. The result was significant ($\Delta\chi^2(1) = 4.23$, p -
444 *value* < 0.1), indicating the statistically significant difference between the two models. Thus, the
445 magnitude of the two path coefficients was significantly different in the two models, implying

446 the presence of the moderating effect of gender on the path between Risk Perception and ITP.
 447 The association of Risk Perception with ITP was stronger for drivers above 30 years than for
 448 less/equal to 30 years' old. In the same way, the moderating effects of all the stated individual
 449 characteristics were tested for all the hypothesized relationships in Figure 2. Table 8 shows only
 450 the significant results for the moderating effects of gender, age, personal income, and accident
 451 experience on the relationships.

452 Table 7. Measurement Invariance Test for demographics

Groups	Model	χ^2 (df)	CFI	TLI	RMSEA	$\Delta\chi^2$ (Δ df)	Results
Gender	Non-restricted	1373.393 (834)	0.931	0.928	0.062	19.852 (21)	Supported
	Full-metric invariance	1393.244 (855)	0.931	0.929	0.061	$p = 0.5307$ (insignificant)	
Age	Non-restricted	1159.930 (834)	0.957	0.956	0.048	29.472 (21)	Supported
	Full-metric invariance	1189.403 (855)	0.956	0.955	0.048	$p = 0.1031$ (insignificant)	
Personal Income	Non-restricted	1153.251 (834)	0.956	0.954	0.047	28.755 (21)	Supported
	Full-metric invariance	1182.005 (855)	0.955	0.954	0.047	$p = 0.12$ (insignificant)	
Accident Experience	Non-restricted	1230.485 (834)	0.947	0.944	0.053	19.852 (21)	Supported
	Full-metric invariance	1259.249 (855)	0.945	0.944	0.053	$p = 0.5307$ (insignificant)	

453
 454 The links between Attitude towards Traffic Safety Responsibility, Risk Perception, Perceived
 455 Fairness, and ITP were significantly different at the 90% confidence level between the two age
 456 groups. People aged above 30 years showed more positive attitude towards road traffic safety
 457 responsibility than their younger (less/equal to 30 years) counterparts. Results also show that
 458 above 30 year's aged group stated higher Risk Perception of accident involvement than young-
 459 aged group. The relationship between Perceived Fairness and ITP was significantly higher for
 460 young drivers compared to the drivers aged above 30 years. In addition, the link between
 461 Perceived Behavioral Control and ITP was significantly different at the 90% confidence level for

462 the two income groups. This implies the presence of the moderating effect of personal income on
 463 the relationship between Perceived Behavioral Control and ITP. The relationship between
 464 Perceived Behavioral Control and ITP was more prominent for the high-income group than for
 465 the middle/low-income group. Similarly, the path between Risk Perception and ITP was
 466 significantly different between the victims (direct/indirect) of road traffic accidents and the non-
 467 victims. The association of Risk Perception with ITP was stronger for victims than for non-
 468 victims.

469 Table 8. Moderating effect test for demographics

Moderator	Group		Path	$\Delta\chi^2(\Delta df)$	p-value
Gender	Male	Female	RP → ITP	4..2293 (1)	0.03973
	0.117	0.524*			
Age	Less/equal to 30 years	Over 30 years	ATSR → ITP	3.9235 (1)	0.04761
	0.017	0.254*			
Age	0.002	0.270*	RP → ITP	4.1805 (1)	0.04089
	0.327*	0.061	PF → ITP	3.1951 (1)	0.07386
Personal Income	High-Income	Middle/low Income	PBC → ITP	6.8844 (1)	0.00869 5
	0.276*	0.063			
Accident Experience	Yes	No	RP → ITP	3.9371 (1)	0.04723
	0.375*	0.135			

470 Note: * $p < 0.1$

471 4. Discussion

472 This study aimed at understanding public ITP for road safety improvement through
 473 psychological factors embedded in the simple TPB (i.e., the extended TPB). Using SEM, this
 474 study found that all the variables of the extended TPB except the Subjective Norm were
 475 significantly associated with the ITP for road safety improvement. Additionally, individual
 476 characteristics moderated the association of certain independent variables with the ITP for road

477 accident risk reduction. The relationship between ITP for road accident risk reduction and
478 independent variables. Results (including each component of the extended TPB and moderating
479 effects) are further discussed in detail in ensuing paragraphs.

