

# What kind of thief are you?

# Linking perceptions, personality traits and music taste to illegal downloading- how preferences, traits and notions affect online crime

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#### Abstract:

The World Wide Web is providing an infinite pool of illegally downloadable content, like music files. The present study is examining the illegal download behavior of young German adults and is searching for factors which are influencing and boosting illegal downloading. The effects of personality, musical taste, individual perceptions and personal values on this kind of behavior were assessed with the help of multiple scales. The underlying theoretical framework was evaluated for reliability. It was concluded that people differ in illegal download behavior by means of perceptions of anonymity, legal consequences, behavioral control and the personality dimension conscientiousness as well. The last-mentioned construct had, along with the Energetic& Rhythmic music taste, also a significant influence on the perception of legal consequences. Finally, the assumption that women have got significantly lower perceived behavioral control than men with regard to downloading illegal music content was confirmed, while no significant link between moral standards and illegal downloading was found.

Keywords: illegal downloading, perception, piracy, personality, music taste

#### Abstract (NL):

Het World Wide Web biedt een oneindelijke pool van illegaal downloadbare inhoud zoals muziekfiles. Deze studie onderzoekt illegaal download gedrag van jonge Duite volwassenen en zoekt naar factoren, die illegaal downloaden beïnvloeden en bevorderen. De effecten van persoonlijkheid, muzieksmaak, individuële waarnemingen en persoonlijke waarden op dit gedrag werden d.m.v. verschillende schalen gemeten. Het onderliggende theoretische kader werd op basis van zijn betrouwbaarheid geëvalueerd. Geconcludeerd werd dat mensen bij illegaal download-gedrag verschillen qua waargenomen anonymiteit, waarneming van mogelijke rechtelijke gevolgen, gedragscontrole en de persoonlijkheidsdimensie "consciëntieusheid". Dit laatst genoemde contruct had samen met de dimensie van de muzieksmaak "Energetic & Rhythmic" een significante invloed op de waarneming van mogelijke rechtelijke consequenties. Tenslotte werd de veronderstelling bevestigd, dat vrouwen significant minder waargenomen gedragscontrole respectievelijk illegaal downloaden hebben dan mannen, terwijl geen significante relatie tussen morele normen en illegaal downloaden werd gevonden.

Sleutelbegrippen: illegaal downloaden, waarneming, muziekpiraterij, persoonlijkheid, muzieksmaak

## 1. Introduction

## Implications of digital piracy

Considering today's virtual market of digital goods, one can state that there is a vast quantity of files you are regularly confronted with, which can be acquired legally or illegally. The piracy of music files alone causes an annual loss of approximately 12.5 billion dollars to the U.S. economy (Billboard, 2007), where the biggest market for the music industry in the world is settled. One will hardly find anybody who never came in contact with illegally downloadable content on the internet, whether if consciously or unconsciously.

Gopal et al. (2004) found out that the "number of infringing music files available on the Internet has increased twenty-fivefold in just 3 years" (p. 91). The rambling landscape of the internet offers too many loopholes to bypass the fuzzy restrictions of the law. Listening to music on MySpace, watching videos on YouTube or testing demo-versions of expensive software seems to allure the consumer's opinion that every digital medium should be available for everyone without paying for it. Some governmental institutions in Germany, where the present research takes place, try to introduce laws against bootlegging and illegal acquisition of digital goods. But since the internet represents a globally accessable medium, a universal regulation needs to be set up.

Nowadays, almost everybody in the Western civilization has got the possibility to connect to the internet on a regular basis. For example, in Germany 72 % of the people are online. It has also been found that 97 %, i.e. almost every juvenile there in the age from 14 to 19 years, accesses the internet at least weekly (Initiative D21, 2010). In Iceland, even 97% of the total population use the internet (Internet World Stats, 2010), including people of all ages. In 2008, 16 % of all German people older than 10 years downloaded on average 84 music titles via so-called p2p file-sharing networks. Of all titles downloaded, only 9 % were liable to pay costs. In contrast to this, 76% of the music was obtained via the networks mentioned above (Bundesverband Musikindustrie E.V., 2010). The International Federation of the Phonographic Industry (2009) found out that 95 percent of the worldwide music downloads are still illegal (Federation of the Phonographic Industry, 2010).

In Germany, since 2008 mere downloading can be sentenced with a penalty of several thousand Euros. This fine is applicable if you download any file for free which the originator did not originally offer for free (Netzeitung, 2008).

The widely mounted campaigns against illegal downloading piracy did not have sustainable effects on the consumers, with regard to cutting off all sources of illegal sharing networks. Cheng et al. (1997) ascertained with regard to software piracy that "effective measures to address the software piracy problem cannot be developed without knowing the underlying motivations and justifications for individuals to pirate software." (p. 50). Obviously, it does not make sense to lump together all kinds of people when the problem of illegal downloading is spotlighted. Attention has to be paid to personal traits and preferences of the user, as well as perceptions, specific skills or values he or she has. Hence, the two research questions tried to be answered in this paper read:

RQ1: Which variables will predict illegal download behavior?

