Is it all about appearance? Limited cognitive control					ted cognitive control t cognitive control	
and asymmetric information reveal self-serving				Equal information	Advantaged information	
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<ul> <li>Introduction:</li> <li>Social preferences research suggest self-interest (vs. reciprocity) is controlled.</li> <li>Bounded ethicality research suggest self-interest (vs. ethicality) is automatic.</li> </ul>	Methods: • Information advantage manipulation: Only	Ego-depletion	150 120 90 60 30 0	HT: 100% LT: 40% (300 chips) (120 chips)	Experiment	0% LT: 40% ips) (120 chips)
	<ul> <li>the participants, who were trust game receivers, knew about a 2:1 payoff advantage in their favor.</li> <li>Limited cognitive control manipulation: <ul> <li>Ego depletion (Experiments 1 &amp; 2)</li> <li>Time constraint (Experiments 3 &amp; 4)</li> </ul> </li> </ul>			113.4     36.5       91.4     26.7       HT: 100%     LT: 40%       (300 chips)     (120 chips)	Experiment 2 HT: 10	0.3 23.9 24.8 T 0% LT: 40% ips) (120 chips)
	• Trusting investment manipulation: the sender either sent 100% of the endowment (they received 300 chips), or 40% (120 chips)	raint	(150 120 90 60 30 0	136.2 106.0 HT: 100% LT: 40%	Experiment 3 HT: 10	
<ul> <li>Results &amp; Discussion:</li> <li>We find that people are automatically motivated to appear, rather than to be fair.</li> <li>Our findings reconcile social preferences and bounded ethicality research by suggesting an automatic aspect of self-serving reciprocity.</li> </ul>		Time-constraint	150 120 90 60 30 0	(300 chips) (120 chips)	Experiment 3 (300 ch 300 ch 11( 80.1 HT: 10	ips) (120 chips)