480 Road Infrastructure Safety Perception was identified as a significant antecedent of ITP for road
481 safety improvement, thereby suggesting that individuals are mostly concerned about the road
482 infrastructure they use to drive. This finding is intuitive as poorly maintained road infrastructure
483 confuses road users (Aworemi et al., 2010) and leads to accident causation (Ahmed, 2013). The
484 roads in the country suffer from blatant deterioration (Pak-RAP, 2018), and therefore, most car
485 drivers in our survey stated that the roads in the city are not safe for driving and were, therefore,
486 more likely to pay for road safety improvement. Another important factor is Risk Perception,
487 which also had a significant association with ITP. This finding is quite intuitive and consistent
488 with previous studies on road traffic accidents risk mitigation (Rundmo and Moen, 2007) and
489 ITP for road accident risk reduction (Mon et al., 2018). Therefore, in our survey, individuals who
490 stated a higher risk perception of involvement in road traffic accident were more likely to pay for
491 improving their safety and reducing the risk of involvement in road traffic accident. Similarly,
492 Attitude towards Traffic Safety Responsibility was found to be significantly associated with ITP.
493 People who possess a positive Attitude towards Traffic Safety Responsibility are concerned
494 about self and others' road safety (Yao and Wu, 2012) and likely to pay for road traffic safety
495 improvement (Andersson and Lindberg, 2009, Lindberg, 2003). Furthermore, in line with TPB
496 (Ajzen, 1991) and studies on intentions towards driving behavior (Cristea et al., 2013), Attitude
497 was significantly associated with ITP for road safety improvement. People who are more
498 concerned about the risk of road traffic accident involvement will consider road traffic safety to
499 be more important and will be more likely to pay for road safety enhancement. In this survey,

500 individuals who stated more positive attitude towards road traffic accident risk reduction and
501 road safety improvement stated a higher ITP. Another factor, Perceived Behavioral Control, was
502 found to be substantially associated with ITP for road safety improvement. This finding is
503 consistent with TPB (Ajzen, 1991) and previous studies on the acceptability of congestion
504 pricing (Sun et al., 2016) and internet banking (Lee, 2009). From the theory of micro-economics,
505 people buy/pay for goods/services which they can afford constrained to their budget (Ben-Akiva
506 and Bierlaire, 1999). People pay a proportion of their income for public policies and will accept
507 the policy if they perceive control over their income and the money they consider paying for the
508 public policy. In this study, individuals who stated more control over their money were more
509 likely to pay for road traffic accident risk reduction and road safety improvement. Similarly,
510 Perceived Fairness was identified as a significant factor associated with ITP for road traffic
511 accident risk reduction and road safety improvement. This is similar to findings in previous
512 studies on e-commerce (Kim et al., 2008), acceptability of congestion pricing (Sun et al., 2016),
513 and acceptability of road pricing (Holguín-Veras et al., 2020). People will accept a public policy
514 if they consider the cost for it to be fair (Bertsimas et al., 2011). Individuals who perceived the
515 road safety policy and the payment for it as fair had higher ITP in this study. Finally, Perceived
516 Effectiveness also had a significant association with ITP. This finding is also in line with
517 previous studies in the context of users' acceptability of road pricing (Jakobsson et al., 2000),
518 congestion pricing (Sun et al., 2016), and increase in fuel pricing (Eriksson et al., 2006). Road
519 safety programs and policies, being public policies, are evaluated by road users (Ulleberg, 2001)
520 and will only comply when they perceive them as appropriate (Tyler, 2006). Everything else
521 being equal, the more individuals perceive a road safety program to be effective, the more they
522 will be likely to contribute to it.

