Relationship between Skepticism and Decision Making in Audit

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Abstract: Auditors' decision making is especially important and provide the basis of their commenting in audit report. So, recognizing the factors affect on decision making of independent auditors can help audit institutions greatly. One of the important factors that affect decision-making is skepticism. The purpose of this research is investigating the relationship between skepticism indexes and decision making of independent auditors in audit institutions of Iran certified accountant's society. In this study, using 150 independent auditor opinions as a statistical sample and by using modified questionnaire of Hurtt et al., we concluded that in audit institutions of Iran certified accountant's society, there is a positive and significant relationship between skepticism and decision making.

Key words: Skepticism • Decision making and Independent auditors

INTRODUCTION

In many commercial areas, not only audit execution is a necessary, but also audit should be executed by a person or an institution that is properly trained and should be the member of professional association. In these areas we pay more attention to auditors' decision making [1]. One of the schools that was investigated in realm of psychology and audit in recent years and presented the effects of personality property in psychology on audit, is skepticism. Limited researches have done about skepticism and its effect on audit in recent years in the world. Personality property of independent auditors is effective on type and way of their work for discovering aberrations and consequently this problem encircles their jurisdiction and decision making. Skepticism is one of the schools subset of rationalism in psychology. This school has a collection of principles and standards that are investigated in different researches. As an example skeptics don't persist on assertion and their ideas and others and are ever ready to listen to others' comments. By recognizing the main properties or specifications of skepticism and its effect on auditors' behavior and their decision making, we find out the necessity of attention to personality dimensions of independent auditors more than before[2]. In this research, we investigate the relationship between skepticism and decision making.

Importance and Necessity of Subject: According to the effect of personality specifications and psychological properties on auditors' decision making that is proven in different foreign researches, it is necessary to do scientific research in this base in order to investigate pattern of different phases in skepticism for increasing professional skepticism in independent auditors and for improving their decision making more than before [3].

On one hand, professional skepticism was emphasized by international audit standards of America and other countries and became an indissoluble portion of personality specifications in independent auditors and has great effect on improving decision making. Therefore it is necessary to do such researches in each society that is doing audit profession. To have successful competition in audit environment, auditors should try hard to consider expectations of employer and maximize his satisfaction through improvement in decision making and professional jurisdiction. One of the main aspects of this research is its modernity in Iran.

According to the importance of above cases, doing such research about measurement of effect of such school in psychology on improvement of professional jurisdiction and determination of proper standards for this assessment is necessary.

So, the main purpose of this research is investigating the relationship between professional skepticism and professional jurisdiction of independent auditors in audit
institutions of Iran certified accountants' society and trusted audit institutions of Iran stock exchange.

**Theoretical Principles of Research:** Audit standards define professional skepticism as follows: a situation consist of meditation on question and critical assessment of audit instances that is often interpreted as assessment of management fidilities. Recent financial flagrancy caused audit profession have a serious attention to professional skepticism and auditors need high levels of skepticism more than before. At present, auditors promoted the amount of skepticism to skepticism level of juridical experts, to evaluate the correctness of presented instances by management and his loyalty (Auditing standards of America, 2002, No. 99).

Professional skepticism is important both for internal auditors and independent auditors.

Auditors' behavior tests and how skepticism affect on fraud discovering skills is a vital component of preservation against future audit failure. If innate meditation that constitutes auditors skepticism improves, recognition of aberrations in audit process will facilitate. So, appreciation of vitality in high skepticism is clear. Many researches indicated that personality specifications are effective on improving decision making by auditors.

Different skepticism models have been presented by researchers, but none of them have been completed and comprehensive [5-7]. The best criterion for evaluating different aspects of auditors' skepticism in the world is presented and tested by Hurtt and most of the researchers who worked on auditors' skepticism used Hurtt criterion. Hurtt criterion was used to analyze skepticism levels in different researches and reliability of his questionnaire is well proven too.

