

room. The proctor looked at the number of questions they claimed to have answered correctly (the summary number they wrote at the top of the bubble sheet) and paid them 10 cents per correct answer.

Would the students cheat—changing their wrong answers to the ones pre-marked on the bubble sheet? We weren't sure, but in any case, we decided to tempt the next group of students even more. In this condition the students would again take the test and transfer their answers to the pre-marked bubble sheet. But this time we would instruct them to shred their original worksheet, and hand only the bubble sheet to the proctor. In other words, they would destroy all evidence of any possible malfeasance. Would they take the bait? Again, we didn't know.

In the final condition, we would push the group's integrity to the limit. This time they would be instructed to destroy not only their original worksheet, but the final pre-marked bubble sheet as well. Moreover, they wouldn't even have to report their earnings to the experimenter: When they were finished shredding their work and answer sheets, they merely needed to walk up to the front of the room—where we had placed a jar full of coins—withdraw their earnings, and saunter out the door. If one was ever inclined to cheat, this was the opportunity to pull off the perfect crime.

Yes, we were tempting them. We were making it easy to cheat. Would the *crème de la crème* of America's youth take the bait? We'd have to see.

AS THE FIRST group settled into their seats, we explained the rules and handed out the tests. They worked for their 15