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

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Protocol Information

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Summary: AbstractLying 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.

Affiliations: Western Illinois University, Western Illinois University, Western Illinois University

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