

Where do we Lie? - The Impact of Location on Deception

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Bachelor Thesis

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### **Abstract**

In the current paper the impact of location (prison or church) on people's tendency to deceive (self-centred or other-oriented) is examined. Literature shows that people either lie for themselves or for another person. Besides the assumption that a prison picture would increase lying, feelings of self-control should be lower compared to the church picture (Mitchell & MacKenzie, 2006). Generally, prisoners seem to have less self-control whereas people believing in religion tend to have more self-control (Ardelt, 2008). The participants were randomly assigned to either church or prison. After the location manipulation the participants were asked to imagine themselves in situations which either represented self-centred or other-oriented motivations. The study was also measuring Social-Value Orientation and competition. The results of the online questionnaire showed that people indeed deceived more self-promoting when receiving the prison picture. Whereas, in comparison the participants receiving the church location deceived less self-centred. This can be explained by feelings of competition as an intermediary. However, lying in general, other-concerned lies, and self-control were not influenced by location. Future research should investigate whether a relationship exists by using virtual reality or a real-life manipulation.

*Keywords:* deception, location, self-centred, other-oriented

## **Introduction**

### **Defining Deception**

Where do people lie? You may turn around and look around asking yourself if you are situated in a truthful location. Perhaps you will say, I never lie at least not often. Yet, research on dishonesty shows that people engage in one lying act each day (DePaulo, Kashy, Kirkendol, Wyer, Epstein, 1996). Moreover, lying does occur across different locations and is not limited to criminal behaviour but takes place in day to day communication (Gamer & Ambach, 2014). But what exactly is deception?

People engaging in a deceptive act intentionally distort the truth because they anticipate a positive outcome. This paper adopts DePaulo's (1996) definition, which characterises deception as a false representation that is purposefully told to foster a good impression. A key characteristic is that the deceiver is aware of the falsity of his or her statement which leads us to detect selfishness or socialness in the act of lying. Even though deception has a broader meaning, here only lying behaviour is investigated and the act of intentionally influencing another person's belief.

Although lying is seen as a selfish act, people can also lie in order to protect other people, which is then called other-oriented deception. When involved in other-oriented deception lies are told to protect the interests of another person (DePaulo, 1996). So, the other person is protected from embarrassment or hurt feelings. Whereas self-centred lies are told to protect or promote the self to advantage one's psyche. Both acts of lying involve the anticipation of a benefit and tend to be an interaction function. Self-centred and other-oriented lies aim at impressing, regulating emotions, supporting claims and giving social support (DePaulo, 1996). But can these acts of lying and the motivation behind dishonesty be influenced by the location a person is in?

### **The Impact of Location**

Turning to the impact of location, behaviourists like Skinner already demonstrated the impact of the environment on behaviour and the dependence of behaviour on the situation (Smith, 1983; Blair, Levine, & Shaw, 2010). If it is plausible that behaviour is shaped by the environment as well is then, deceptive behaviour influenced by location.

For instance, research shows that dishonesty is more likely to occur in environments which encourage deception, while the truth is more likely to be told in environments where honesty is valued. In their study Blair et al. (2010), found that the deceiver's locational

information can influence swings in deception. The findings are explained by internal factors which influence deception. Moreover, they strongly presuppose that lying as well as the environment should be considered when researching deceptive behaviour. According to Blair et al. (2010), behaviour is adapted to one's location and developed regarding this environment. Hence, the degree of dishonesty should be lower in locations anticipated with honesty, while there should be a higher degree of dishonesty in locations perceived as reinforcing lies.

One location encouraging truth could be the church. Research supports that religious people deceive generally less compared to the average person and are more likely to deceive in other-oriented manner than out of self-centred motivation. In a qualitative interview study by Ardelt (2008), three people with religious beliefs were investigated and found to be less self-centred which affected their internal and external drives. Thus, especially self-centred lies should be less prevalent in these religious people. Perhaps other-oriented lies should be more common due to their deeper understanding of human nature and reality (Ardelt, 2008). Moreover, people with religious beliefs were found to exhibit great levels of self-control.

