

# Why We Lie

Lead in

A story (Par 1~3)

Inspiration

Ppl. are not either  
honest or dishonest

Content

the lock protect u  
from 98% of mostly  
honest ppl.

Cause of

Dishonesty  
(Par. 4-9)

An experiment (Par. 4~6)

Reason 1

Weighing benefits  
against cost

Reason 2

Cheating is infectious

Deep think

Fines make less ppl. to cheat?

Push of

Honesty

(Par. 11~12)

An experiment

Inspiration

Reminder of morality  
**MATTERS**

Ending  
(Par. 13 & 15)

Suggestion :

PPI. should constantly  
remind themselves of  
honesty