**Professional Skepticism Indexes:** Hurtt, Eining and Plumlee, in 2003, established a theoretical model of professional skepticism in two realms of skepticism philosophy and audit literature. They present professional skepticism model as a multidimensional structure with 6 properties or indexes. Three primitive indexes related to instances test and consist of: A: questioning mind, B: suspension of judgment, C: search for knowledge. Hurtt et al. emphasized that skepticism caused suspension of judgment and individual decision making and forced him to discover more instances and document and follow information research and consultation [8].

The forth index of skepticism model for Mrs. Hurtt et al. is presenter understanding deals with evidence: D: Interpersonal understanding. They claimed that different person have different understanding of skepticism and this causes different people have different apprehension of similar events and this contrasting perceptions can lead to misleading, fanatically and incorrect information by different people. The fifth and sixth specification of skepticism model for Mrs. Hurtt et al. consist of self confidence and self determination that in relation with activity contraption of a skeptic person for action is on the bases of instances that he or she collects[8]. They augmented that skepticism should pay special attention to self confidence and self determination.

These characteristics create a vast view in skeptics and challenge other hypotheses and resolve false arguments presented by others and the existing contradictions. These 6 indexes presented by Hurtt [8] that is on the basis of skepticism and we explain it as follows. Hurtt indexes are based on questions (that its consistency was proven) that is used by respondents for evaluating themselves.

**Questioning Mind:** Questioning mind of auditor causes an auditor get more information about opportunities of crime committing and contraventions areas. Auditors have this personality characteristic and are not easily under the influence of others remarks [8].

**Suspension of Judgment:** Suspension of judgment means that an auditor is not in a hurry for making decision and shouldn't make any decision until get enough, proper and reliable information [8].

**Search for Knowledge:** When an auditor confronts with complicated status he or she tries to clarify this status by searching information, investigating main aspects of fraud and acquiring knowledge and wisdom [8].

**Interpersonal Understanding:** People perception of fraud and aberration areas is different from each other.

Such different perception causes auditors are different from each other and different in collecting more information and in confronting with contravention committing areas [8].

**Self-Confidence:** Self confidence makes independent auditors with this characteristic more able to collect information for discovering financial frauds. Self-confidence means that an auditor has absolute confidence to his ability, competency, scientific and technical qualifications [8].
Self-Determination: Self-Determination means auditors don't accept others remarks without thinking and research they don't believe in appearance and simulative things except they are proved by research.

Auditors with this characteristic pay special attention to contradictions in remarks or documents and instances. These people are not easily convinced [8].

Decision Making: Making decision in audit means reasonable comment and adductive adjudication about accounting and audit subjects by a person who is educated and has valuable experience and also has necessary characteristics for fairly comments [9].

Independent Auditors Decision Indexes: Investigating fraud detection literature indicates that (aberration) decisions making of independent auditors are formed on the basis of two general groups of indexes or symbols. In other words, whatever the auditors' response rates to these symptoms are more and more powerful, their decision making is more accurate:

- symbols related with company environment that consists of philosophy and operational method of management, reward systems, moral values present in company, tensions present in industry and communications of company with third persons.
- Symbols related with offenders (agent in contravention) that consists of cases such as financial or working pressure, opportunities of contravention perpetration and intellectual justification of contravention. These symbols with subphylum's are defined as follows:

Corporate Red Flags: (Organizational): It relates to corporate culture, operational method of management, cultural bed of company and industry and includes as follows:

High Fraud Corporate Cultures: In high fraud corporate culture, management and power system in company is centralized and distance is high power. Discrimination between employees is dominated and moral values are not observed [10].

High Fraud Industry Environment: In this kind of industry, crime perpetration fundamental is more and corporate behavior with third groups is not proper. As an example, auditors change very early or regulations and internal rules of corporate change and fluctuate very much [10].