RQ2: Are there significant differences between people who download music illegally and people who do not regarding certain factors of perception, personal traits, values or musical preferences?

It is the task to centre the user, thus almost everybody using the internet. This is a huge sample, not only in the Western civilization, growing every day without a prospect of a clear limit. In this case, we concentrate on the young adolescent German population, which mostly has to engage in downloading of MP3 files in a criminal way.

#### Inducements for the research

In the course of time, the issue of behavior on the internet is certainly worth to be investigated. The worldwide web is replacing social institutions and commercial services more and more, so that the consumer's activities on these entertaining sectors have to be focused. A study made by the BBC World Service underlines the actual perceived importance of the internet among the population. It even states that 4 out of 5 people from a sample of 26 different countries are of the opinion that an internet access should be seen as a fundamental right (BBC, 2010). It is necessary to optimize the new possibilities of the virtual world, as it has to be checked for pitfalls and unobtrusive dangers.

For this reason, it has to be found out how the user reacts to dubious file offers on the internet and how he personally handles barriers that might put him in an undesirable situation.

Basically, it needs to be checked if he minds at all. The human self is not an absolutely downright being that can be pegged as a consistently acting entity, so differences are obvious and empirically measureable. Linking these variations among human characteristics and perceptions to behavior on the internet is one of the goals of this study.

The access to music is easier than ever before, due to the multiple possibilities on the internet. Every subgenre of music can be approached with just one mouse click. People of the industrial world are permanently in contact with a virtual world that offers as many opportunities as well as dangers. Getting music for free on the web seems to be child's play. This kind of theft can be committed in combination with so little risk, in comparison to the benefits, that people are often inclined to accept this perceived little risk of serious consequences. Nevertheless, this perceived risk is not the same for each and every person. Additionally, this cannot count as the sole explaining factor for committing a crime on the internet. It depends on how you evaluate the severity of the situation, how you think about the act itself when it is linked to stealing intellectual property or on other important intrinsic factors like behavioral skills or personal ethical attitudes. These facts bring up the thought-provoking question of how people behave on the internet in case they are tempted to commit a criminal act by downloading any kind of content, in this case music, they did not pay for. This is precisely the guideline of the following research.

#### Theoretical framework

In order to do this research, the *Theory of Planned Behavior* (Ajzen, 1975) had been revised and serves as a modified basic principle for it.

Within the original model, "Behavioral Beliefs" is one basic factor within the construct of "Attitudes". It indicates the anticipation of the possible consequences that could follow the behavior of the individual. There is the consideration that people do not understand the legal situation when downloading media. You can listen to famous high quality songs on YouTube whenever you want, watch videos in High Definition as well, and even enjoy streamed current Hollywood movies on certain internet pages. In the process, it becomes ambiguous whether you are acting within the boundaries of the law. One hardly can evaluate if the users do not know the law, or if they do not want to know it. In any case, the old Roman principle "ignorantia legis non excusat" ("ignorance is no excuse") (Apathy et al.,1975) remains valid in this context in Germany. Oliver W. J. (1881) already stated in the 19th century that the justice to the individual, the ignorance in this case, is "rightly outweighed by the larger interests on the other side of the scales".

If one studies papers about the concept of risk perception, it becomes evident that there are big differences among individuals on this dimension. Additionally, it is regarded as a durable important concept within the literature on consumer behavior (Cox and Rich, 1964). Classical criminology teaches that criminal behavior can be reduced by fear of punishment (Claster, 1967), which in turn raises the perception of a certain risk. Some people might not even realize that they could commit a real crime so easily on the internet, whereas others remain alert while being online, anticipating possible dangers. The reasons for these differences can range from earlier experiences to increased respect for the consolidation of the internet within society in general, including certain rules that have to be followed there, and are advertised in the mass media. Within the process of decision-making in ambiguous situations, such as committing a crime or not, people often tend to do a so-called "Risk-Benefit Analysis", in which the guestion of "whether a risk is 'acceptable'" (Wilson and Crouch, 2001) is addressed. Thus, the individual perceives a certain level of risk, which in turn influences subsequent risky behavior. In line with these facts, the construct of "Perception of possible legal consequences" has been chosen as a replacing element for "behavioral beliefs" in the model. Within the context, it functions as the individual appraisal of negative legal consequences, because it is determined by the total set of accessible behavioral beliefs linking the behavior to various outcomes and other attributes. Testing this component provides an insight into the perception of the user, in terms of acting right or wrong in a legal sense.