523 Among the three latent constructs of TPB, only Subjective Norm was insignificantly associated
524 with ITP for road safety improvement. This finding is in line with previous studies on intention
525 to texting while driving (Prat et al., 2015), and intention towards cycle commuting (Lois et al.,
526 2015). The rationale for this finding would be that Subjective Norm, in the context of road traffic
527 safety, is not a characteristic to be seen by others, and the individuals' payment for road traffic
528 safety remains confidential. Also, when it comes to public road traffic safety, most of the
529 association of Subjective Norm was covered by Attitude towards Traffic Safety Responsibility,
530 and therefore, Subjective Norm was found to be insignificant.

531 Apart from studying the effects of variables on ITP, this study also analyzed moderating effects
532 through the developed model. In particular, we find significant moderating effects of age,
533 gender, personal income, and accident experience on the relationships between independent
534 variables and ITP for road safety improvement. Risk Perception was more strongly associated
535 with ITP for females than for males. This might be because female drivers perceive greater risk
536 (Rhodes and Pivik, 2011) and ITP is directly proportional to the risk perception of road traffic
537 accident involvement (Andersson and Lindberg, 2009) and females, compared to males, are
538 more likely to pay to reduce their risk of road accident involvement (Haddak et al., 2016).
539 Similarly, the relationship between Risk Perception and ITP was also moderated by age, and the
540 association was higher for drivers above 30 years. Previous studies found that ITP is proportional
541 to the perception of risk of accident involvement (Haddak et al., 2016), and young drivers
542 underestimate their risk (Delhomme et al., 2009). Also, people above 30 years are more likely to
543 pay for risk reduction of road traffic accidents compared to people less than 30 years old (Yang
544 et al., 2016). Finally, in line with previous studies, the relationship between Risk Perception and
545 ITP was significantly different between the two groups based on accident experience, and the

546 association was higher for the victims. Contributing to road traffic safety enhancement is
547 associated with risk perception (Rundmo, 1996). The victims of road traffic accidents are more
548 anxious/worried (Rundmo and Moen, 2006) and more likely to pay for road safety improvement
549 (Haddak et al., 2016). Similar results were found for moderating effects between (i) Attitude
550 towards Traffic Safety Responsibility and ITP for age (i.e., ITP was higher for the above 30
551 year's old drivers), (ii) Perceived Fairness with ITP for age (i.e., ITP was significantly higher for
552 younger (less/equal to 30 years) drivers), and (iii) Perceived Behavioral Control and ITP for
553 income group (i.e., ITP was significantly higher for high-income group than for middle-/low-
554 income group), and as such, they are not described in detail herein.

555 ~~This findings of this~~ study ~~have determined found~~ the factors associated with people's behavior
556 towards payment for road safety programs. ~~Findings of this study~~They demonstrate ~~the~~
557 promising implications for policy implementation and can be used as a decision support to
558 understand future policy decisions. ~~The identify~~ing~~ation~~ of factors associated with ITP would
559 help in proper safety campaigns for affecting ~~the~~ behavior of road users and eliciting their
560 contribution to road safety programs in monetary terms. ~~The Furthermore,~~ moderating effects
561 ~~examined in this study~~ have provided disaggregated findings to provide project-specific inputs
562 for policy implementation. This will help in determining specific groups of road users that are
563 likely to pay for road traffic safety improvement and future road safety policies will focus on
564 these groups for policy implementation.

565 **5. Conclusions, limitations and future research directions**

566 This study applied the framework of TPB to investigate the psychological determinants of public
567 ITP for road safety improvement and extended TPB by adding Road Infrastructure Safety
568 perception, Risk Perception, Attitude towards Traffic Safety Responsibility, Perceived Fairness,

569 and Perceived Effectiveness. Also, the moderating effects of gender, age, income, and accident
570 experience on the relationship between public ITP for road safety improvement and independent
571 variables were determined. Results of the structural equation model revealed that all the variables
572 of the extended TPB except the Subjective Norm, a standard component of TPB, were
573 significantly associated with the ITP for road safety improvement. Gender moderated the
574 relationship between risk perception and ITP. Age moderated the relationship between Attitude
575 towards Traffic Safety responsibility, Risk Perception, Perceived Fairness and ITP. Furthermore,
576 income moderated the relationship between Perceived behavioral Control and ITP, while
577 accident experience moderated the relation between Risk perception and ITP. The findings
578 provide promising implications for safety campaigns for affecting the behavior towards
579 contribution to road safety programs in monetary terms.