Perpetrator Res Flags: Frauds are often discovered by recognition of criminals. In addition, there is often repetitive fraud and happens in long periods of time, those who commit a fraud, indicate special behavioral changes that relates to their mental disorder and includes as follows:

Financial Pressures: this pressure is such that a person can't continue his or her work when the present requirements change. Personnel's are not enough satisfied with their chiefs or managers. Personal salary is not adequate for his costs and he is forced to search second job. The management refused to pay the bonuses, overtime and…. [10].

Fraud Opportunities: Fraud opportunities are provided when a person is too confident and violation of internal controls is provided for them [11].

Personal Rationalization: An employee perceives that nobody prize his work and is paid less than his right. People often do wrong and justify their work. For example sense of dislike to a company because of low salary [10].

Personal Symptoms: personal symptoms includes cases such as: an employee is doubtful and smoke suddenly and more or is suddenly, irritable, nervous and confused. Albrecht et al. [11] recognized behavioral changes cases such as:

- Impatience, increase of drinking water, smoking, taking medicine, huffiness, distrust and raving in criminals.

Demographic Indicators: personal characteristics such as: religion… is effective on the rate of contravention committing [12].

Literature Review: In 2003, Mrs. Hurtt et al. established a theoretical model of professional skepticism in two realms of skepticism philosophy and professional audit literature. They presented professional skepticism model as a multidimensional structure with six properties or indexes, that in previous pages these indexes mentioned [8].

Other main research of Mrs. Hurtt is related to investigation of 3 groups of criterions, evidence test and perception of evidence providers and implementation of relevant evidence. Hurtt et al. [8] found out these criterions relate to contradiction discovering in audit
worksheets and auditors with higher levels of professional skepticism offer more and better alternative solutions. These groups of auditors often make decision successfully.

Popova [13] measured the relationship between Hurtt skepticism criterions and presenting primitive hypotheses about potential aberrations. Her findings indicated that auditors with higher skepticism usually collect more evidence and documents for presenting expertise comment and are more accurate in decision making.

Hughes et al. [14] in their research concluded that skeptic auditors act better in their decision making. And higher experience of independent auditors leads to better decision making.

Nelson [3] examined professional skepticism in audit. Skepticism index in his research was presumptive doubt, those auditors who were more doubtful, collected more convincing evidences (qualitatively and quantitatively) so, these evidences convince auditors to accuracy of management claim. In relationship with quality of auditor decision, audits should be done efficiently to make a proper decision for an auditor.

In research of other researchers like Lori Kopp et al. [15], Qiuchen et al., Harding and Trotman [16], and etc, positive relationship between professional skepticism and decision making is proven.

**Research Hypothesis:**

**H1:** There is a significant and positive relationship between questioning mind index of independent auditors and their decision making.

**H2:** There is a significant and positive relationship between suspension of judgment of independent auditors and their decision making.

**H3:** there is a significant and positive relationship between search index for getting evidences of independent auditors and their decision making.

**H4:** There is a significant and positive relationship between interpersonal understanding (mutual perception) of independent auditors and their decision making.

**H5:** There is significant and positive relationship between self-confidence index of independent auditors and their decision making.

**H6:** There is a significant and positive relationship between self-Determination index of independent auditors and their decision making.

**Research Variables**

**Dependent Variable: Decision Making**

**Independent Variable:** questioning mind, suspension of judgment, search for knowledge, interpersonal understanding, self-confidence, self-Determination.

**Statistical Society and Sampling:** Our statistical society is Iran Independent auditors. Because of extension of statistical society and present difficulties, this sampling method selected 150 auditors accidentally and intentionally and after considering special criterions, the number of audit institutions reached to 10 institutions. It means that from each audit institution, 15 auditors were selected bunchy and proportionally (Including, participant, manager, inspector, senior auditor, auditor). In other words, among 10 audit institutions, 150 auditors were selected. In other words, our sampling was bunchy and accidentally and each audit institution is a bunch.