Quite an opposing location are prisons, which are assumed to increase self-centred motivations. In a study carried out by Mitchell & MacKenzie (2006), imprisoned offenders were found to act more out of self-centred reasons compared to non-prisoners. Additionally, they lack diligence, and concern for others and therefore, act more deviant. These findings comply with the theory of self-control which emphasises that anti-social behaviour is caused by low self-control. This lack of self-control is especially apparent in the context of prisons. So locations could play a role in self-control and consequently in deception.

A reason in favour of adapting one's deceptive behaviour to the location is the notion of the self. According to DePaulo et al. (1996), the self determines how people react to different contexts, as for instance, situations or people. In accordance, Strack & Deutsch (2004) argue that the self-concept of people influences the tendency to deceive. For the current study, these findings underlie that dishonesty is influenced by a person perceiving him- or herself as truthful or deceptive in certain situations.

To be more precise, the concept of self-control could influence the probability to deceive with regard to different locations. A person lacking self-control is defined as someone who acts towards immediate pleasure and thereby engaging in minimal effort (Mitchell, & MacKenzie, 2006). According to Rothbaum, Weisz, & Snyder (1982) and Chorpita & Barlow (1998), there is a connection to an individual's perception of control and their environment.

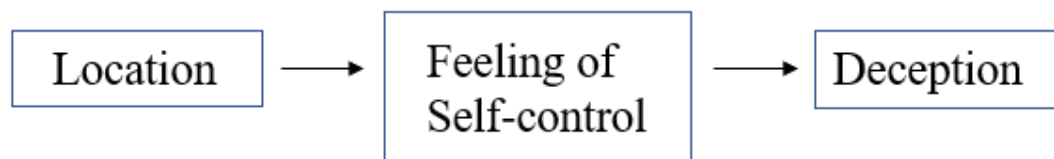
More especially, people gain control by bringing their physical environment in line with their wishes and forces. This is tendentially done by changing the self to fit more effectively to the location's needs (Rothbaum et al., 1982). In accordance, Chorpita et al. (1998) describe that uncontrollability is mainly perceived if the location is uncertain.

More influential is the connection of self-control to self-centred motivation. Van der Wal, Schade, Krabbendam, and Van Vugt (2013) argue that lacking self-control increases selfish acts. In their study, they distinguish between stable environments which are explained to be predictable and wealthy in resources and unstable environments which are unpredictable and scarce in resources. Exposure to stable environments tends to increase self-control whereas unstable environments decrease self-control. Consequently, self-control or the lack thereof can influence the tendency to engage in self-centred or other-oriented motivation.

### **Theoretical Framework**

Based on the above-displayed literature, there is reason to draw a link between the location and the way people deceive. The emerging research question is: *“To what extent does the location influence people's way of deception?”*. This question emerges through the anticipation that the environment influences a person's schema. Previous studies merely focused on the detection of deception, whereas in the current study the probability to deceive in different locations is tested. Due to the scarcity of studies on location and its influence on deception the results of this study will provide new and unique insights to the research of deception.

Moreover, this paper anticipates a model where location influences the type of deception by the intermediary feelings of self-control (Figure 1). This means that people located in a truth loaded location have a heightened feeling of self-control and eventually will be less likely to deceive. Besides this, a location which seems deception loaded will impede feelings of self-control and thus, deception will be more likely. Putting this into context a church location will raise people's feeling of self-control and eventually, lower self-centred deception.



*Figure 1.* Showing proposed relationship between location and deception with feelings of self-control as mediator.

## Methods

### Participants and Design

For this study, 161 participants (100 female, 61 male) completed the survey. The ages ranged from 18 to 59 years ( $M= 24.73$ ,  $SD= 9.03$ ). 121 of them were German, 12 were Dutch, and 28 had other nationalities. For more information regarding demographics see Appendix C, Table C1. Eventually, 78 participants were in the church condition and 83 in the prison condition. The participants were recruited through a subject test pool from the University of Twente, through social media, and via personal contacts. When participating through the test pool the participants were compensated with course credit. Yet, participation was on a voluntary basis.

