



Replication

Honesty Requires Time (and Lack of Justifications)

→ Research suggests that refraining from cheating requires self-control, which equals the tendency towards self-interest.

→ Evidence shows that people cheat to the extent they can justify their unethical behaviour to themselves.

To merge these findings, scientists have adopted a dual-system approach, distinguishing between intuitive and deliberative cognitive systems.

→ **The Why: To study ethical behaviour**

By: Shaul Shalvi, Ori Eldar, and Yoella Bereby-Meyer University of Amsterdam and Ben-Gurion University of the Negev

Key Questions

1 Time and Honesty

Does taking time to reconsider one's impulses indeed increase honesty?

3 Automatic Tendencies

Do people automatically tend towards honesty and yet feel liberated to cheat to serve their self-interest when they find justifications and have ample time?

2 Justifications and Cheating

How do justifications influence cheating?

4 Self-Interest vs. Ethics

Do people automatically try to serve their self-interest & refrain from cheating only when they have ample deliberation time & lack of justifications?



Research Focus and Hypothesis

1

Research Focus

Linking evidence on the automaticity of unethical behaviour with the justifications needed for cheating

2

Hypothesis 1

Time pressure increases lying

3

Hypothesis 2

When time to deliberate is available, people will refrain from lying if they cannot justify such behaviour

Theoretical Background

Honesty and Self-Interest

Honest decisions depend on less conscious desires:

Serving self-interest vs. behaving ethically.

People seem to balance between competing desires of:

Profiting from cheating vs. maintaining a positive self-view as an honest individual.

Automatic Tendencies

The automatic tendency is to serve one's self-interest. This tendency can be avoided by exerting self-control

Sleep deprived people were more likely to engage in unethical behaviour

Ego Depletion and Cheating

Work on the relationship between:

Ego depletion & cheating

People are more likely to engage in unethical behaviour when their self-control resources are depleted.

Experimental Design

Die under cup to report pay under “High Time Pressure” vs “Low Time Pressure”

1	2	3	4
Participants 76 first-year students (36 females, 40 males), randomly assigned to low or high time pressure conditions 4 participants did not managed to report on time and thus were excluded	Task Roll a die under a cup three times, report the first roll's outcome to determine pay (reported number x 10)	Time Pressure Low: Ample time to report High: 20-second time limit	Lying Assessment Compare reported distribution to expected uniform distribution of fair die rolls Ruling out possibility of lying: 13 students correctly remembered the # they rolled first which is a much higher % than that predicted by reporting a random number (16.7%, $p < .001$) Vision & memory were not factors in the design

Results: Time and Lying

Condition	Mean Report Time	Lying Observed
Low Time Pressure Scientists count time that it took to report outcome	23.2 s	$\chi^2(5, N = 38) = 13.47, p = .02$
High Time Pressure Reporting was not possible after 20 seconds	10.8 s	$\chi^2(5, N = 34) = 17.88, p < .01$

