Stranger-Deception Manipulation

Please answer the following questions. Your answers are completely confidential.

Imagine the following scenario: You and another individual recently completed a business deal. You have just found out that the individual was dishonest about some key information regarding the deal. As a result, you only received $100. You would have received 50% more if the other individual had given you honest information.

You have a one-time opportunity to punish the dishonest individual, but responding will require you to spend your own money. You can choose to behave in a fashion that is equivalent to taking money from the other individual at a 1:10 ratio. In other words, for every 10 cents you spend, you punish the other individual 1 dollar. You can punish up to $100. The other individual WILL NOT have the option to subtract money from your bank. You will not receive any money taken from the other individual. How do you want to respond to the other individual?

☐ Punish the individual $100 (at a cost of $10)

☐ Punish the individual $90 (at a cost of $9)

☐ Punish the individual $80 (at a cost of $8)

☐ Punish the individual $70 (at a cost of $7)

☐ Punish the individual $60 (at a cost of $6)

☐ Punish the individual $50 (at a cost of $5)

☐ Punish the individual $40 (at a cost of $4)

☐ Punish the individual $30 (at a cost of $3)

☐ Punish the individual $20 (at a cost of $2)

☐ Punish the individual $10 (at a cost of $1)

☐ Do not punish the individual

Stranger-Honesty Manipulation

Please answer the following questions. Your answers are completely confidential.

Imagine the following scenario: You and another recently completed a business deal. You have just found out that the individual was honest about some key information regarding the deal. As a result, you received $100. You would have received 50% less if the individual had given you dishonest information.

You have a one-time opportunity to reward the honest individual, but responding will require you to spend your own money. You can choose to behave in a fashion that is equivalent to giving money to the individual at a 1:10 ratio. In other words, for every 10 cents you spend, you reward the individual 1 dollar. You can reward up to $100. The individual WILL NOT have the option to add money to your bank. How do you want to respond to the individual?

☐ Reward the individual $100 (at a cost of $10)

☐ Reward the individual $90 (at a cost of $9)

☐ Reward the individual $80 (at a cost of $8)

☐ Reward the individual $70 (at a cost of $7)

☐ Reward the individual $60 (at a cost of $6)

☐ Reward the individual $50 (at a cost of $5)

☐ Reward the individual $40 (at a cost of $4)

☐ Reward the individual $30 (at a cost of $3)

☐ Reward the individual $20 (at a cost of $2)

☐ Reward the individual $10 (at a cost of $1)

☐ Do not reward the individual

Friend-Dishonesty Manipulation

Please write down the first name of a good friend, that is, a person that you like a great deal:
_____.

Imagine the following scenario about you and your friend: You and your friend recently completed a business deal. You have just found out that your friend was dishonest about some key information regarding the deal. As a result, you only received $100. You would have received 50% more if your friend had given you honest information.

You have a one-time opportunity to punish the dishonest individual, but responding will require you to spend your own money. You can choose to behave in a fashion that is equivalent to taking money from the individual at a 1:10 ratio. In other words, for every 10 cents you spend, you punish the individual 1 dollar. You can punish up to $100. The individual WILL NOT have the option to subtract money from your bank. You will not receive any money taken from this individual. How do you want to respond to the individual?

☐ Punish the individual $100 (at a cost of $10)

☐ Punish the individual $90 (at a cost of $9)

☐ Punish the individual $80 (at a cost of $8)

☐ Punish the individual $70 (at a cost of $7)

☐ Punish the individual $60 (at a cost of $6)

☐ Punish the individual $50 (at a cost of $5)

☐ Punish the individual $40 (at a cost of $4)

☐ Punish the individual $30 (at a cost of $3)

☐ Punish the individual $20 (at a cost of $2)

☐ Punish the individual $10 (at a cost of $1)

☐ Do not punish the individual

Friend-Honest Manipulation

Please write down the first name of a good friend, that is, a person that you like a great deal: _____.

Imagine the following scenario about you and your friend: You and your friend recently completed a business deal. You have just found out that your friend was honest about some key information regarding the deal. As a result, you received $100. You would have received 50% less if your friend had given you dishonest information.

You have a one-time opportunity to reward the honest individual, but responding will require you to spend your own money. You can choose to behave in a fashion that is equivalent to giving money to the individual at a 1:10 ratio. In other words, for every 10 cents you spend, you reward the individual 1 dollar. You can reward up to $100. The individual WILL NOT have the option to add money to your bank. How do you want to respond to the individual?

☐ Reward the individual $100 (at a cost of $10)

☐ Reward the individual $90 (at a cost of $9)

☐ Reward the individual $80 (at a cost of $8)

☐ Reward the individual $70 (at a cost of $7)

☐ Reward the individual $60 (at a cost of $6)

☐ Reward the individual $50 (at a cost of $5)

☐ Reward the individual $40 (at a cost of $4)

☐ Reward the individual $30 (at a cost of $3)

☐ Reward the individual $20 (at a cost of $2)

☐ Reward the individual $10 (at a cost of $1)

☐ Do not reward the individual