In order to complete the questionnaire, the participants were required to have basic English proficiency and be 18 years or older. There were no more exclusion criteria. The study employs a 2x2 design (location: church vs. prison x lying: self-centred vs. other-oriented). The independent variables are the locations, church or prison. Whereas the dependent variables are lying behaviours (self- and other-orientation). Furthermore, the study employed a between-subject design in which participants were randomly assigned to either condition. Additionally, self-control was measured as a mediator.

### Materials and Procedure

The participants were presented with a questionnaire established at the Qualtrics Survey Software website. First, the participants were informed about the nature of the study, how much time it will approximately take, the possibility to stop at any given point, and that their data will be anonymised as far as possible. Participants were not informed about the true nature of the questionnaire, in the beginning, because of anticipated bias and the possibility of

social desirability. Instead, participants were made aware of the possibility of being debriefed afterwards.

After they consented with the terms the participants were randomly assigned to either church- or prison conditions. In both conditions' participants were presented a picture of the respective environment (Appendix A) and participants were asked to identify with the presented location in a short text. To ensure proper manipulation the participants were asked to imagine what they would see and feel walking around their allocated location. Afterwards and throughout the survey, this picture was presented in the upper right corner to preserve the feelings.

After manipulating the location, the participants were instructed to estimate their behaviour in eight fictitious social dilemmas. Four of them being self-centred and four other-oriented. An example of a self-centred scenario was, for instance, "You need to finish a big assignment next week. You have not started yet. The person who gave you the assignment asks you how you are proceeding. You tell him/her:" This question was accompanied by two answer possibilities "You did more than you actually did, because you don't want to look bad in his/her eyes" thus, lying. The other option was "You have not started, with the possibility you look bad in his/her eyes" thus, telling the truth (Appendix B).

For other-oriented deception, an example would be "Your friend is very happy about her new dress. You don't like it (for example, it's way too tight and looks ugly)". There were again two answers to choose: lying or telling the truth. The possibilities were "You say you do like it, so you don't hurt her feelings" and " You decide to tell the truth that you don't like the dress, with the possibility you hurt her feelings", respectively (Appendix B).

The second part measured self-control. Three of the six statements of the mediators were asking for self-control. These questions were derived from the "Brief Self-Control Scale". The participants were to indicate the following statements: "I am good at resisting temptation", "I have a hard-time breaking habits", and "Pleasure and fun sometimes keep me from getting work done" on a 5-point Likert-scale, ranging from 'not at all' to 'very much'. These three questions were chosen from the "Brief Self-Control Scale" as they had the best factor loadings, ranging between .5 to .7 and together they were mostly covering the different dimensions of self-control (Lindner, Nagy, & Retelsdorf, 2015). Namely self-discipline, inhibition, impulse control, and impulsivity. For investigative reasons, participants were asked three competition questions.

For exploratory reasons, participants were provided with the Social-Values Orientation (SVO). In the beginning, they were instructed to distribute points across themselves and a fictitious person. Moreover, participants were instructed that the other person is no one they know and will not meet in future (Appendix B). They had three answer choices which were either prosocial (A), individual (B), or competitive (C). These could be for instance, ‘You get 500, the other gets 100’ (C), ‘You get 560, the other gets 300’ (B), and ‘You get 490, the other gets 490’ (A). In order to classify participants in either category at least 6 items should indicate one tendency, hence A, B, or C (Murphy, Ackermann, & Handgraaf, 2011). If this was not the case the participants were regarded as unclassifiable and were excluded for this specific analysis. At the end demographics, such as age, nationality, gender and occupation were posed. Finally, the participants were debriefed about the nature of the study and its intend to measure deception rather than mere behaviour.