Result of Experiment

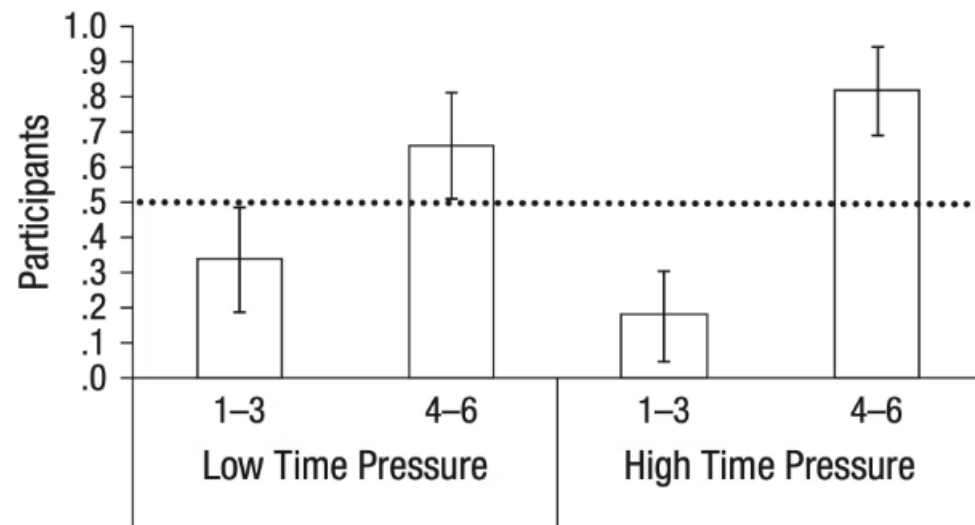


Fig. 1. Results of Experiment 1: proportion of participants who reported die rolls of 1 to 3 versus 4 to 6 as a function of time pressure. The dashed line represents the distribution predicted by chance (50% for rolling a number ≤ 3 and 50% for rolling a number ≥ 4). Error bars represent 95% confidence intervals.

Replication

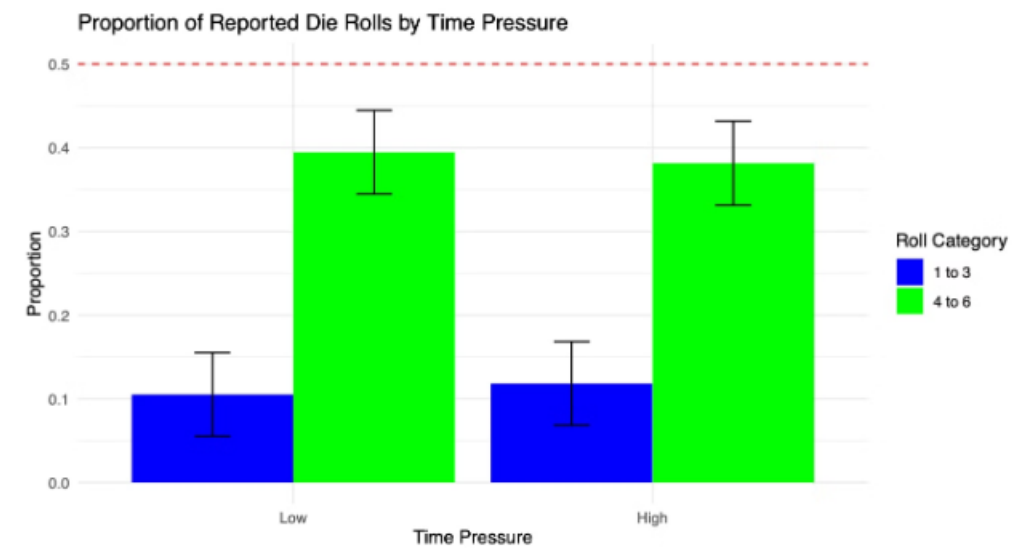


Figure 1: Proportion of Reported Die Rolls by Time Pressure.

