LIE TO ME!

The Problem with (and a Solution to) the Dominant Behavioral Ethics Paradigms.

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This poster in four bullet points:

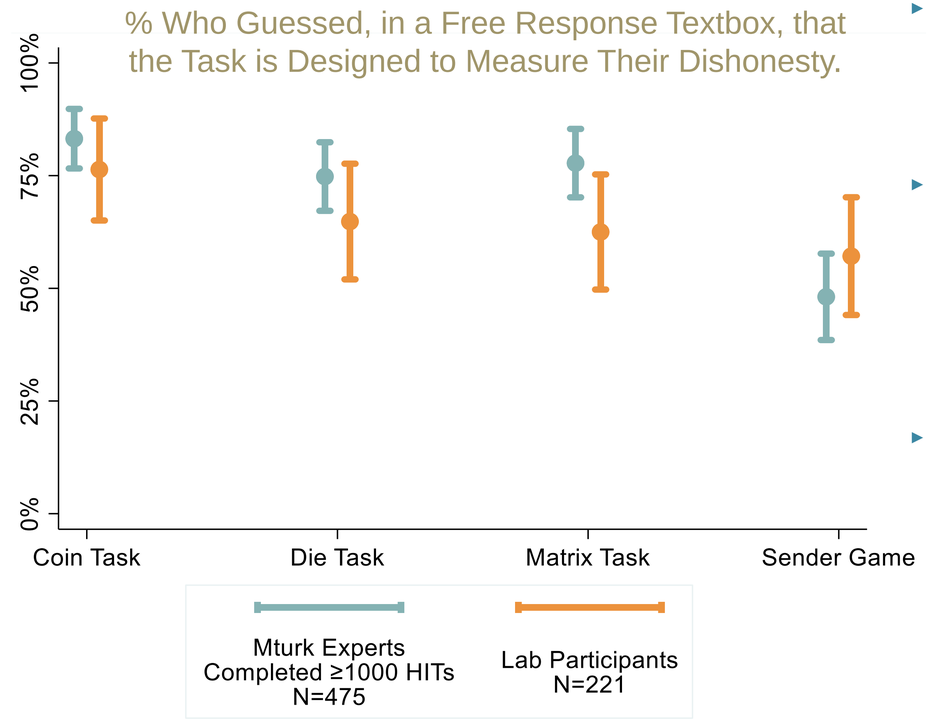
1. Four canonical paradigms dominate the study of behavioral ethics.
2. I investigate the construct validity of these paradigms.
3. In three studies, I show that most participants can accurately guess the purpose of each of these tasks and that this awareness affects their decision to lie.
4. I address these limitations by introducing a new deception task that does not rely on incentivized self-report.

(1) Most people know what the paradigms are about.

Design: Participants read instructions taken from one of the following:

Coin Task	Die Task	Matrix Task	Sender Task
De Quidt et al., 2018	Piff et al., 2012	Kouchaki & Smith, 2014	Gneezy et al., 2014

What do you think was the purpose of the study that you just read about?
*If you guess correctly, you will earn **$0.30.***



Across Paradigms:

- **59%** of MTurkers completed one of these tasks before.
- **93% (47%)** of participants believe the experimenter **expects (wants)** participants to lie.
- **47%** of participants believe lying in these paradigms is most like:
  - *Lying in poker*
  - *Using a cheat code in a video game*

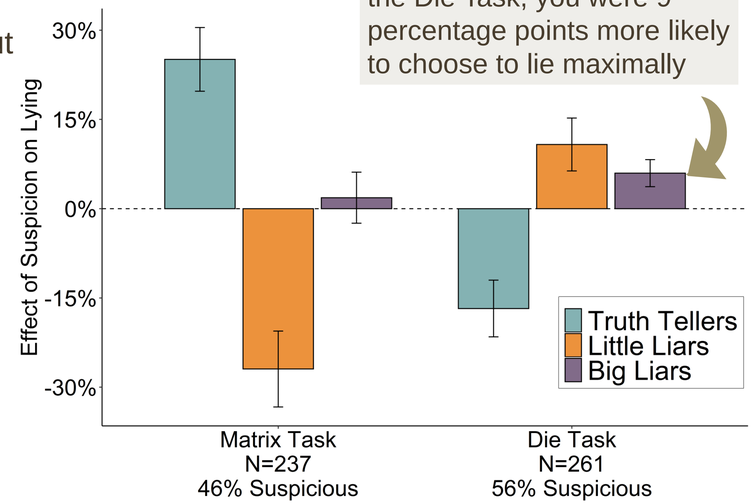
(2) Correct suspicion changes behavior.

After the suspicion probe, participants completed the task. I put participants into 3 groups:

- **Truthtellers**
- **Little Liars**: lied but not to the maximal extent
- **Big Liars**: lied maximally

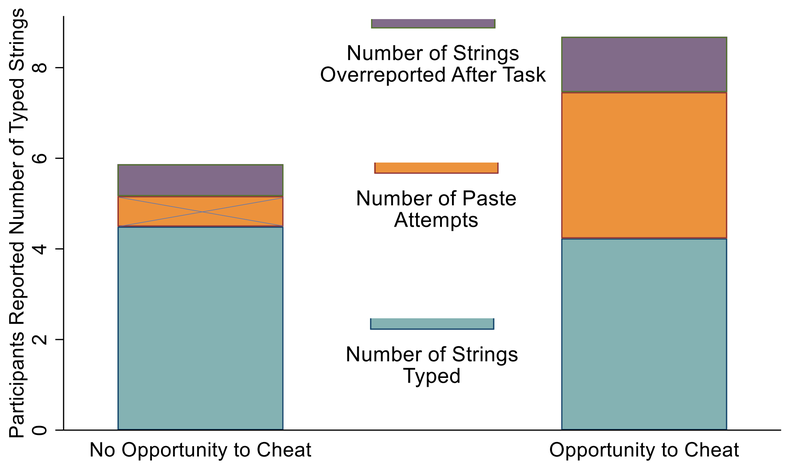
The graph shows what group suspicious participants chose relative to non-suspicious participants.

If you were suspicious about the Die Task, you were 9 percentage points more likely to choose to lie maximally



(3) Lying and cheating are distinct and are not substitutes.

Participants Who Could NOT Cheat Lied at Similar Rates as Those Who Could.



Participants are randomly assigned to a two-cell design.

Task: Participants engage in a typing task. Each time they type ***Aa1Bb2Cc3Dd4Ee5*** into a text box they earn ***$0.04***.

Cheat Condition: Participants are given the opportunity to paste text into the textbox.

No Cheat Condition: Participants are NOT given the opportunity to paste text.

Primary Outcome: The number of strings participants report typing after the task.

Questions and feedback welcome! Please email me at **samsko@wharton.upenn.edu**.
https://us02web.zoom.us/j/83164300931?pwd=SzMraWVWU0xCYXl6bC9XSU5IWFd1Zz09