**Research Method**

**Research Method and the Way of Measuring Variables:** In this research, according to the sort of subject and research purpose, research method is descriptive and measurable. Measurement of independent auditors comments is used in different categories of Job. (Assistant auditor, auditor, senior auditor, inspector, audit manager and partner of audit institution).

In this research, we use imputative research method to know and review factors and criterions of skepticism (professional skepticism) in independent auditors that in audit institution leads to effective decision making. Like increase of research for information, increase of interpersonal understanding, these cases are known by reviewing subject literature and then use descriptive and measurable method to describe findings and field investigation. In a way that skepticism of independent auditors in mold of 6 criterions: questioning mind, suspension judgment, search for knowledge, interpersonal understanding, self – confidence and self – determination in form of professional skepticism will be effective as a means for improving decision making. So, correlation test shows the rate of skepticism effect on decision making.

To evaluate auditors' skepticism and rate of their decision making, we used questionnaire including two parts: Part one is about skepticism indexes and includes 30 questions. Part two is about decision making components and includes 33 questions. Questionnaire of this research derived from standard questionnaire of Mrs.
Hurtt that is used in numerous researches in the word [3] and its Kronbach Alpha is more that 83 percents. Legitimacy and constancy of her questions are proven in different countries such as netherlands and America. In this research questions modified according to Iran environmental conditions and for these case comments of experts are used such as partners of audit institutions, Iran formal auditors and audit professors (Delphi method).

Measurement evidence of independent auditors’ decision making (dependent variable) is rate of their sensitivity to corporate and personal symbols that is evaluated through part two of questionnaire. For evaluating different aspects of skepticism we refer to collected questionnaires. Response of these questions is in the form of Likert spectrum and we should pay attention to responses of Likert spectrum. Response of each question about skepticism includes 6 choices and its spectrum includes:

Absolutely agree, agree, agree to some extent, proportionally disagreement, disagree and absolutely disagree. These mentioned choices are given scores in order of 5 to 0. It means that rate of agreement in respondent with questions is more, scores are more and degree of skepticism is higher.

(Absolutely disagreement: score zero, disagree: score 1 proportionally disagree: score 2, agree to some extent: score 3, agree: score 4 and absolutely agree: 5 ) At the end All the scores are added and the one has more scores, is more skeptic. In addition, auditors' scores of each institution are added and the rate of score in an audit institution is higher degree of skepticism is more.

Statistical Methods, Analyses and Statistical Tests That Are Necessary to Confirm the Results: Present research in respect of descriptive and measurable method, describes the relationships of variables by using multivariables statistical tests. In addition it is a kind of correlation and its methodology is past events through past information. In aspect of purpose it is a kind of applicable research. That its results can practical for patent spectrum such as:

Independent auditors, employees, experts, investors, audit profession, shareholders, researchers and etc. for doing measurement and statistical tests like: factorial analyzing and regression test we use statistical softwares like SPSS. We use Spearman correlation coefficient to measure the effect of different aspects of skepticism on decision making criterions. Data are grades and according to Likert spectrum. Spearman correlation coefficient is more proper.

After collecting statistical data (from responses of questionnaire), for summation and required calculations, we use Excel software and its results are entered in Spass software package, copy 17 and research hypothesis is analyzed finally.

As normalization of variables distribution is required for doing related tests, first we do normality test for variables.

Zero hypothesis and hypothesis of normal test is as follows:

\[ H_0: \text{Distribution of present variables is normal.} \]
\[ H_1: \text{Distribution of present variables is not normal.} \]

To examine above hypothesis, we use Smearnof-Clemogrof test. In this test when significant level is less than 5%, zero hypothesis in confidence level of 95% is rejected. In table 1, results of using Smearnof-Clemogrof test for variables of professional skepticism is shown.