### **Reliability Analysis**

For analysing the data, the program IBM SPSS Statistics 25 was used. For each time a participant lied he/she received one point. For instance, the minimum of self-centred lies would be 0 points and the maximum 4 points. Thus, the higher the score the more the participants were lying.

For reliability measures lying vs. non-lying the alpha analysis Kuder-Richardson 20 (KR-20) was chosen. Generally, the questionnaire has a reliability  $\rho_{KR20} = .54$ , reliability is acceptable with .7 and usually ranging from 0 to 1 (Allen, 2017). Reliability measures of self-centred dilemma and other-oriented dilemma are generally low ( $\rho_{KR20} = -.08$ ;  $\rho_{KR20} = .24$ ). A factor analysis, for understanding the low reliability was conducted. For the 8 eight scenarios two factors were visible, thus self-centred and other-oriented lies (Appendix C). Yet, especially the second self-centred question was scoring high for the factor of other-oriented motivation.

For the self-control scale, the Cronbach’s alpha shows reliability of .07. Again, a factor analysis was performed to explain the low reliability (Appendix C). The factor analysis revealed that the first self-control question was negatively related to the others. The SVO generally shows test-retest reliability of  $r = .92$  (Murphy et al., 2011).

## **Results**

### **Normality check**



For the analyses, the spread of scores of lying in general, self-centred lies, other-oriented lies, and self-control were checked for normality. The Shapiro-Wilk normality test showed for each variable that the respondents' scores differed from a normal distribution,  $p_s < .02$ . Consequently, analyses were centred around non-parametric tests. Table 1 presents the constructs means and standard deviations in contrast to the locations, church or prison.

### Deception

A Mann-Whitney test with location on general lying showed no main effect,  $U = 2932.000$ ,  $\rho = .28$ . Thus, participants primed with prison ( $Mdn = 3$ ) did not lie more than participants primed with church ( $Mdn = 3$ ). However, a Mann-Whitney test with location as independent variable on self-centred deception showed that participants primed with a prison picture ( $Mdn = 2$ ) lied more out of self-centred reasons than participants primed with the church picture ( $Mdn = 1$ ),  $U = 2577.000$ ,  $\rho = .02$ . Thus, this is in line with parts of the hypothesis. A Mann-Whitney test with location on other-oriented lies showed no main effect on church ( $Mdn = 2$ ) and prison ( $Mdn = 1$ ),  $U = 3039.000$ ,  $\rho = .48$ . The participants primed with the church picture did not lie more other-oriented than participants primed with a prison picture.

Table 1

*Average Scores (M), Standard Deviations (SD) and Medians (Mdn) for Lying Total, Self-centred and Other-oriented Lies divided in Conditions*

	Condition			
	Church		Prison	
	<i>M</i> ( <i>SD</i> )	<i>Mdn</i>	<i>M</i> ( <i>SD</i> )	<i>Mdn</i>
Lying	2.5 (2.5)	3	2.7 (1.2)	3
Self-centred	1.2(.88)	1	1.6 (.84)	2
Other-oriented	1.3(1,4)	2	1.2(2,1)	1

### Self-control

A Mann-Whitney test with location on self-control showed no difference of participants primed with a church picture ( $Mdn = 3.7$ ) and participants primed with a prison picture ( $Mdn = 3.3$ ),  $U = 3067.000$ ,  $p = .56$  (Table 2). A Spearman correlation between self-control and lying in general was not significant,  $r_s(161) = -.15$ ,  $\rho = .85$ . Additionally, a Spearman correlation between self-control and self- and other-oriented lies was not showing a

relationship,  $rs(161) = -.02, \rho = .79$ , and  $rs(161) = -.01, \rho = .96$ , respectively. Thus, self-control is not fitting for a mediation analysis.

