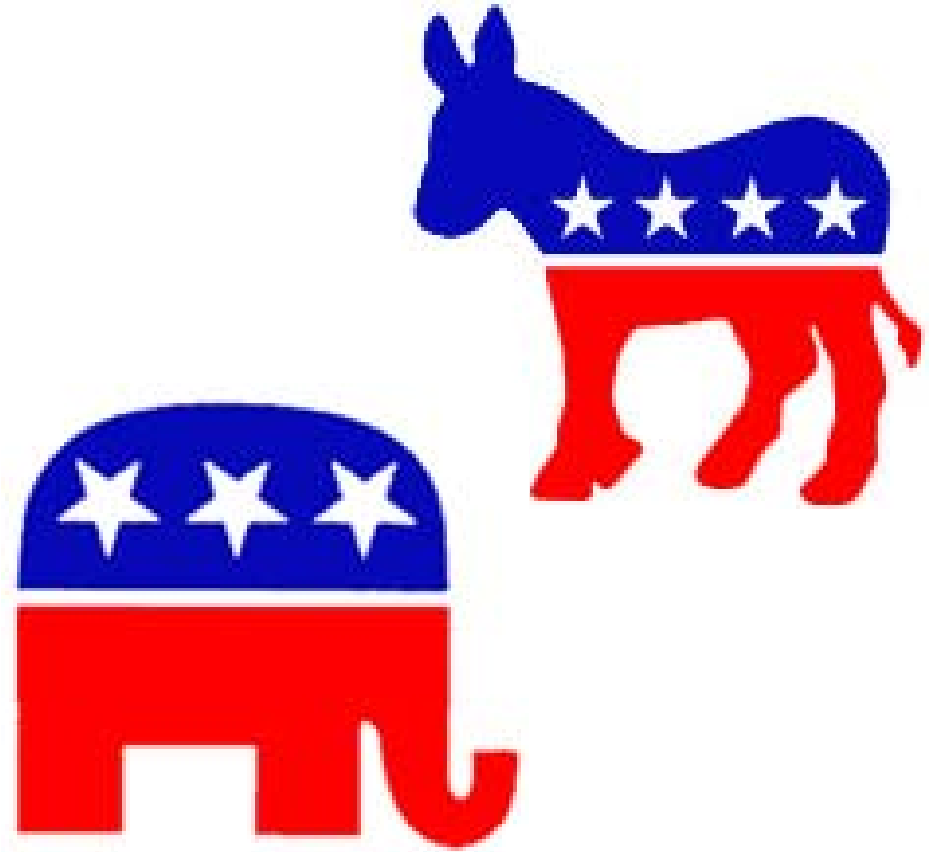


OUTLIARS: THE RELATIONSHIP BETWEEN POLITICAL IDEOLOGY AND DISHONESTY

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Politics and Character

- Perceptions of character have a **significant effect** on **political elections** (Bishin, Stevens, & Wilson, 2006)
- Next question:
 - ▣ Do **different political ideologies** value character differently?



Politics and Character (Continued)



- Those with **left-party views** are more likely to tolerate **unethical behavior** (Van Kenhove, Vermeir, & Verniers, 2011; Hirsh, deYoung, Xu, & Peterson, 2010)
- Problems?

Expectations of Dishonesty

- Social comparison theory (Festinger, 1954)
 - ▣ We form opinions by comparing ourselves to others
 - ▣ False consensus effect (Ross, Greene, & House, 1977)



The Study

- Purpose: Examine whether a **correlation** exists between **political ideology** and **dishonesty** when participants are given the opportunity to **lie** for a higher **monetary reward**
- Questions for investigation:
 - Will those of a certain political ideology be **more likely** to be **dishonest**?
 - Will those of a certain political ideology be **more likely** to **expect** others to be **dishonest**?