According to the volume of data about decision making indexes, we use Kolmogorov-Smirnov Z test that is a simple non-parametric method for determination of similarity between experimental information and selected statistical distributions. Results taken from using this test for decision- making variables are described in table 2:

According to differences of table 1, 2 all variables of professional skepticism and decision making have \( P\text{-Value >0.05} \). It means their Sig is higher than 5% so, Ho hypothesis will not reject and \( H_1 \) hypothesis suggestive of abnormality in distributing professional skepticism variables and decision making will reject. So, all the variables of professional skepticism and decision making have normal have normal distribution that we consider it for investigating deduction statistical tests in next sections.

Research Findings

Hypothesis 1: There is a significant and positive relationship between questioning mind index of independent auditors and their decision making.

For expressing correlation relationship between questioning mind index and decision making of independent auditors we use correlation test. Because data is of the order and we can use spearman correlation coefficient for representation of linear relation between questioning mind variable and decision making.

In table 3, spearman correlation coefficient is represented for describing relationship between questioning mind variable and decision making.
Table 1: Kolmogorov-Smirnov Z test of skepticism variables

<table>
<thead>
<tr>
<th>Skepticism variables</th>
<th>Questioning mind</th>
<th>Suspension of judgments</th>
<th>Search for knowledge</th>
<th>Mutual understanding</th>
<th>Self-confidence</th>
<th>Self-Determination</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
</tr>
<tr>
<td>Normal parameters</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td>3.9613</td>
<td>4.444</td>
<td>4.1053</td>
<td>3.4733</td>
<td>4.3017</td>
<td>3.8456</td>
</tr>
<tr>
<td>Deviation</td>
<td>0.6168</td>
<td>0.4914</td>
<td>0.6063</td>
<td>0.76022</td>
<td>0.59942</td>
<td>0.62722</td>
</tr>
<tr>
<td>The maximum difference</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Absolute</td>
<td>0.104</td>
<td>0.165</td>
<td>0.096</td>
<td>0.101</td>
<td>0.146</td>
<td>0.108</td>
</tr>
<tr>
<td>Positive</td>
<td>0.064</td>
<td>0.129</td>
<td>0.096</td>
<td>0.078</td>
<td>0.122</td>
<td>0.074</td>
</tr>
<tr>
<td>Negative</td>
<td>0.104</td>
<td>0.165</td>
<td>0.083</td>
<td>0.101</td>
<td>-0.146</td>
<td>0.108</td>
</tr>
<tr>
<td>Kolmogorov-Smirnov Z</td>
<td>1.273</td>
<td>2.015</td>
<td>1.171</td>
<td>1.24</td>
<td>1.789</td>
<td>1.326</td>
</tr>
<tr>
<td>Asymp. Sig. (2-tailed)</td>
<td>0.078</td>
<td>0.001</td>
<td>0.129</td>
<td>0.092</td>
<td>0.003</td>
<td>0.059</td>
</tr>
</tbody>
</table>

Source: researcher findings

Table 2: Kolmogorov-Smirnov Z test of decision making

<table>
<thead>
<tr>
<th>Decision making indexes</th>
<th>Culture contaminated with fraud</th>
<th>Communicate with others and business</th>
<th>Financial pressure</th>
<th>Opportunity of contravention committing</th>
<th>Different behavioral changes</th>
<th>Contravention symbols of Criminals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
</tr>
<tr>
<td>Normal parameters</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td>3.6463</td>
<td>3.9785</td>
<td>2.7853</td>
<td>2.9217</td>
<td>1.7</td>
<td>1.9557</td>
</tr>
<tr>
<td>Deviation</td>
<td>0.6875</td>
<td>0.68064</td>
<td>1.089</td>
<td>1.0055</td>
<td>1.0499</td>
<td>1.055</td>
</tr>
<tr>
<td>The maximum difference</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Absolute</td>
<td>0.105</td>
<td>0.102</td>
<td>0.086</td>
<td>0.132</td>
<td>0.094</td>
<td>0.097</td>
</tr>
<tr>
<td>Positive</td>
<td>0.061</td>
<td>0.069</td>
<td>0.063</td>
<td>0.065</td>
<td>0.094</td>
<td>0.097</td>
</tr>
<tr>
<td>Negative</td>
<td>-0.105</td>
<td>-0.102</td>
<td>-0.086</td>
<td>-0.132</td>
<td>-0.053</td>
<td>-0.056</td>
</tr>
<tr>
<td>Kolmogorov-Smirnov Z</td>
<td>1.286</td>
<td>1.251</td>
<td>1.05</td>
<td>1.619</td>
<td>1.145</td>
<td>1.186</td>
</tr>
<tr>
<td>Asymp. Sig. (2-tailed)</td>
<td>0.073</td>
<td>0.087</td>
<td>0.22</td>
<td>0.11</td>
<td>0.145</td>
<td>0.12</td>
</tr>
</tbody>
</table>