Furthermore, there remains the question how the "internet pirate" approves of his own illegal behavior. Overall, the threshold for obtaining digital files without worrying about the legal or ethical correctness of the act decreases more and more. People justify piracy of music with ease, bringing forward the argument that the "repartition of profits among producers and artists" would be unacceptable or mentioning the "unfair price of records" (Grolleau et al., 2008). A survey among children from 27 European countries put forth the result that most of them know about the risks of illegal downloading, but rationalize it anyway by arguing that "everyone (...) is doing it", in addition to other excuses like the pirated digital goods would be for personal and private purposes (Reuters, 2007). These findings cause the introduction of a further construct within the tested model. It goes by the name of "Moral standards" and is derived from the two components "Normative Beliefs" and "Subjective Norm" which are cornerstones of the model the research is based on. This second construct mainly involves the individual's perception of social normative pressures and personal ethical beliefs. Compared to the first construct, it addresses the question of acting right or wrong in an *ethical* sense.

As a third construct remains "Perceived Behavioral Control", the extent to which a person feels able to execute the behavior. Some people do not know how to access illegal files, while it is actually a cinch to others. This construct has been linked to the behavioral intention, like it is done in the original context of the *Theory of Planned Behavior*.

Fourthly, the construct "Perceived anonymity" has been added to the model. Committing a crime in the context of the internet seems to be easier and less daunting as it is the case in the real world. Due to the anonymity of the worldwide web, we feel safer by grabbing a song or a movie online, compared to stealing a CD or a DVD in a store, which can roughly be compared if you reduce it to the act of stealing someone's property (Cheng, 2007). This difference could also be attributed to the fact that people are more easily seduced to commit a crime online than being pushed into such a situation in the real world. Moreover, it feels less harming if you are faced with a website with advertisements on it that gives the impression to be serious and official. In fact, these alleged serious sites are mostly kept alive by these ads that mean additional earnings for its operators, attracting the user with download-offers of famous audio or audio-visual material. Centralizing the anonymity one perceives while furnishing a piece of music illegally, this construct is placed to observe its effect on illegal download behavior.

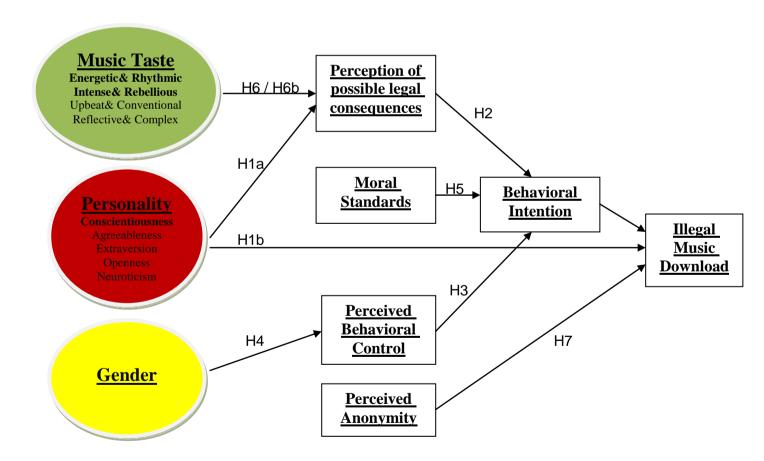
Moreover, the construct "Personality" has been added to the research model. It is the purpose to find out to what extent stable human characteristics moderate the construct of "Perception of possible legal consequences". Previous research indicates that personality actually affects risk perception. Krewski et al. (1995) figured out that that "world views" were correlated with risk evaluation. Another research done by Rosenbloom and Tova (2003) resulted in the finding that there is a correlation between risk taking and the dimension of sensation seeking, a personality trait that defines a person's "preference for or aversions to stimuli or experiences with high-arousal potential" (Zuckermann, 1988, p. 174).

Also, it is obvious that personality is closely related to personal ethical and moral values. For instance Haan et al. (1968) found out that principled students were more often political activists than conventional students. Beyond that, differences were amongst other things found in "self and ideal views". In addition, the Big Five personality model, on which the applied test is based, rests upon person-descriptive adjectives. Adjectives like "moral, principled, ethical, prudish", revisited by Saucier and Goldberg (1998) in a customized test, were also used to arrange dimensions of personality traits, which finally added up to the five factor model *Big Five* (Costa & McCrae, 1992). We concentrate particularly the sub-dimension of "conscientiousness", that matches best with the traits named above, regarding principles, ideal views and morality in a certain sense.

