

Department of Politics

ESSAY COVER SHEET

Date: 10/11/2023

Module: Doing Political Research

Essay title: Critical review

Word Count (including all footnotes, references and appendices): 2276

Disability and dyslexia support: Do you have an Individual Student Support Agreement with the Birkbeck Disability Office that is relevant to this coursework?

Yes or No (Please delete as appropriate)

Plagiarism statement:

Coursework is monitored for plagiarism and if detected may result in disciplinary action. In submitting this coursework, I hereby confirm that I have read Birkbeck's plagiarism guidelines and taken the online tutorial on avoiding plagiarism and on this basis declare that this coursework is free from plagiarism.

Plagiarism guidelines: http://www.bbk.ac.uk/politics/current-students/essays/plagiarism

Plagiarism tutorial: http://www.bbk.ac.uk/mybirkbeck/get-ahead-stay-

ahead/writing/referencing

The article by Cheeseman and Peiffer, "The Curse of Good Intentions: Why Anti-corruption Messaging Can Encourage Bribery," provides a compelling examination of the accidental outcomes that might arise from disseminating anti-corruption messages. This critical evaluation will assess the article's merits and faults, specifically focusing on its methodology, theoretical background, and consequences of field studies conducted in Lagos, Nigeria, which have shown that being exposed to anti-corruption messaging might, under some circumstances, increase the probability of persons participating in bribes which work against the intended goals.

The paper aims to fill a research need by conducting an empirical study to assess the impact of anti-corruption messages on behaviour rather than only focusing on attitudes or intentions. This methodology offers a more accurate evaluation of the influence of such advertisements (Khan, Adreoni & Roy, 2016). The study posited that the household-level field experiment carried out in Lagos, Nigeria, using a representative sample and tangible monetary incentives, enhances the validity of the results. Various messages provide a sophisticated understanding of how different framings might impact conduct. The research enhances our knowledge of priming effects and the circumstances in which messaging might have unintended consequences by establishing a connection between the influence of anti-corruption messages and people's previous beliefs about corruption (Rocha Menocal & Taxell, 2015). Hence, the results have substantial ramifications for formulating anti-corruption laws and initiatives. Identifying the categories of communications that might have a beneficial impact offers practical and valuable information for professionals to implement anti-corruption policies.

On the other hand, the research presents the existing body of knowledge by analysing the distinctive scenario of Lagos, Nigeria. However, the applicability of these conclusions to different situations has yet to be determined. The effectiveness of anti-corruption propaganda may be influenced by cultural, political, and institutional variations in various contexts. The experimental approach facilitates the establishment of causation, yet the research cannot comprehensively consider all external circumstances that might potentially impact conduct (Corbacho et al., 2016). Recent instances of corruption or current anti-corruption initiatives might influence people's perception and reaction to the messaging. The bribery game serves as an innovative method for assessing corruption-related conduct. However, it should be noted that this simulation may not fully include the intricacies involved in real-life decision-making processes. Corrupt transactions often entail elevated stakes and have intricate social dynamics. The research would be enhanced by a more comprehensive examination of the substance of the messages used in the experiment. Gaining comprehension of the factors that contribute to the varying levels of effectiveness in specific messages might provide profound insights for formulating anti-corruption programmes (Kobis et al., 2019). Therefore, the work has significant ramifications for both theoretical understanding and practical application. In theory, it questions the premise that heightened knowledge would automatically result in less tolerance for corruption. It implies that anti-corruption communication should be meticulously crafted and aimed at specific audiences to prevent unexpected outcomes in the research.

Furthermore, the authors conduct an exhaustive literature review encompassing numerous academic fields to substantiate their argument. They adeptly integrate these varied viewpoints into a unified storyline. While empirical data corroborate the perspective, the authors concede that there is a scarcity of studies examining the impact of anti-corruption messages (Cheeseman & Peiffer, 2022). Additional research in various contexts is necessary to validate these findings. The article recognises the variability in the effects of anti-corruption messaging and refrains from oversimplification. It enhances the discourse by differentiating various message types and their prospective consequences. The implications of the findings for anti-corruption strategies are substantial, as they indicate that employing a standardised approach to messaging is neither

practical nor necessarily counterproductive. It is of the utmost importance for policymakers and practitioners specialising in anti-corruption and governance. Although the article presents a compelling argument, its approach may be influenced by bias due to its reliance on a restricted set of studies. Further investigation, mainly encompassing diverse cultural and political settings, would bolster the contention and furnish a more intricate comprehension of the ramifications of anti-corruption communications (Patel, Hoffman & Bicchieri, 2017). Thus, the article makes a compelling case for the backfire effect of anti-corruption messaging; however, the authors could have enhanced it by conducting a more comprehensive examination of alternative rationales for the noted occurrences, including divergences in political culture, institutional confidence, and personal ethical standards.