Source: Researcher findings

As you can see in table 3, spearman correlation coefficient between two variables of questioning mind and decision making is 0.226 and determination coefficient is equal with \( R^2 = 0.051 \). This number shows significant relationship between two variables in Error level of 5%.

According to the output of software Spss, as sig in less than 0.05 in confidence level of 95%, \( H_1 \) hypothesis cannot be rejected, in other words, present correlation between these two variables is proven.

In brief, hypothesis 1 present research based on being a significant and positive relationship between questioning mind and decision making is proven.

Second Hypothesis: There is a significant and positive relationship between suspension judgment index of independent auditors and their decision making.

Like previous case, for expressing correlation relationship between suspension judgment index and decision making of independent auditors, we use spearman correlation test.

In table 4: spearman correlation coefficient is represented for describing relationship between variable of suspension judgment and decision making.

As you can see in table in table 4, spearman correlation coefficient between two variables of suspension judgment and decision making is \(-0.001\) and its determination coefficient is equal with \( R^2 = 0.000001 \).

This number doesn't show any significant relationship between two variables in Error level of 5%. According to outputs of Spss software that Sig is more than 0.05, in confidence level of (95%) \( H_0 \) hypothesis is accepted and \( H_1 \) hypothesis is rejected. In other words, present correlation between these two variables is rejected, as a result, hypothesis 2 rejected.

Third Hypothesis: There is a significant and positive relationship between search knowledge index of independent auditors and their decision making.
Table 5: Spearman correlation coefficient between search knowledge and decision making

<table>
<thead>
<tr>
<th>Search for knowledge Correlation coefficient</th>
<th>Professional judgment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Search for knowledge</td>
<td>0.134</td>
</tr>
<tr>
<td>Sig. (2-tailed)</td>
<td>0.101</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
</tr>
</tbody>
</table>

Table 6: Spearman correlation coefficient between mutual understanding and decision making

<table>
<thead>
<tr>
<th>Mutual understanding Correlation coefficient</th>
<th>Decision Making</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mutual understanding</td>
<td>0.436</td>
</tr>
<tr>
<td>Sig. (2-tailed)</td>
<td>0</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
</tr>
</tbody>
</table>

Source: Researcher findings

Table 7: Spearman correlation coefficient between self-confidence and decision making

<table>
<thead>
<tr>
<th>Self-confidence Correlation coefficient</th>
<th>Decision making</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-confidence</td>
<td>-0.044</td>
</tr>
<tr>
<td>Sig. (2-tailed)</td>
<td>0.592</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
</tr>
</tbody>
</table>

Source: Researcher findings

For expressing correlation relationship between search knowledge index and decision making of independent auditors, we use Spearman correlation test. In table 5, Spearman correlation coefficient is represented for defining relationship between search knowledge variable and decision making.