Besides that, the research of Adrian North (2008) evokes the idea that sympathizers of different musical genres can be ascribed different personality traits. Due to his findings that Heavy Metal listeners seemed to be gentle and reserved, one goal is it to check if this projects on the perception of possible legal consequences. Or in other words: if they respect the law, compared to listeners of Electronic and Urban

music like Hip Hop who have been reduced to the dimension 'Energetic & Rhythmic'. Primack et al. (2008) recently stated that this group of listeners is most willingly to engage in illegal behavior like drug abuse. The opposite dimension we especially focus here is 'Intense & Rebellious', including Rock and related music like 'Punk' and 'Heavy Metal'. The reason for this comparison is that the concluded assumption of current reports is that people, who rather belong to the Rock and Metal music dimensions tend to behave more cautious, careful and normative. The variable 'music taste' is therefore the penultimate construct of interest within the model. Regarding the fact that this research approaches the digital trade of music, it seems to be reasonable to include this dimension as well.

Finally, we focus on gender differences when it comes to illegal downloading. Although Wasserman and Richmond-Abbott (2005) found out that men only marginally make more use of music-providing sites on the internet (48.3 % versus 42.4 %), the fact that women are more afraid of crime as well as more supportive in preventing it (Hurwitz& Smithey, 1998), illustrates the need of examining gender differences as regards illegal downloading. Ultimately, the finding that men make more often use of the web than women, whose preference is the utilization of the internet as a communication tool (Jackson et. Al., 2001) is handled. This is considered to be a reason for the assumption that gender also has an effect on Perceived Behavioral Control, representing the individuals' perceptions of their ability to find illegally downloadable content online.



**Fig. 1.:** Hypothesized model explaining the relationships between Personality, Attitudes, Perceptions, Music Taste, Gender and illegal download behavior.

According to the theoretical framework explained above, there are 8 hypotheses which are to be accepted or rejected:

- (1a) Individuals who score high on the dimension of *Conscientiousness* will also face a higher *Perception of possible legal consequences*.
- (1b) Individuals who score high on the dimension of *Conscientiousness* will frequently engage in *Illegal music download*.
- (2) The dimension of *Perception of possible legal consequences* will negatively influence the *Behavioral Intention* to download music illegally.
- (3) Individuals who perceive high *behavioral control* will score significantly higher on the dimension of *Behavioral Intention*.
- (4) The factor *gender* will have an effect on *perceived behavioral control* in the regard that women will score significantly lower on that dimension.
- (5) An individual's Moral Standards will negatively predict his or her behavioral intention.
- (6) People who have a high preference of *Energetic& Rhythmic* music will have a significantly lower *Perception of possible legal consequences*.
- (6b) In contrast to the music dimension of *Energetic& Rhythmic*, there will be no effect of high *Intense & Rebellious* music preference on the *Perception of possible legal consequences*.
- (7) There will be a positive effect of *Perceived Anonymity* on *Illegal music downloads*. People who feel more anonymous will engage significantly more in illegal downloading.

## 2. Methods

## **Participants**

The participants were chosen from Germany. The legal differences between the Netherlands and Germany forced the researcher to concentrate on the German population, due to the fact that in the Netherlands downloading music, in almost every fashion, is mostly not prosecuted.

The sample consisted of 132 participants including 109 males and 23 females from Germany. The age of the respondents ranged from 19 to 56 with an average of 25 years. Most of the respondents stated to have achieved the German Grammar school graduation ("Abitur") as their latest and highest degree.

#### Procedure

The respondents were gained as follows: A link was posted to the survey on Facebook and the German equivalent "Studivz". This link has also been shared by other people, so that a sort of viral distribution could take place. Online groups for different music preferences have also been sought out within the former mentioned social networks, where the link to the survey has also been spread. A digital online questionnaire had to be filled in and the participants received short instructions before starting the questionnaire and in the

beginning of each segment respectively. All respondents could complete the survey in their private setting, which insured anonymity. This has to be seen as an important factor regarding the sensitivity of the topic. The participants were asked to answer honestly, giving the first answer which comes to their mind. They were able to answer questions by approaching the researcher personally via e-mail, private messages on social network sites or via instant messengers.

#### Measures

At first, all surveyed people had to provide the demographical data of age, gender, education and number of illegal downloads per month. The latter question consisted of the response categories 1 (no illegal downloading at all), 2 (0-25 downloads), 3 (25-30 downloads) and 4 (more than 50 downloads). The main survey was amongst others constructed by means of a manual for the Theory of Planned behavior by Francis et al. (2004). This manual was customized for health purposes, so it had to be revised and tailored to our topic. Thus, the constructs of *Attitudes, Moral Standards, Perceived Behavioral control* and *Behavioral intention* were adjusted to validate it for our topic of interest. The rearranged construct of "Attitudes" had to be matched, due to its replacement by the construct "Perception of possible legal consequences". For this reason, 8 fellow students were asked about possible worrying feelings they could imagine in the face of illegal downloading and its consequences. In line with this, an item pool could be generated with 4 remaining items in the end. Some items could solely be answered by people who are downloading music illegally, so the respondents who did not fit this criterion had to skip one part within the survey to continue.