580 This study has some limitations that could be addressed in future studies. First, this study
581 considered public's ITP as a latent variable only and did not add ITP as an actual value (stated
582 amount of money). Second, the present study did not investigate all factors such as personal
583 beliefs, trust in government policies, etc. that might influence acceptance of ITP. In particular,
584 more research is also required to understand the impact of other demographic variables, such as
585 family status, education, etc. Information about the introduction and effectiveness of specific
586 road safety interventions/measures should be given to the respondents based on their cognitive
587 ability and their beliefs to enhance the validity of their responses to the ITP questions. Third, a
588 hybrid choice model (Ben-Akiva et al., 2002) that combines the latent variables (as in the
589 extended TPB model) and actual choice behavior (as in a discrete choice model) to account for
590 asymmetric preference formation in ITP is suggested for future research. Finally, ITP space

591 models should be used to better characterize the distribution of ITP among the population. Our
592 future research efforts will consider these limitations.

593 Although our study has a few limitations, it adds a great value to our understanding of the
594 people's ITP for road safety improvement. The results in this study have contributed to
595 understand the psychological determinants of ITP in a developing country. Although the findings
596 of this study are limited to Pakistan context only, the findings can be applied (and generalized) to
597 other developing countries with similar economy and drivers' attitude towards road safety.
598 Similarly, the extended TPB can be adopted in other parts of world to examine how drivers
599 perceive road safety and consequently understand their ITP. By adding new variables to the TPB,
600 this study has provided theoretical support for the application of the extended TPB to
601 understanding the public ITP for road safety improvement.

602 **Funding Sources**

603 This research did not receive any specific grant from funding agencies in the public, commercial,
604 or not-for-profit sectors.

605 **Appendix A**

606

Table A1. Skewness and Kurtosis Indexes of the Data

Indicators	Skewness Value	Kurtosis Value	Indicators	Skewness Value	Kurtosis Value
RISP1	0.164	-1.389	ATT2	-1.346	0.884
RISP2	0.351	-1.140	ATT3	-1.296	0.798
RISP3	0.242	-1.033	SN1	-0.780	-0.775
RP1	-0.857	-0.692	SN2	-0.806	-0.820
RP2	-0.855	-0.694	SN3	-0.784	-0.823
RP3	-0.884	-0.750	PBC1	-1.046	-0.016
RP4	-0.865	-0.702	PBC2	-1.042	-0.087
RP5	-0.884	-0.709	PBC3	-1.118	0.027
RP6	-0.870	-0.749	PF1	-0.398	-1.457
ATSR1	-0.972	-0.474	PF2	-0.384	-1.461
ATSR2	-0.976	-0.464	PE1	-0.577	-1.197
ATSR3	-0.971	-0.459	PE2	-0.559	-1.152
ATSR4	-0.977	-0.499	ITP1	-0.941	-0.490
ATSR5	-0.966	-0.455	ITP2	-0.953	-0.530
ATT1	-1.161	0.526	ITP3	-0.944	-0.458