Table 2

*Average Score (M), Standard Deviation (SD) and Median (Mdn) for Self-Control divided in Conditions*

	Condition			
	Church		Prison	
	<i>M</i> (SD)	<i>Mdn</i>	<i>M</i> (SD)	<i>Mdn</i>
Self-control	3.3(.7)	3.7	3.6(.64)	3.3

### Additional Analyses

**Social-Value Orientation.** Additional computations were looking into the Social-Value Orientation (SVO) items. For the SVO, 6 participants were excluded as they could not be identified into one of the three categories- prosocial (A), individual (B), or competitive (C). Distributions per category and per location can be found in Table 3. A Chi-square test was used with the independent variable of location on the dependent categories of the Social-Value Orientation (Prosocialness, Individuality, and Competition). The analyses showed that there was no effect of location on SVO,  $\chi^2(2, N = 155) = 2.14, \rho = .34$ .

Table 3

*Distribution of Social-Value Orientation in Prosocial, Individual, and Competitive Tendencies per Condition in Percentages*

	Condition	
	Church (%)	Prison (%)
Prosocial	74	66
Individual	24	29
Competitive	2	5

**Competition.** A Mann-Whitney test of location on competition indicated that participants in the prison condition ( $Mdn = 3.3$ ) experienced more competition than participants in the church condition ( $Mdn = 3$ ),  $U = 2660.000, \rho = .049$  (Table 4). Furthermore, competition was

positively related to total lying ( $r(161) = .32, p < .001$ ), self-centred lies ( $r(161) = .3, p < .001$ ), and other-oriented lies ( $r(161) = .18, p = .02$ ).

This gave rise for a mediation analysis between location, competition and self-centred lies. In Step 1 of the mediation model, the direct regression of location on self-centred lies was significant,  $b = -.47, t(159) = -3.3, p < .001$ . Step 2 showed that the regression of the condition on the mediator, competition, was also significant,  $b = -.25, t(159) = -2.1, p = .04$ . Step 3 of mediation process showed that the mediator (competition), controlling for condition, was significant,  $b = .37, t(159) = 4.0, p < .001$ . Step 4 of the analyses revealed that, controlling for the mediator (competition), the predictor condition was less significant to self-centred lies,  $b = -.38, t(159) = -2.8, p = .007$ . This shows that a partial mediation of competition in relationship of condition on self-centred lies is given.

Table 4

*Average Score (M), Standard Deviation (SD) and Median (Mdn) for Competition divided in Conditions*

	Condition			
	Prison		Church	
	<i>M</i> ( <i>SD</i> )	<i>Mdn</i>	<i>M</i> ( <i>SD</i> )	<i>Mdn</i>
Competition	3(.73)	3	3.2(.76)	3.3

## Discussion

The purpose of this study was to investigate the impact of location on deception. In this study, the existence of a relationship between location and self-centred lies was revealed. More precisely, participants in the prison location told more self-centred lies compared to participants in the church location, thus were more likely to lie for one's benefit and promoting a positive self. Perhaps, as argued in the introduction these findings can be explained by Strack & Deutsch (2004) proposition of a changed self which influences people tendency to deceive. The participants may have perceived the prison as a deceptive environment and eventually adapted self-centred lying behaviours. The prison location was generally described by participants as lonely and sad. Besides this, in church contexts, participants may have perceived themselves as more truthful. Especially, Ardel (2008) showed that people with religious beliefs are less affected by self-centred drives which indicates a relationship between religious locations and deception.

The proposed intermediary- self-control- was not found to be influenced by the location nor to influence people's deception. This can be due to the fact that self-control is a rather stable characteristic (Rothbaum et al., 1982; Chorpita et al., 1998). Self-control is hard to be influenced after childhood (Rothbaum et al., 1982). There was not a relationship between location and self-control. Neither was one group more lying because of a lack of self-control. Eventually, no mediating effect of self-control was found. Additionally, the groups did not differ in their Social-Value Orientation. Instead, competition was found to be a relevant intermediary in the relationship of location and self-centred lying.