All items were constructed to be answered in the 7-point Likert scale format (Likert,1932), which response spectrum ranged from "strongly disagree" at the negative endpoint to "strongly agree" at the positive one. Two items, which belonged to the sub-construct of "Outcome Evaluations" got their scale ranging from "extremely undesirable" to "extremely desirable". This change had the purpose to vary the response style and, in line with that, to overcome acquiescence response sets. The scales for all the constructs mentioned above, whose creation was inspired by the Theory of planned behavior, were translated into German, using the forward backward translation methodology.

Furthermore, the added construct *Perceived Anonymity* included a self-created item set which, like the others mentioned above, provided a reliability coefficient alpha of higher than 0.7, as it is required to implement it as a part of the hypothetical framework.

Table 1

Values of internal consistency of the self-created constructs provided via Cronbach's alpha with the number of items of the construct respectively.

Construct	Cronbach's Alpha	Number of items
Perception of legal	.81	3
consequences		
Moral Standards	.71	5
Perceived Behavioral Control	.86	3
Perceived Anonymity	.94	4
Behavioral Intention	.97	3

To draw conclusion about the respondent's personality traits, we made use of TIPI, the Ten Item Personality Measure (Gosling et al., 2003). This scale provides a brief measure of the Big-five personality dimensions. Because of the time-consuming characteristics of other personality measuring instruments, we offered this shortened test which provided adequate levels of test-retest reliability, patterns of predicted external correlates and convergence with widely used Big-Five measures in self, observer and peer reports in the past.

Finally, the Short Test of Music Preferences STOMP (Rentfrow & Gosling, 2003) has been used to determine the individual's music taste. This test divides the preferences into 4 dimensions: *Energetic& Rhythmic, Intense& Rebellious, Upbeat& Conventional* and *Reflective& Complex*. It is a 14-items scale and assesses the popularity of these dimensions. The t-test for independent samples (see Table 3) helped us to illustrate differences between people who download music illegally and people who do not with regard to all the constructs and their components.

Linear regression was applied via the statistics software SPSS to draw conclusions between the constructs of interest while linking one or more independent variables to a dependent one, respectively. The hypothesized model above (Fig. 1) gives a detailed illustration of the connections between the constructs. The following section provides the results we generated through the regression analysis.

## 3. Results

The first thing to be checked was how high the frequency of illegal downloads within the sample was. 29.5 % stated they never engage in illegal music download, whereas most of the people who download grab 0-25 songs per month (28.0 %). 52.2 % of the females said that they never download music illegally, but only 24.8 % of the males provided this answer.

Table 2

Distribution of extent of illegal download behavior across gender, including values expressed as percentages within gender and in total

	No illegal downloading	0-25 titles	25-50 titles	More than 50 titles	Total N
Male	27	29	21	32	109
	(24.8 %)	(26.6 %)	(19.3 %)	(29.4%)	(100.0 %)
Female	` 12 ´	` 8 ´	` 3 ´	` 0 ′	` 23 ´
	(52.2 %)	(34.8 %)	(13.0 %)	(0.0 %)	(100.0%)
Total	39	37	24	32	132
	(29.5 %)	(28.0 %)	(18.2 %)	(24.2 %)	(100.0 %)

An analysis was conducted to assess the differences between the people who download and the people who do not, concerning the different constructs. The two groups varied in several aspects. At first, the differences were significant within all self-arranged constructs that are based on the Theory of Planned Behavior i.e.  $Perception\ of\ legal\ consequences\ (\ t(130)=6.26,\ p=0.01)$ ,  $Moral\ standards\ (t\ (130)=2.60,\ p=0.010)$  and  $Behavioral\ Control\ (\ t\ (130)=4.63,\ p=0.04)$ .

Additionally, the groups significantly differed in the music taste dimensions of *Reflective & Complex* (t(123)=6.26, p=0.01) and *Energetic & Rhythmic* (t(123)=2.58, p=0.01). Regarding the personality dimensions, only the factor of *Conscientiousness* (t(130)=-4.85, p=0.00) proved to be a sub-construct that separates the two groups. The last factor *Gender* proved the assumption that there are also gender differences with respect to downloading music content illegally.

Table 3

Comparing participants who download to people who do not using the independent samples t-test. All relevant (sub-) constructs have been tested on significant differences between the two groups by providing the t-value the p-value and the means for each group respectively.