607

608 **References**

- 609 AHMED, A. 2007. National Road Safety Plan 2007-2012. *Islamabad: National Road Safety*
610 *Secretariat, Ministry of Communications, 2, 4.*
- 611 AHMED, I. 2013. Road infrastructure and road safety. *Transp. Commun. Bull. Asia Pac.* 83, 19-
612 25.
- 613 AJZEN, I. 1991. The theory of planned behavior. *Organ. Behav. Hum. Decis. Process.* 50, 179-
614 211.
- 615 ALI, Y., SHARMA, A., HAQUE, M. M., ZHENG, Z. & SAIFUZZAMAN, M. 2020. The
616 impact of the connected environment on driving behavior and safety: A driving simulator
617 study. *Accid. Anal. Prev.* 144, 105643.
- 618 ALI, Y., ZHENG, Z. & HAQUE, M. M. 2018. Connectivity's impact on mandatory lane-
619 changing behaviour: Evidences from a driving simulator study. *Transp. Res. Part C*
620 *Emerg. Technol.* 93, 292-309.
- 621 ANDERSON, J. C. & GERBING, D. W. 1988. Structural equation modeling in practice: A
622 review and recommended two-step approach. *Psychol. Bull.* 103, 411.
- 623 ANDERSSON, H. & LINDBERG, G. 2009. Benevolence and the value of road safety. *Accid.*
624 *Anal. Prev.* 41, 286-293.
- 625 AUZOULT, L., LHEUREUX, F., HARDY-MASSARD, S., MINARY, J. P. & CHARLOIS, C.
626 2015. The perceived effectiveness of road safety interventions: Regulation of drivers'
627 behavioral intentions and self-consciousness. *Transp. Res. Part F Traffic Psychol. Behav.*
628 34, 29-40.
- 629 AWOREMI, J. R., ABDUL-AZEEZ, I. A. & OLABODE, S. O. 2010. Analytical study of the
630 causal factors of road traffic crashes in southwestern Nigeria. *Educ. Res.* 1, 118-124.

631 BACKER-GRØNDAHL, A., FYHRI, A., ULLEBERG, P. & AMUNDSEN, A. H. 2009.
632 Accidents and unpleasant incidents: worry in transport and prediction of travel behavior.
633 Risk Anal. 29, 1217-1226.

634 BEN-AKIVA, M. & BIERLAIRE, M. 1999. Discrete choice methods and their applications to
635 short term travel decisions. *Handbook of transportation science*. Springer.

636 BEN-AKIVA, M., MCFADDEN, D., TRAIN, K., WALKER, J., BHAT, C., BIERLAIRE, M.,
637 BOLDUC, D., BOERSCH-SUPAN, A., BROWNSTONE, D. & BUNCH, D. S. 2002.
638 Hybrid choice models: Progress and challenges. Mark. Lett. 13, 163-175.

639 BERTSIMAS, D., FARIAS, V. F. & TRICHAKIS, N. 2011. The price of fairness. Oper. Res. 59,
640 17-31.

641 BHATTACHARYA, S., ALBERINI, A. & CROPPER, M. L. 2006. *The value of mortality risk*
642 *reductions in Delhi, India*, The World Bank.

643 BROWN, I. & GROEGER, J. 1988. Risk perception and decision taking during the transition
644 between novice and experienced driver status. Ergon. 31, 585-597.

645 CASTANIER, C., DEROCHE, T. & WOODMAN, T. 2013. Theory of planned behaviour and
646 road violations: The moderating influence of perceived behavioural control. Transp. Res.
647 Part F Traffic Psychol. Behav. 18, 148-158.

648 CHATURABONG, P., KANITPONG, K. & JIWATTANAKULPAISARN, P. 2011. Analysis of
649 costs of motorcycle accidents in Thailand by willingness-to-pay method. Transp. Res.
650 Rec. 2239, 56-63.

651 COLE, D. A., MARTIN, N. C. & STEIGER, J. H. 2005. Empirical and conceptual problems
652 with longitudinal trait-state models: introducing a trait-state-occasion model. Psychol.
653 Methods. 10, 3.

654 CONNER, M. & ARMITAGE, C. J. 1998. Extending the theory of planned behavior: A review
655 and avenues for further research. *J. Appl. Soc. Psychol.* 28, 1429-1464.

656 CRISTEA, M., PARAN, F. & DELHOMME, P. 2013. Extending the theory of planned
657 behavior: The role of behavioral options and additional factors in predicting speed
658 behavior. *Transp. Res. Part F Traffic Psychol. Behav.* 21, 122-132.

659 DAVIS, F. D. 1989. Perceived usefulness, perceived ease of use, and user acceptance of
660 information technology. *MIS Q.* 319-340.

661 DAVIS, F. D. & VENKATESH, V. 1996. A critical assessment of potential measurement biases
662 in the technology acceptance model: three experiments. *Int. J. Hum. Comput. Stud.* 45,
663 19-45.