Moreover, the paper incorporates recognised ideas from psychology and political science on heuristics (Kahneman, Slovic, & Tversky, 1982) and (Lupia, 1994), as well as the impact of leader endorsements. The ideas are supported by a solid theoretical foundation (Dewan, Humphreys, & Rubeson, 2014). The hypothesis is lucid, pertinent, and verifiable. Based on the theoretical framework, this proposition suggests that communications highlighting leaders' proactive efforts to combat corruption would deter people from participating in criminal activities (Rose-Ackerman, 2015). The study's methodology is comprehensive and seems to be well-designed. Using a bribery game to assess actual instances of corrupt activity, as opposed to relying on self-reported willingness or perceptions, is a notable advantage. The research approach offers more direct data about the impact of the message. Although the treatments aim to replicate authentic anti-corruption messaging, the authors concede that they abstain from using emotional language or confrontational images. The results' relevance to actual anti-corruption initiatives, which often use these strategies, may be restricted (Peiffer & Rose, 2016). Hence, the study makes a substantial contribution to the growing body of literature on awareness-raising by specifically examining corrupt conduct instead of views or desire to participate in corruption. Nevertheless, the study presents a new aspect by analysing the correlation between the impact of communication and pre-existing beliefs about criminal incidence, which may have significant implications for customising anti-corruption messaging for diverse audiences in Nigeria.

Additionally, the bribe game replicates a real-world situation in which bribery provides advantages to the one offering the bribe while causing harm to another individual. This kind of behaviour is often seen in conditions characterised by systemic corruption. The research enhances its authenticity by using actual currency, assuring participants are incentivised in their decision-making process. The decisions were made discreetly on electronic devices, and compensation was facilitated via mobile transactions, fostering integrity in replies and guaranteeing the safety of participants. Nevertheless, in practical situations, bribery often entails ambiguity about the bribe amount, its acceptance, and the possible consequences (Peiffer, 2020). The study's design is deficient, potentially impacting the inclination to engage in bribery. The simulation did not include a tangible public service, potentially impacting participants' assessment of the ethical consequences of their behaviour. The participants were misled about the existence of a second player, which raises ethical problems and might potentially impact the study's external validity. The research concluded that exposure to messages highlighting the importance of leaders in achieving success in anti-corruption efforts by religious and government institutions did not reduce, and in some instances, even raised, the probability of engaging in bribery. It opposes the hypothesis and implies that such a message might have a negative effect (Persson, Rothstein & Teorell, 2019). The research found that communicating extensively about widespread corruption might result in corruption weariness, thereby encouraging the practice of bribes. However, the results indicate that anti-corruption message campaigns should be carefully thought out to prevent unintentional adverse effects. The game simulation's constraints, such as the lack of ambiguity and precise service exchange, need care when interpreting the outcomes for real-world settings.

Also, the research suggests that anti-corruption messaging may promote bribery among those who already believe corruption is widespread, a phenomenon known as pessimistic perceivers. The hypothesis is examined by including interaction factors in a logistic retrogression model to account for the conditional aspect of the association (Morris, 2017). A pessimism index was established using component analysis of survey data to assess the extent to which respondents perceive corruption as prevalent. The indicator showed that most of the sample population perceived corruption as prevalent (Peiffer, 2020). The research used logistic regression to examine the correlation between perceptions of crime and exposure to anti-corruption messages. The findings revealed that, among individuals with a pessimistic outlook, almost all tested statements heightened the probability of engaging in bribes (Morris, 2017). Therefore, the results showed a clear difference in the message's impact on those with a gloomy outlook compared to those without. Although the likelihood of corruption was heightened by almost every announcement for pessimistic perceivers, no such effect was seen for non-pessimistic perceivers. Nevertheless, the chance of engaging in bribes was reduced among those exposed to a tax-related message, particularly those who did not have a gloomy outlook. The study implies that communications that connect personal financial consequences and corruption may have a more significant impact.

Jointly, the research indicates that anti-corruption programmes could unintentionally promote corrupt conduct among those who already regard it as prevalent. Policymakers should see the need to deliver precise and focused signals while also prioritising establishing a direct tax base to cultivate a culture of opposition against corruption (Peiffer, 2020). Further research revealed that personal encounters with crime and gender are associated with pessimism, but they may not directly cause it. Individuals of the male gender and those who had personally seen criminal activity exhibited a higher tendency towards gloomy perception. The research demonstrates the intricate connection between anti-corruption communication and public opinion. It undermines the notion that awareness efforts universally diminish corrupt conduct and emphasises the significance of the environment and pre-existing attitudes in determining the efficacy of such interventions (Peiffer & Rose, 2016). Utilising logistic regression with interaction factors is a reliable methodological decision for examining the suggested conditional hypothesis.

Although the study technique is vital since it uses a bribery game and real monetary incentives to get authentic replies, it does recognise limits in its scope, such as the absence of real-world complications and possible ethical considerations around deceiving participants. This study contributes substantially to the current body of research by investigating the influence of anticorruption messaging on individuals' perceptions of corruption, known as priming effects. The research highlights the need to create anti-corruption messages that are carefully crafted and tailored to the individual audience to prevent unintended negative consequences. Moreover, research indicates that communications that connect personal financial repercussions and corrupt behaviours may have a more significant impact, particularly among those who do not have a negative perception of corruption. These results are crucial for policymakers and practitioners, suggesting that a uniform strategy in anti-corruption messages may not be successful or even have negative consequences. The essay advocates for more investigation in diverse cultural and political settings to improve the applicability of the results and to increase the comprehension of how distinct communities may react to anti-corruption initiatives. It highlights the intricacy of impacting public conduct and the need to consider the surroundings and existing attitudes when assessing the effectiveness of such initiatives. Cheeseman and Peiffer's study makes a significant and essential addition to the discussion on anti-corruption. It provides theoretical and practical insights that may be used to develop more efficient techniques in the fight against corruption.