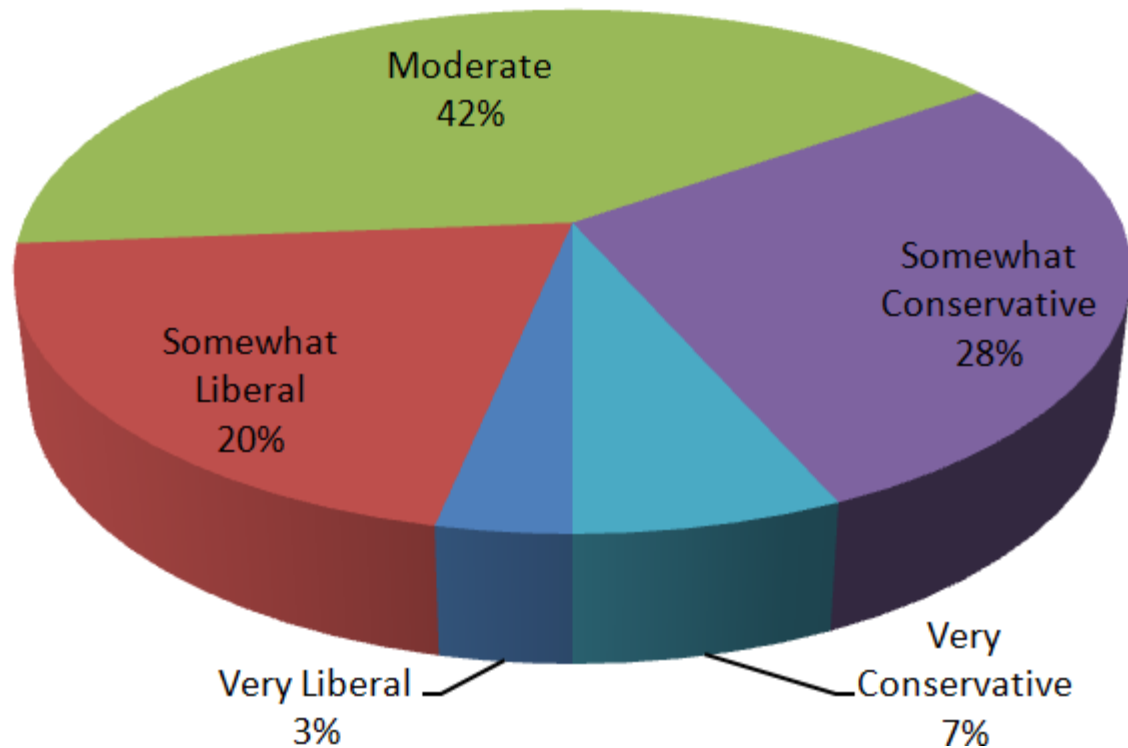
Hypotheses

- H1:* Participants who report themselves as politically liberal will be more likely to be dishonest than those who report themselves as politically conservative (Van Kenhove et. al, 2001; Hirsh et. al, 2010)
- H2:* Participants who report themselves as politically liberal will be less likely to predict others to be dishonest than those who report themselves as politically conservative (Festinger, 1954; Ross et. al, 1977)

Method

□ Participants

- A sample of 274 Midwestern undergraduates students (91 males, 183 females)
- Mean age = 19.09 (SD = 2.05)
- Political ideology
 - Kurtosis = $-.310$



Method

- Materials
 - Computer questionnaire on Creighton University student costs
 - Demographic survey
 - Conditions
 - \$1 incentive ($N = 205$)
 - \$2 incentive ($N = 33$)
 - Control : \$0 incentive ($N = 36$)
 - Stacks of cash



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Example Question

5. There are several requirements students must fulfill to remain eligible for Federal Student Aid. Which of these is NOT a requirement?

- Maintain a QPA of 2.5
- Be enrolled each term on at least a half-time basis
- Be enrolled in a program of study leading to a certificate or degree
- Not be in default on any federal loan or owe a repayment on any federal grant

Next

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Results Page

Thank you for completing this survey.

Your score is: **2**
You have earned: **\$2.00**

Please press "Next" to submit your results.

Answer Key

1. The approximate projected cost of tuition, room, and board for a full-time Creighton University freshman during the 2011-2012 school year is **\$6,500**.
2. The approximate monthly room rate of the average freshman hall (Deglman, Kiewit, & Gallagher) is **\$650**.
3. The initial late payment fee for students who have failed to make a tuition payment by the university deadline is **\$145**.
4. Creighton University requires students to submit the FAFSA by **April 1st** to receive priority consideration for financial aid.
5. Students must maintain a **QPA of 2.0** to remain eligible for Federal Student Aid.
6. A Federal Stafford Student Unsubsidized loan has a fixed interest rate of **6.8%**.
7. **Federal Unsubsidized** loans do not charge any interest until after graduation, while **Federal Subsidized** loans charge interest from the time they are repaid.
8. Federal Stafford student loans have a grace period of **6 months** in which no repayment is required and no interest is accrued.
9. **Creighton University** grants are not awarded by the federal government.