664 DAWN. 2006. *Defining income groups* [Online]. Available:
665 <https://www.dawn.com/news/219652> [Accessed February 20, 2021].

666 DELHOMME, P., VERLHIAC, J.-F. & MARTHA, C. 2009. Are drivers' comparative risk
667 judgments about speeding realistic? *J. Saf. Res.* 40, 333-339.

668 EICHHORN, B. R. 2014. Common method variance techniques. *Cleveland State University,*
669 *Department of Operations & Supply Chain Management. Cleveland, OH: SAS Institute*
670 *Inc*, 1-11.

671 ELIASSON, J. 2016. Is congestion pricing fair? Consumer and citizen perspectives on equity
672 effects. *Transp. Policy.* 52, 1-15.

673 ELIE-DIT-COSAQUE, C., PALLUD, J. & KALIKA, M. 2011. The influence of individual,
674 contextual, and social factors on perceived behavioral control of information technology:
675 A field theory approach. *J. Manag. Inf. Syst.* 28, 201-234.

676 ERIKSSON, L., GARVILL, J. & NORDLUND, A. M. 2006. Acceptability of travel demand
677 management measures: The importance of problem awareness, personal norm, freedom,
678 and fairness. *J. Environ. Psychol.* 26, 15-26.

679 FISHBEIN, M. & AJZEN, I. 1977. Belief, attitude, intention, and behavior: An introduction to
680 theory and research.

681 FORWARD, S. E. 2009. The theory of planned behaviour: The role of descriptive norms and
682 past behaviour in the prediction of drivers' intentions to violate. *Transp. Res. Part F*
683 *Traffic Psychol. Behav.* 12, 198-207.

684 GEORGIADIS, L., NEELY, M. J. & TASSIULAS, L. 2006. *Resource allocation and cross-*
685 *layer control in wireless networks*, Now Publishers Inc.

686 GONZÁLEZ, R. M., ROMÁN, C., AMADOR, F. J., RIZZI, L. I., DE DIOS ORTÚZAR, J.,
687 ESPINO, R., MARTÍN, J. C. & CHERCHI, E. 2018. Estimating the value of risk
688 reductions for car drivers when pedestrians are involved: a case study in Spain. *Transp.*
689 *45*, 499-521.

690 HADDAK, M. M., LEFÈVRE, M. & HAVET, N. 2016. Willingness-to-pay for road safety
691 improvement. *Transp. Res. Part A Policy Pract.* 87, 1-10.

692 HAIR, J., ANDERSON, R., TATHAM, R. & BLACK, W. 2006. *Multivariate data analysis* 6th
693 edition prentice hall. *New Jersey*.

694 HENSHER, D. A., ROSE, J. M., DE DIOS ORTÚZAR, J. & RIZZI, L. I. 2009. Estimating the
695 willingness to pay and value of risk reduction for car occupants in the road environment.
696 *Transp. Res. Part A Policy Pract.* 43, 692-707.

697 HENSHER, D. A. & SULLIVAN, C. 2003. Willingness to pay for road curviness and road type.
698 *Transp. Res. Part D Transp. Environ.* 8, 139-155.

699 HOLGUÍN-VERAS, J., ENCARNACIÓN, T. & GONZÁLEZ-CALDERÓN, C. A. 2020. User
700 perception of fairness of time-of-day pricing and other typical toll discounts. *Transp. Res.*
701 *Part A Policy Pract.* 137, 560-581.

702 HYDER, A. A. & MORROW, R. H. 2000. Applying burden of disease methods in developing
703 countries: a case study from Pakistan. *Am. J. Public Health.* 90, 1235.

704 JAKOBSSON, C., FUJII, S. & GÄRLING, T. 2000. Determinants of private car users'
705 acceptance of road pricing. *Transp. Policy.* 7, 153-158.

706 JARVIS, C. B., MACKENZIE, S. B. & PODSAKOFF, P. M. 2003. A critical review of
707 construct indicators and measurement model misspecification in marketing and consumer
708 research. *J. Consum. Res.* 30, 199-218.