Adding my own twist

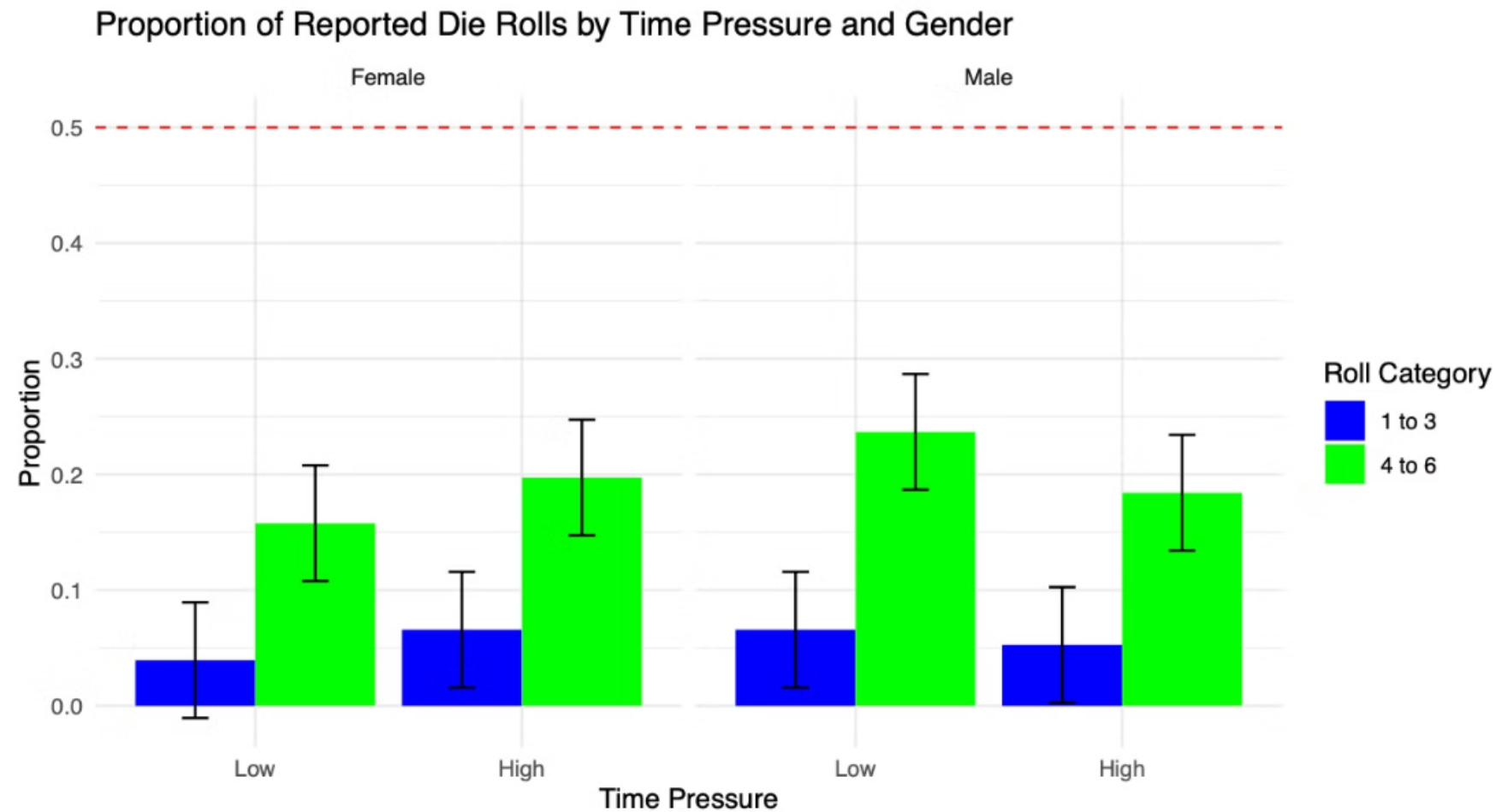


Figure 2: Proportion of reported Die Rolls by Time pressure and Gender.

Key Findings



Financial Incentive

Participants lied to increase their profits in both conditions



Time Pressure Effect

Participants lied more by reporting higher die-roll outcomes in the high-time pressure condition



Ethical Continuum

Ethical evaluations are not a dichotomy between honesty & dishonesty but rather a continuum stretching between the two ends



Creativity and Lying

Creative people seem able to come up with self-benefiting scenarios regardless of observed counterfactual information

Conclusion

Desired Counterfactuals

Observed desired counterfactuals, with desired higher values appearing on the second or third roll (not relevant for pay). Participants enjoyed lying for money but felt honest.

Hypothesis Support

Supporting the hypothesis, participants in aggregate lied more by reporting higher die-roll outcomes in the high-time pressure condition than in the low-time-pressure condition.

Ethical Evaluations

Ethical evaluations are not a dichotomy between honesty & dishonesty but rather a continuum stretching between the two ends.



Future Directions

The study provides valuable insights into the interplay of time, justifications, and ethical behaviour. However, further research is needed to explore the nuances of this complex topic, such as the role of individual differences, situational factors, and cultural influences on ethical decision-making.