When people were confronted with the prison picture, they showed higher competition and lied, therefore, more in a self-promoting manner compared with the church picture. Interestingly, this is supported by Van der Wal et al. (2013), competition can provoke selfish acts in uncertain environments. Unstable environments are characterised by uncertainty and scarce resources whereas stable environments are predictable and enjoyable. This may imply that church and prison locations differ in their stability. A prison is apparently unpredictable and provokes more feelings of competition than church - which is less competitive and more predictive. Moreover, this instability may explain why competition mediated the relationship between location and self-centred lying.

Location did not, however, influence lying in general and other-oriented lying. In the introduction, it was hypothesized that the church environment would make participants more likely to deceive other-oriented and thus, that they would lie more to protect the interaction partner. Even though the results indeed showed that participants lied less self-centred the results did not support that they lied more in other-oriented manner. This can perhaps be partially explained by negative feelings participants had towards the church, which was salient in the description part of participants. When looking at the descriptions in the church condition some participants described this location as intimidating ("the cross would make me feel intimidated and somewhat uncomfortable since the Christian religion does not fit into my beliefs") or as uncomfortable ("I would feel uncomfortable, because I have no relation to churches"). These descriptions show that the church did not elicit morality beliefs as anticipated. This is in line with Davie (2013), who found that even though churches in Europe still have historical meaning they do no longer have a place as an aspiration for belief. Furthermore, the view of churches shifted from obligation to a choice, as many choose to attend church. This can also be displayed by a decrease in church membership (Radboud University, n.d.).

## **Limitations**

Due to design choices this study aimed at keeping as many participants and not omitting any by reference to the qualitative description of the location. This, however, could have led to a failed manipulation, due to a shift in association with church. Participants could anticipate church with something rather negative. Therefore, people in the church location may have lied more due to negative feelings which the research did not intend. Regarding locations, coding of the qualitative, description part and excluding participants if not appropriately manipulated can increase accuracy. Especially, pilot testing of conditions would show different results, perhaps more reliable results.

Also, the location manipulation was ensured with a picture condition in the online questionnaire and subsequent reminders on each questionnaire page. However, it cannot be fully disregarded that the feelings which were anticipated with the picture, in the beginning, stayed throughout the lying scenarios. This was not explicitly ensured and not asked for at the end. Especially since participants need to elaborately think about the scenario's they may forget feelings evoked by the location.

One way to alleviate this problem is to manipulate the location using virtual-reality (VR). In practice, this could be done with VR-glasses which the participant receives with an installation of the respective location. Additionally, the experimenter could read a description of a nice church stressing a lot of light, calmness, and other characteristics. Afterwards, the participant receives self- and other-oriented dilemma scenarios. In addition, to make the location more vivid, deception could be made real rather than relying on imagination. This could influence lying tendencies. For instance, Mazar et al. (2008) gave participants maths equations and the promise of 1 Dollar per right answer. The participants had scarce time to solve the calculations. Moreover, in one condition participants were giving themselves points and their answer sheet was allegedly trashed. Thus, they could easily deceive in order to get more money. Applying this real-life lying design with the advancement of locations such as church and prison can lead to more meaningful results than relying on imagination.

## **Implications**

Including the findings and limitations finally, implications can be drawn. Especially, this paper found support for the relationship between location and self-centred lies. More specifically, in unstable locations loaded with negative emotions, people evolve feelings of competition. In comparison locations priming positive emotions, feelings of competition decrease. A first conclusion is that people indeed can be influenced in various locations to lie.

This eventually can be helpful when, for instance, looking into interrogation and propensity to lie. This knowledge can help to impede or increase peoples lying behaviours. For instance, interrogations can make use of this knowledge and provide environments rather happy and calm. As such feelings were evoked by the church location and people tended to lie less self-centred. However, these findings should still be viewed with caution regarding generalisability because of low reliability regarding this data set. Yet, the current findings are supported by literature and are considered credible.

### **Future research**

Future research should look more into the connection between location and deception. Besides the suggestions above, future research should provide measures to raise generalisable data and measures. For instance, scales ensuring reliability and more explicit manipulation could establish further results. Especially virtual reality or real-life encounter could give participants opportunity to walk around and gives more priming than a picture and thus, would not merely rely on imagination and can ensure consistency of feelings.