709 KIM, D. J., FERRIN, D. L. & RAO, H. R. 2008. A trust-based consumer decision-making model
710 in electronic commerce: The role of trust, perceived risk, and their antecedents. *Decis.*
711 *Support Syst.* 44, 544-564.

712 KLINE, R. B. 2011. Principles and practice of structural equation modeling (3. Baskı). *New*
713 *York, NY: Guilford.*

714 LEE, M.-C. 2009. Factors influencing the adoption of internet banking: An integration of TAM
715 and TPB with perceived risk and perceived benefit. *Electron. Commer. Res. Appl.* 8,
716 130-141.

717 LINDBERG, G. 2003. Benevolence and the value of statistical life-safety of children relatives
718 and friends. *The Swedish National Road and Transport Research Institute, mimeo.*

719 LOIS, D., MORIANO, J. A. & RONDINELLA, G. 2015. Cycle commuting intention: A model
720 based on theory of planned behaviour and social identity. *Transp. Res. Part F Traffic*
721 *Psychol. Behav.* 32, 101-113.

722 MINISTRY OF JUSTICE 2012. Public Attitude Survey, Road Safety Unit, Police Services
723 Division. British Columbia.

724 MON, E. E., JOMNONKWAO, S., KHAMPIRAT, B., SATIENNAM, T. &
725 RATANAVARAHA, V. 2019. Estimating the willingness to pay and the value of fatality
726 risk reduction for car drivers in Myanmar. *Case Stud. Transp. Policy.* 7, 301-309.

727 MON, E. E., JOMNONKWAO, S., KHAMPIRAT, B., SATIENNAM, W. &
728 RATANAVARAHA, V. 2018. Willingness to pay for mortality risk reduction for traffic
729 accidents in Myanmar. *Accid. Anal. Prev.* 118, 18-28.

730 PAK-RAP. 2018. *Pakistan Road Assessment Programme Phase 1* [Online]. Available:
731 [https://www.irap.org/2018/10/pakistan-road-assessment-programme-pakrap-phase-1-](https://www.irap.org/2018/10/pakistan-road-assessment-programme-pakrap-phase-1-project-complete/)
732 [project-complete/](https://www.irap.org/2018/10/pakistan-road-assessment-programme-pakrap-phase-1-project-complete/) [Accessed February 20, 2021].

733 PODSAKOFF, P. M. & ORGAN, D. W. 1986. Self-reports in organizational research: Problems
734 and prospects. *J. Manag.* 12, 531-544.

735 PRAT, F., GRAS, M., PLANES, M., GONZÁLEZ-IGLESIAS, B. & SULLMAN, M. 2015.
736 Psychological predictors of texting while driving among university students. *Transp. Res.*
737 *Part F Traffic Psychol. Behav.* 34, 76-85.

738 RAM, T. & CHAND, K. 2016. Effect of drivers' risk perception and perception of driving tasks
739 on road safety attitude. *Transp. Res. Part F Traffic Psychol. Behav.* 42, 162-176.

740 RHODES, N. & PIVIK, K. 2011. Age and gender differences in risky driving: The roles of
741 positive affect and risk perception. *Accid. Anal. Prev.* 43, 923-931.

742 ROSSEEL, Y. 2011. lavaan: an R package for structural equation modeling and more Version
743 0.4-9 (BETA)[Internet]. Ghent University.

744 RUNDMO, T. 1996. Associations between risk perception and safety. *Saf. Sci.* 24, 197-209.

745 RUNDMO, T. & MOEN, B. 2007. Risk sensitivity and priority of safety. *Risk Reliab. Soc. Saf.*
746 2, 1623-1629.

747 RUNDMO, T. R. & MOEN, B. R. E. 2006. Risk perception and demand for risk mitigation in
748 transport: A comparison of lay people, politicians and experts. *J. Risk Res.* 9, 623-640.

749 SEN, A. 1987. *On Ethics and Economics*, Oxford, UK, Basil Blackwell.

750 STANTON, N. A. & SALMON, P. M. 2009. Human error taxonomies applied to driving: A
751 generic driver error taxonomy and its implications for intelligent transport systems. *Saf.*
752 *Sci.* 47, 227-237.