Construct	<u>t-value</u>	<u>p</u>		<u>mean</u>	<u>mean</u>
			<u>"do</u>	wnloaders"	"non-downloaders"
Perception of	-6.28		0.01*	2.52	4.31
possible legal					
consequences					
Moral standards	2.60		0.01**	3.96	3.25
Behavioral control	4.63		0.04*	5.73	4.50
Reflective&	-2.66		0.01**	3.38	4.04
Complex					
Intense&	45		0.66**	3.42	3.56
Rebellious					
Upbeat&	-1.85		0.07**	3.53	4.02
Conventional					
Energetic&	2.58		0.01**	4.91	4.12
Rhythmic					
Extraversion	1.46		0.15**	3.95	3.54
Conscientiousness	-4.85		0.00**	3.94	5.37
Agreeableness	-1.54		0.13**	4.15	4.49
Neuroticism	1.06		0.29**	4.77	4.49
Openness	1.16		0.25**	5.24	4.94
Gender	-2.67		0.00*	_	_
Genuel	-2.01		0.00	-	-

N=132

N (downloaders)= 93

N (non-downloaders)=39

\* = one-tailed \*\* = two-tailed

#### Perception of possible legal consequences

It was hypothesized that *Energetic& Rhythmic* (H6) music preference and a high level of *Conscientiousness* (H1a) influence the level of *perception of possible legal consequences* directly, while preference of *Intense& Rebellious* music does not. In fact, the paths from *Conscientiousness* (B=.34, SE=.08,  $\beta$ =.33, p<.001) and *Energetic& Rhythmic* (B=-.26, SE=.08,  $\beta$ =-.25, p<.05) to *perception of legal consequences* showed a significant relation. The personality dimension influenced the perception positively, while the music preference dimension had a contrary impact on it. Thus, these findings confirmed Hypothesis H1a and H6. *Intense& Rebellious* (B=.01,SE=.11,  $\beta$ =.01, p>.10) showed, like the other music preference dimensions, no significance on this path as it has been assumed in advance. This result provided the acceptance of H8. People who download illegally and people who do not, have been included in this analysis section.

#### Behavioral intention

To test the hypothesis created with a link to *Behavioral intention*, only people who engage in illegal music download were taken as a relevant test group, because the items of this construct could only be answered by this part of the sample (N= 93). However, the constructs of *Perception of possible legal consequences* (B=-.45, SE=.14,  $\beta$ =-.28, p=.002) and *Behavioral control* (B=.55, SE=.15,  $\beta$ =.354, p<.001) had the anticipated effects on the dependent variable. In line with this, H2 and H3 could be verified. Solely the self-created construct of *Moral standards* (B=.31, SE=.16,  $\beta$ =.17, p=.058) has not been confirmed, due to the observation that its value of significance exceeded the critical threshold of .05. As a result, H5 had to be rejected.

#### Illegal music download

The assumption was that the constructs of *Perceived anonymity* and *Conscientiousness* would affect the extent to which *Illegal music download* is practiced. The first-mentioned factor was created and added on the basis of findings generated from former research, while the second one constitutes a part of the TIPI test which was used to measure several personality dimensions. Anyway, *Perceived anonymity* (B=.24, SE=.03,  $\beta$ =.54, p<.001) and *Conscientiousness* (B=-.20, SE=.04,  $\beta$ =-.30, p<.001) both proved to be influential constructs regarding the illegal music download behavior. Thus, H1b and H7 could be accepted as well.

#### Perceived behavioral control

The last hypothesis assumed a link between *Gender* and *Perceived behavioral control*. The results dealing with this connection show that it was an educated guess to interconnect the two construct. Actually, the data suggest that the link is significant. *Gender* (B=-1.972, SE=.29,  $\beta$ =-.50, p<.001) had an impact on the control one is able to exercise in the respect that men possessed bigger skills in finding illegally downloadable content. As a conclusion, it can be stated that H4 has also been accepted.

N= 132

	Perception of possible Legal consequences	Behavioral Intention	Perceived behavioral control	Illegal music download
Energetic& Rhythmic	26*			
Intense& Rebellious	.12			
Conscientiousness	.33*			30*
Perception of possible legal consequences		45*		
Moral standards		.31		
Perceived behavioral control		.57*		
Perceived anonymity				.54*
Gender			50*	
<b>R</b> <sup>2</sup>	.186	.470	.251	.467

<sup>\*</sup> p<.05

#### 4. Discussion

#### Conclusion

With regard to the research questions, we can conclude several incidents. There were several predictors that precede illegal downloading and the formation of individual perceptions. The scoring on the construct of *Energetic & Rhythmic* music taste influenced the *Perception of possible legal consequences*. The higher the preference for this kind of music was, the lower these perceptions were.

Conscientiousness even predicted both frequency of *Illegal music download* and *Perception of possible legal consequences* to such a degree that a high score on that dimension led to a low score on the two dependent factors (p<.05).

The factor *Gender* also had a predicting value: Women perceived significantly lower behavioral control than men.

The constructs of *Perception of possible legal consequences* and *Perceived behavioral control* predicted in turn the *Behavioral intention* to download illegally, while *Moral Standards* had no effect on that factor. By comparing people who download to people who do not, the same factors mentioned above made the difference. Beyond that, the results suggested that people differ in this regard with respect to the music dimension *Reflective & Complex* and *Moral Standards*. Thereby, the latter finding has to be taken with a pinch of salt.