The Deception

Error

A Runtime Error has occurred. Do you wish to continue?

Line: 23

Error: Path/File access error

Yes

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Post Hoc Survey

- Surveyed 210 of original 274 participants
- Manipulation check
- Participant perception of the study



Results

- No correlations existed between political ideology and dishonesty in any condition
 - *H1: Unsupported*

- No significant correlations or main effects found between political ideology and predicted dishonesty in any condition
 - *H2: Unsupported*

Results (Continued)

- Control: \$0 incentive condition ($N = 36$)
 - All 5 liars came from the moderate range
 - No liars among extreme political ideologies
- \$1 incentive condition ($N = 205$)
 - Extreme liberals and extreme conservatives significantly more likely to lie about their score by a higher margin
 - $F(4, 175) = 4.25, p = .013$
- \$2 incentive condition ($N = 33$)
 - No liars at all

Results (Continued)

One-Way Between-Subjects ANOVA for Political Ideology and Reporting Discrepancy

Political Ideology	N	\$0 Mean	\$1 Mean	\$2 Mean
Very Conservative	16	.000	*.546	.000
Somewhat Conservative	65	.583	.023	.000
Moderate	100	.125	.050	.000
Somewhat Liberal	48	.000	.051	.000
Very Liberal	7	N/A	*.714	.000
Total	236	.267	.100	.000

* $F(4, 175) = 4.29, p = .002$. Some participants (38) removed after manipulation check.

Discussion

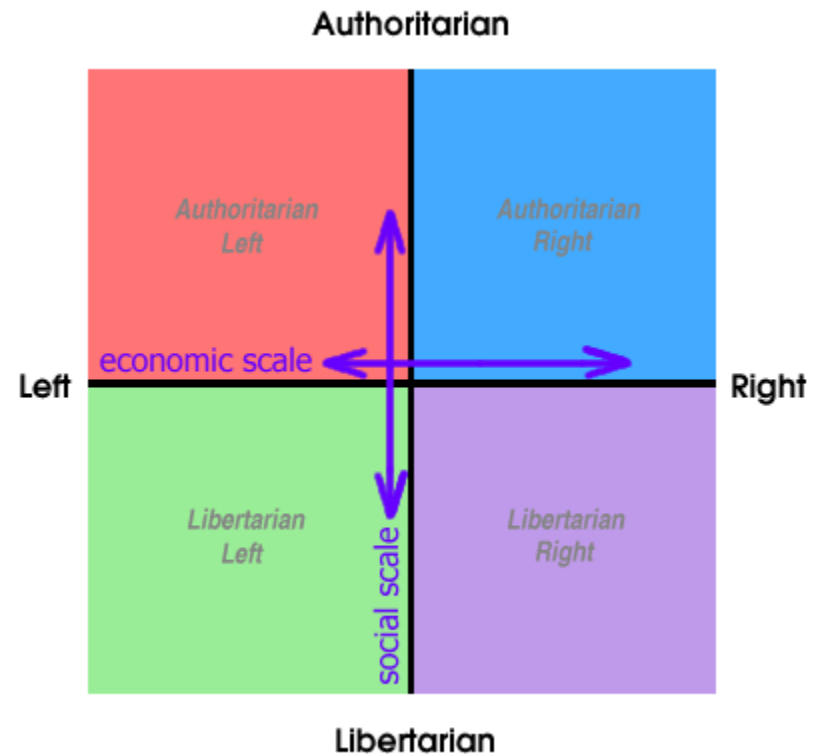
- Persons with **extreme political views** tend to also have an **extreme view** of the world (Baray, Postmes, & Jetten, 2009)
 - have a higher sense of **personal identity**
 - may perceive themselves as **more honest**
- Theory of self-concept maintenance
 - “honest” may **cheat or lie** by a **small** amount to achieve benefit while **not compromising** their self-concept (Mazar, Amir, & Ariely, 2008)

Limitations

- Only a small proportion of participants lied (5%)
- Participants forgetting survey results
 - ▣ 5 participants (2% under-reported their scores)
- Compensation
 - ▣ Participants already compensated in form of research credits
 - ▣ Small incentive

For Future Study

- Differing effects among other populations
- Impact of personality
- Differences between social and fiscal political ideology



Questions?

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Thank you.