Interestingly, taking an additional look at competition and lying revealed a meaningful relationship. All forms of lying were influenced by feelings of competition. More precisely does competition account as an intermediary between location and self-centred lies. Perhaps, this could be a valuable mediator which in future should be further investigated. Especially, literature providing a fitting framework could help in establishing an explanation of the relationship. Further research should clarify the relationship and other possible mediators besides competition. As competition was only partially explaining the relationship between location and lying.

### **Conclusion**

The aim of this paper was to establish first exploratory insights into the relationship between location and deception. Interestingly, people receiving the prison picture were lying more to promote themselves, than participants receiving the church picture at first. This can be partially explained by higher feeling of competition. These insights provide first conclusions about important relationships, which future research should further investigate.

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Appendix A

*Figure A1*

Picture displaying church condition



*Figure A2*

Picture displaying prison condition



## Appendix B

### Deception in Church and Prison

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#### Start of Block: Consent

##### **Informed Consent**

Studying the impact of location on behavior

##### **Purpose**

The purpose of this study is to examine behavior (e.g., perceptions and decisions). Your perceptions may help identifying reactions to social dilemmas.

##### **Procedure**

For the first part of the study you-as a participant in this study- will be placed in a certain location accompanied by an image, and hopefully be able to picture yourself in this location. For the second part of this questionnaire, you will be asked to make social decisions. After answering these questions, you are asked to fill in some demographics. Then, you have reached the end of the study. In order to protect validity of psychological experiments (i.e., that you behave as normal and natural as possible while answering the questions), you may be not fully aware of the true purpose of the study. However, after completing the questionnaire you will be fully debriefed. Afterwards, you can reach out for the researcher to get more information. If you decide to participate, your involvement will last for approximately 20 minutes and you will receive 0.25 SONA credits for your participation in case you are a student at the University of Twente. Your responses will be treated anonymously in order to establish confidentiality (your answers will not be traced back to you). However, the data might be made available for other researchers in the future.

##### **Participant Rights**

Your participation is voluntary. You may choose not to take part in the study or to stop participating at any time, for any reason, without negative consequences. For further information about this study, contact the researcher Claudia Brychlec (c.brychlec@student.utwente.nl)

##### **Consent and Authorization Provisions**

Clicking "I consent" indicates that you voluntarily agree to participate in “Studying the impact of location on behavior”, that the study has been explained to you, and that your questions have been satisfactorily answered.

I consent (1)

I do not consent with the information above and will not participate (2)

**End of Block: Consent**

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**Start of Block: condition**

Part 1:

Please, take a few seconds to imagine yourself being in the following location.

Imagine walking around in this location. Please describe what you would see and how the things you see would make you feel.

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Page Break

**End of Block: condition**

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**Start of Block: information**

info In the following, 8 scenarios of social dilemmas will be presented to you.  
Please, imagine yourself being in these scenarios and chose one of the available options.

---

Page Break

End of Block: information

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Start of Block: Block 9

Self1: Imagine, you need to finish a big assignment next week. You have not started yet. The person who gave you the assignment asks you how you are proceeding. What would you do?  
You would tell him/her:

You did more than you actually did, because you don't want to look bad in his/her eyes.

You have not started. - With the possibility you look bad in his/her eyes.

---

Page Break

Self2 Imagine, there's a party tonight and your friend tells you he/she hopes you will be there. You don't feel like going. What would you do? You would tell him/her that:

You don't feel very well and you're unfortunately unable to come to the party. - In reality, you aren't feeling ill at all but you don't want to look bad.

You don't feel like going. - With the possibility you look bad.

---

Page Break

Self3 Imagine, you have a meeting in the morning but you overslept. What would you do? You would tell the people in the meeting that:

You were stuck in traffic/your train got delayed, because you don't want to lose credit.

You overslept, with the possibility you lose credit.