#### Evaluation of results

One of the aims of the present study was to investigate if and how attitudes, certain musical preferences and personality traits directly or indirectly influence illegal behavior in terms of downloading music illegally from the internet.

We did a brief measure of the Big Five personality dimensions and focused on the factor of *Conscientiousness* which McCrae and Costa (1987) described as the tendency to be disciplined, responsible and reliable. Of all personality dimensions, this factor provided the closest link to risky or irresponsible behavior. Indeed, this dimension had a significant impact on the extent of illegal downloading as well as on the *Perception of possible legal consequences*. These results are in accordance with the conclusions of Karim et al (2009), who confirmed that conscientiousness is an important predictor of unethical internet behavior. In our case, the examined behavior is certainly falling in this category. In addition, Chauvin et al (2007) emphasized in their study that people, who score high on conscientiousness, more likely perceive hazard factors like deviant behavior than people who score low on this dimension.

Furthermore, the *Short Test of Music Preferences (STOMP)* helped us to categorize the respondents into four music dimensions. The finding was that apparently only supporters of *Energetic & Rhythmic* music do not perceive any threats with regard to penalties they could face when they would be caught. All other dimensions did not show a significant link to the construct of *perception of possible legal consequences*. Neither a negative, nor a positive correlation could be stated. This link complies with the results that North (2007) came up with. He discovered that the probability of having already committed a crime in lifetime is significantly higher for people who listen to Dance and Hip Hop music than for people who prefer other genres. These are exactly the musical categories included in the construct of *Energetic& Rhythmic* music within the present research.

The incorporated construct of *Perceived anonymity* proved to be a firm construct of relevance. In a certain sense we confirmed the hypothesis of Armstrong and Forde (2003) who detected that criminal groups use the anonymity of the internet to protect individual members. Moreover, they mentioned the individual right to privacy that protects the "mens rea" ("guilty mind"). Within this context, Sams.net (1997) added in a volume by way of explanation that "If the suspect unwittingly penetrated a computer system (…) there is no *mens rea* and therefore no crime" (Sams.net, 1997, pp. 30). Perceptions like the one mentioned before are

seemingly boosting the user's habit of online crime. Taking this train of thought into account, it is no coincidence that H7 has been supported, in which it was assumed that perceived anonymity directly influences illegal download behavior.

Hypothesis 2, 3 and 5 marked the connections aiming at Behavioral Intention. H2 and H3 have been supported by regression, while H5 had to be rejected. It is remarkable that these genuine relationships from the Theory of Planned Behavior did not completely prove to be of significance. Attitude, in this case renamed to "perception of possible legal consequences", and Perceived behavioral control turned out to be affecting the dependent construct. This was also the case in Ajzen's model and thus the finding has no need to be challenged. Only the construct of Moral standards did not show the expected effect on Behavioral Intention. Since we were eager to create this construct, it was difficult to consolidate all values, ethical beliefs and moral judgments within one item set. Persons who got matters about a possible damage to the music industry, perhaps do not care about the opinion of people in their surrounding regarding illegal downloading. Of all constructs, this one had the lowest internal consistency with an alpha value that just exceeded the minimum threshold of .70 ( $\alpha$ = .705). The multi-directionality of the items seems to be at least one of the reasons why the hypothesis failed. For example, there was one item saying "It is not my responsibility to stop music piracy, it's rather the obligation of the music industry.", while another one contained the claim "Most people who are important to me think that I should not download music illegally on the internet". Obviously, the items reflected attitudes too diverse to be reduced to one single construct. Splitting the construct of Moral standards would have possibly been the better solution. The problem is that we apparently altered the original form of the construct, named Subjective norms within the Theory of Planned behavior in such an extreme way that it did not serve as a reliable predictor anymore.

The last hypothesis to be discussed is about the link between gender and *Perceived behavioral control*. The Higher Education Research Institute (2001) found out that females are "much less confident of their computer skills than males" (p. 56). Additionally, another research reported females to have less computer self efficacy than males (Torkzadeh & Koufteros, 1994). This underlines the assumption that the observed differences cannot solely be traced back to reduced skills women possess on the internet, but to the personal appraisal of the skills they actually have. The fact that women are more likely to take preventive actions to avoid a crime (Hurwitz& Smithey, 1998) is another explanation to why women engage less frequently in illegal downloading.

Another aim was to figure out differences between the two groups of illegal downloaders on the one hand and people who do not download illegally on the other hand. The groups differed in exactly the same factors as these that influenced and predicted the behavior significantly, as mentioned above. These results have already been reasoned in the former part of the section; they are also applicable for explaining the group differences with respect to the particular constructs.