753 STATISTICS 2017. Pakistan bureau of statistics: Government of Pakistan. Islamabad, Pakistan.

754 SUN, X., FENG, S. & LU, J. 2016. Psychological factors influencing the public acceptability of
755 congestion pricing in China. *Transp. Res. Part F Traffic psychol. Behav.* 41, 104-112.

756 SVENSSON, M. 2009. The value of a statistical life in Sweden: Estimates from two studies
757 using the "Certainty Approach" calibration. *Accid. Anal. Prev.* 41, 430-437.

758 TAYLOR, S. & TODD, P. A. 1995. Understanding information technology usage: A test of
759 competing models. *Inf. Syst. Res.* 6, 144-176.

760 TRAN, V., ZHAO, S., DIOP, E. B. & SONG, W. 2019. Travelers' Acceptance of Electric
761 Carsharing Systems in Developing Countries: The Case of China. *Sustain.* 11, 5348.

762 TYLER, T. R. 2006. *Why people obey the law*, Princeton University Press.

763 ULLEBERG, P. 2001. Personality subtypes of young drivers. Relationship to risk-taking
764 preferences, accident involvement, and response to a traffic safety campaign. *Transp.*
765 *Res. Part F Traffic Psychol. Behav.* 4, 279-297.

766 WASEEM, H., NASEER, R. & RAZZAK, J. A. 2011. Establishing a successful pre-hospital
767 emergency service in a developing country: experience from Rescue 1122 service in
768 Pakistan. *Emerg. Med. J.* 28, 513-515.

769 WEGMAN, F. 2017. The future of road safety: A worldwide perspective. *IATSS Res.* 40, 66-71.

770 WEN LIM, H., LI, N., FANG, D. & WU, C. 2018. Impact of safety climate on types of safety
771 motivation and performance: Multigroup invariance analysis. *J. Manag. Eng.* 34,
772 04018002.

773 WIJNEN, W. & STIPDONK, H. 2016. Social costs of road crashes: An international analysis.
774 *Accid. Anal. Prev.* 94, 97-106.

775 WU, L. & CHEN, J.-L. 2005. An extension of trust and TAM model with TPB in the initial
776 adoption of on-line tax: an empirical study. *Int. J. Hum. Comput. Stud.* 62, 784-808.

777 YANG, J., DU, F., QU, W., GONG, Z. & SUN, X. 2013. Effects of personality on risky driving
778 behavior and accident involvement for Chinese drivers. *Traffic Inj. Prev.* 14, 565-571.

779 YANG, Z., LIU, P. & XU, X. 2016. Estimation of social value of statistical life using
780 willingness-to-pay method in Nanjing, China. *Accid. Anal. Prev.* 95, 308-316.

781 YAO, L. & WU, C. 2012. Traffic safety for electric bike riders in China: attitudes, risk
782 perception, and aberrant riding behaviors. *Transp. Res. Rec.* 2314, 49-56.

783 ZHENG, Y., MA, Y. & CHENG, J. 2019. Effects of personality traits and sociocognitive
784 determinants on risky riding behaviors among Chinese e-bikers. *Traffic Inj. Prev.* 20,
785 838-843.

786 ZHOU, H., ROMERO, S. B. & QIN, X. 2016. An extension of the theory of planned behavior to
787 predict pedestrians' violating crossing behavior using structural equation modeling.
788 *Accid. Anal. Prev.* 95, 417-424.

789 ZHOU, R., HORREY, W. J. & YU, R. 2009a. The effect of conformity tendency on pedestrians'
790 road-crossing intentions in China: An application of the theory of planned behavior.
791 *Accid. Anal. Prev.* 41, 491-497.

792 ZHOU, R., WU, C., RAU, P.-L. P. & ZHANG, W. 2009b. Young driving learners' intention to
793 use a handheld or hands-free mobile phone when driving. *Transp. Res. Part F Traffic*
794 *Psychol. Behav.* 12, 208-217.

795