Supplemental Resources for You Can't Hide Your Lying Eyes: Honesty Oaths and Misrepresentation V.2

J Jobu Babin[1], Haritima Chauhan[1], Feng Liu[1]

[1]Western Illinois University

1 Works for me   dx.doi.org/10.17504/protocols.io.bix3kfqn

J Jobu Babin
Western Illinois University

ABSTRACT

Abstract

Lying about personal qualifications for a job or in college admissions is common and has recently become a high profile issue. In this paper, we explore the decision to misrepresent one's self and subsequently determine whether honesty oaths impact truthful reporting of a personal characteristic. To do this, we execute a field experiment on Amazon MTurk using a self-reporting task involving worker eye color. We provide empirical evidence that honesty oaths elicit more truthful behavior, primarily impacting "extreme" lies. Oath-taking decreased the cost associated with misreporting personal characteristics by 70%. Oaths marginally decrease shirking.

ATTACHMENTS

Supplemental Resources, You Can't Hide Your Lying Eyes- Honesty Oaths and Misrepresentation J. Babin, Chauhan, and Liu .pdf

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Protocol and questionnaire in attched PDF.