Apart from these constructs, there were also found differences between the groups on with reference to the preference of *Reflective & Complex* music which includes the genres Blues, Folk, Classical and Jazz. Considering the fact that these genres are rather conservative and famous amongst an older age group, this results are probably not of big value. Prieto-Rodríguez and Fernández-Blanco (2000) stated that the audience of classical "belong to older age groups" (p. 149); in fact, this age group is not targeted within our study.

The groups also differed by means of the construct of *Moral Standards*, but since we declared this measure as not reliable enough, a more detailed interpretation to this phenomenon would be redundant. Further complications of this construct are treated in the section below. We still regard the results gained here as a random bias.

#### Limitations of the research

In spite of all the enlightening results we generated, there are some limitations to the present research. First of all, the sample seems not to be diverse enough. More than 90% of the participants were from Western Germany. Besides, 3 of 4 respondents achieved at least a high school graduation during their life. Thus, the numbers we got can hardly represent the population of lower-educated people.

Furthermore, only 17.4 % of the participants were females. This can be traced back to the topic itself that might be less attractive to women, as we stated earlier. We used a convenience sample that was close to hand on the online network sites and instant messengers. A random sample would have provided an increased representativeness of the population. Nevertheless, convenience samples are usable to establish initial relationships between variables (Bogart, 1997). However, also the age range and educational backgrounds fitted to the aimed target group of the research.

Another weak issue of the study is the ambiguity of the construct *Moral standards*. Since the internal consistency was very low, the results indicated that there was a low within-scale item correlation of the construct. The items were too heterogeneous to match our purpose of measurement. Fortunately, the construct of "conscientiousness" is closely related to morality (McAdams, 2009), so that this could provide insights to the intimate values of the participants.

#### Implications and future research

Our study has some important implications for follow-up studies in the future. Our results induce further questions that might go more in-depth to the topic. We stated that listeners of Electronic and Urban music download significantly more music illegally than listeners of the other dimensions we examined. There remains the need to answer *why* this might be the case. We can only speculate and for example argue that all the other music genres originated unexceptionally not later than in the last century. In these times, only physical copies of music were available to the population and real vinyl or CD collections could be developed.

The tradition of these mediums, together with the traditional music, that exists for three decades at least, might give an explanation to the assumption that the purchase of digital files is not so famous among adherents of the more traditional music styles. They may have the possibility to digitalize "their" music as well, but since it does not originate from the digital era, the audience might encounter more inhibitions and obstacles by doing that. In contrast to this, the genres inherent to the *Energetic & Rhythmic* music dimension are still evolving and there are new genres like "Dubstep" or "Kuduro" which came up during the last decade in which the importance of physical sound carriers declined dramatically. These music genres even owe their

current fame to the internet and the circulation of digital MP3 files. This presents a rigorous difference to the distributive trades of music 40 years ago when the golden years have been introduced to Rock and Pop music. The internet revolutionized the music market and all people involved need to adapt to this development. Kusek and Leonhard (2005) shared some ideas about how the music market could look like in the future after the digital music revolution and assume that music will be ubiquitous in the future, as well as mentioning the upcoming role of the music industry then.

Moreover, the finding that *Perceived Anonymity* influences illegal downloading is worth to be examined a little more. The question is if there is a control mechanism that could enable executive authorities to gain more insight into criminal acts on the Internet. If this is the case, one could study the effects of control cues that warn the user who engages in illegal downloading.

Additionally, it needs to be checked if our study is also applicable to illegal purchase of other digital media like software or movies. By examining this, one could perhaps draw additional conclusions about individuals' movie gaming preferences in respect of crime associated with obtaining digital media.

Finally, it would be interesting to know if our results remain valid in other countries where the copyright laws are harsh as well. Maybe the findings have some cultural boundaries that would be detected by applying such a study to less developed countries, for example. NationMaster.com (2011) recently published a list of piracy rates by countries. The 15 nations where is pirated most frequently are all developing countries, which gives a hint that one might get even more drastic results when surveying populations like these.

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## Appendix 1. Research survey



Herzlich Willkommen zu meiner Bachelor-Untersuchung. Im Folgenden möchte ich von dir wissen, wie du dich im Internet verhältst im Bezug auf illegales Herunterladen von Musik. Das wird in etwa 5 Minuten in Anspruch nehmen. Deine Daten werden natürlich anonym behandelt; du brauchst nicht deinen Namen oder ähnliches angeben.

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Weiter

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Die folgenden Fragen sind gezielt an diejenigen gerichtet, die Musik illegal herunterladen. WENN DU NICHT ZU DIESER GRUPPE GEHÖRST, LASS DIE ANT WORT KÄST CHEN BITTE FREI UND GEHE AUF DIE NÄCHSTE SEITE.

Die Tatsache, dass ich durch kostenloses herunterladen eine Menge Geld spare ist einer der Hauptgruende fuer mein Verhalten.

Jeder lädt Musik aus dem Internet herunter ohne zu bezahlen, also tue ich es genauso.

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