References

Cheeseman, N., & Peiffer, C. (2022), 'The Curse of Good Intentions: Why Anti-corruption Messaging Can Encourage Bribery', *American Political Science Review*, 2022, Vol. 116, No. 3, pp. 1081-1095. [Online] doi:10.1017/S0003055421001398 [accessed 8 Nov. 2023].

Corbacho, A., Gingerich, D.W., Oliveros, V. and Ruiz-Vega, M. (2016), 'Corruption as a Self-Fulfilling Prophecy: Evidence from a Survey Experiment in Costa Rica', *American Journal of Political Science*, 2016, Vol. 60, No. 4, pp. 1077–1092. [Online] http://www.jstor.org/stable/24877473 [accessed 8 Nov. 2023].

Dewan, T., Humphreys, M. and Rubenson, D. (2014), 'The Elements of Political Persuasion: Content, Charisma and Cue', *The Economic Journal*, 2014, Vol. 124, No. 574, pp. F257–F292. [Online] doi:https://doi.org/10.1111/ecoj.12112 [accessed 7 Nov. 2023].

Kahneman, D., Slovic, P., & Tversky, A. (1982), 'Judgement under Uncertainty', *Heuristics and Biases*. Cambridge: Cambridge University Press.

Khan, M., Andreoni, A. and Roy, P. (2016), 'Anti-Corruption in Adverse Contexts: A Strategic Approach', *eprints.soas.ac.uk*, 2016, [Online] https://eprints.soas.ac.uk/23495/ {accessed 5 Nov. 2023].

Kobis, N., Troost, M., Brandt, C., & Soraperra, I. (2022), 'Social norms of corruption in the field: Social nudges on posters can help to reduce bribery', *Behavioural Public Policy*, 2022, Vol. 6, *No.* 4, pp. 597-624. [Online] doi:10.1017/bpp.2019.37 [accessed 8 Nov. 2023].

Lupia, A. (1994), 'Shortcuts Versus Encyclopedias: Information and Voting Behavior in California Insurance Reform Elections', *American Political Science Review*, 1994, Vol. 88, No. 1, pp. 63–76. [Online] doi:https://doi.org/10.2307/2944882 [accessed 6 Nov. 2023].

Morris, S.D. (2021), 'Corruption, Rule of Law and Democracy: Concepts, Boundaries and Oxymora', *Mexican Law Review*, 2021, Vol. 13, No. 2, p. 153. [Online] doi:https://doi.org/10.22201/iij.24485306e.2021.2.15338 [accessed 5 Nov. 2023].

Patel, R., Hoffmann, D.L.K. and Bicchieri, C. (2017), 'Collective Action on Corruption in Nigeria: A Social Norms Approach to Connecting Society and Institutions', www.academia.edu, 2017, [Online] https://www.academia.edu/33060347/Collective_Action_on_Corruption_in_Nigeria_A_Social_Norm s_Approach_to_Connecting_Society_and_Institutions [accessed 8 Nov. 2023].

Peiffer, C. and Rose, R. (2016), 'Why Are the Poor More Vulnerable to Bribery in Africa? The Institutional Effects of Services', *The Journal of Development Studies*, 2016, Vol. 54, No. 1, pp. 18–29. [Online] doi:https://doi.org/10.1080/00220388.2016.1257121 [accessed 4 Nov. 2023].

Peiffer, C. (2020), 'Message Received? Experimental Findings on How Messages about Corruption Shape Perceptions', *British Journal of Political Science*, 2020, Vol. 50, No. 3, pp. 1207-1215. [Online] doi:10.1017/S0007123418000108 [accessed 8 Nov. 2023].

Persson, A., Rothstein, B. and Teorell, J. (2019), 'Getting the basic nature of systemic corruption right: A reply to Marquette and Peiffer', *Governance*, 2019, Vol. 32, No. 4. [Online] doi:https://doi.org/10.1111/gove.12403 [accessed 8 Nov. 2023].

Rocha Menocal, A. and Taxell, N. (2015), 'Why Corruption Matters: Understanding Causes, Effects, and How to Address Them', *Evidence Paper, London: UK Department for International Development,* 2015, [Online]

doi:https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/406346/corruption-evidence-paper-why-corruption-matters.pdf [accessed 7 Nov. 2023].

Rose-Ackerman, S. (2015), 'Are Corrupt Elites Necessary for Corrupt Countries? In Elites, Institutions and the Quality of Government: Executive Politics and Governance', eds. Dahlström, Carl and Wängnerud, Lena, pp. 33-47. London: Palgrave Macmillan.