As you can see in table 5, Spearman correlation coefficient between two variables of search knowledge and decision making is 0.134 and determination coefficient is equal with $R^2 = 0.0179$. This number doesn't show significant relationship between two variables in Error level of 5%. According to outputs of Spss software, as sig is more than 0.05, in confidence level of 95%, $H_0$ hypothesis cannot be rejected. In other words, present correlation between these two variables is accepted. Hypothesis 4 present research based on being a significant and positive relationship between interpersonal understanding (mutual understanding) and decision making is accepted.

Fifth Hypothesis: There is significant and positive relationship between self-confidence index of independent auditors and their decision making.

For expressing correlation relationship between self-confidence index and decision making of independent auditors we use spearman correlation test. In table 7, Spearman correlation coefficient is represented for defining relationship between self-confidence variable and decision making.

As you can see in table 7, Spearman correlation coefficient between two variables of self-confidence and decision making is $-0.044$ and determination coefficients equal with $R^2 = 0.016$. This number doesn't show any significant relationship between two variables in Error level of 5%. According to outputs of Spss software as sig is more than 0.05, in confidence level of 95%. $H_0$ hypothesis is proven and $H_1$ hypothesis is failed. In other words, present correlation between these two variables is rejected.

In brief, hypothesis 5, present research based on being a significant and positive relationship between self-confidence and decision-making is rejected.

Sixth Hypothesis: There is significant and positive relationship between self-determination index of independent auditors and their decision making that we use Spearman correlation test. In table 8, Spearman correlation coefficient is represented for defining relationship between self-Determination variable and decision making.

As you can see in table 8, Spearman correlation coefficient between two variables of self-determination and decision making is 0.421 and determination coefficient is equal with $R^2 = 0.177$. This number shows a significant relationship between two variables in Error of 5%.
Table 8: Spearman correlation coefficient between self-determination and decision making

<table>
<thead>
<tr>
<th></th>
<th>Decision</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-Determination Correlation coefficient</td>
<td>1.0421</td>
</tr>
<tr>
<td>Sig. (2-tailed)</td>
<td>0.00</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
</tr>
<tr>
<td>Source: Researcher findings</td>
<td></td>
</tr>
</tbody>
</table>

Table 9: Spearman correlation coefficient between skepticism and decision making

<table>
<thead>
<tr>
<th></th>
<th>Decision</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skepticism Correlation coefficient</td>
<td>0.317</td>
</tr>
<tr>
<td>Sig. (2-tailed)</td>
<td>0.00</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
</tr>
<tr>
<td>Source: Researcher findings</td>
<td></td>
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</tbody>
</table>

According to outputs of Spss software, as sig is less than 0.05 in confidence level of 95%, H hypothesis cannot be rejected. In other words, present correlation between these two variables is accepted.

In brief, hypothesis 6, present research based on being a significant and positive relationship between self-determination of independent auditors and their decision making is accepted.

As you can see in table 9, spearman correlation coefficient between two variables of skepticism and decision making is 0.317 and determination coefficient is equal with $R^2 = 0.11$. This number shows a significant relationship between two variables in Error level of 5%. According to outputs of Spss software, as sig is less that 0.05, in confidence level of 95%, H hypothesis cannot be rejected, in other word there is a significant and positive relationship between skepticism and decision making that is in line of Hurtt et al. [17] and Quadackers [19] researches.

DISCUSSION AND CONCLUSION

Research hypotheses test show that there is a significant and positive relationship between skepticism and decision making that is similar with Hurtt et al. [8], Hurtt [17], Quadackers [18] and Nelson [3] research. The cause of this effective and positive relationship is high effect of personality characteristics on auditor's decision making. But in this research, unlike Folerton and Dortschi [10] there is no significant relationship between suspension judgment indexes and search for knowledge with decision making. It is concluded that in Iran audit institutions, there is a significant and positive relationship between self-determinations and questioning mind indexes and decision making, it could possibly be due to the fact that in, professional behavior custom and principles corresponsive adjudication analogous independence and professional skepticism are more emphasized.

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