---

Page Break

Self4 Imagine, you are at a job interview. You are being asked if you have experience in a relevant aspect of the job, which you haven't (for instance you are asked if you are experienced at working at a restaurant while you've only done the dishes). What would you do?

You would want the job very badly, so you tell the interviewer you do have experience.

You would tell that you don't have the experience, with the possibility that you don't get the job.

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Page Break

Other1 Imagine, your friend is very happy about her new dress. You don't like it (for example, it's way too tight and looks ugly). What would you do?

You would say you do like it, so you don't hurt her feelings.

You decide to tell the truth that you don't like the dress, with the possibility of hurting her feelings.

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Page Break

Other2 Imagine, there's a party tonight and your friend tells you he/she hopes you will be there. You don't feel like going. What would you do? That night you would tell him/her that:

You don't feel very well and you're unfortunately unable to come to the party. - In reality, You aren't feeling ill at all but you don't want to hurt his/her feelings when you tell you don't want to come.

You don't want to come. - With the possibility you hurt his/her feelings.

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Page Break

Other3 Imagine, your friend asks you if you think he/she is demanding as a person. In fact she is. What would you do? You would tell him/her that:

This is not the case because you don't want to hurt her feelings as she already is feeling insecure.

She is demanding, with the possibility you hurt her feelings.

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Page Break

Other4 Imagine, your friend is in a new relationship, but you don't like the person. He/she asks you what you think of his/her new boy/girlfriends. You would tell him/her that:

You really like his/her new boy/girlfriend, and that you are happy for him/her.

You don't like his/her new boy/girlfriend, with the possibility you hurt her feelings.

**End of Block: Block 9**

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**Start of Block: Competition**



Please indicate to what extent you agree to the following statements.

	not at all	not really	undecided	somewhat	very much
Winning in competition makes me feel more powerful as a person.					
It's a dog-eat-dog world. If you don't get the better of others, they will surely get the better of you.					
When my competitors receive reward for their accomplishment, I feel jealousy.					

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Page Break

**End of Block: Competition**

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**Start of Block: Self-control**

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Please indicate to what extent you agree to the following statements.

	not at all	not really	undecided	somewhat	very much
I am good at resisting temptation					
I have a hard time breaking habits					
Pleasure and fun sometimes keep me from getting work done					

End of Block: Self-control

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Start of Block: SVO

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SVO explanation Imagine being randomly paired with another person that you do not know and will also not meet in your future. In the following you will choose between one of the three given options (A, B and C) and thereby distribute points to yourself and the other person. The more points you receive the better for you, the more points the other person received the better for him or her.

---

SVO 1 Which one of these three option would you choose?

- (A) You get 480, the other gets 80.
  - (B) You get 540, the other gets 280.
  - (C) You get 480, the other gets 480.
- 

SVO 2 Which one of these three option would you choose?

- (A) You get 560, the other gets 300.
  - (B) You get 500, the other gets 500.
  - (C) You get 500, the other gets 100.
- 

SVO 3 Which one of these three option would you choose?

- (A) You get 520, the other gets 520.
  - (B) You get 520, the other gets 120.
  - (C) You get 580, the other gets 320.
-

SVO 4 Which one of these three option would you choose?

- (A) You get 500, the other gets 100
  - (B) You get 560, the other gets 300
  - (C) You get 490, the other gets 490
- 

SVO 5 Which one of these three options would you choose

- (A) You get 560, the other gets 300
  - (B) You get 500, the other gets 500
  - (C) You get 490, the other gets 90
- 

SVO 6 Which one of these three options would you choose

- (A) You get 500, the other gets 500
  - (B) You get 500, the other gets 100
  - (C) You get 570, the other gets 300
-

SVO 7 Which one of these three options would you choose

- (A) You get 510, the other gets 510
  - (B) You get 560, the other gets 300
  - (C) You get 510, the other gets 110
- 

SVO 8 Which one of these three options would you choose

- (A) You get 550, the other gets 300
  - (B) You get 500, the other gets 100
  - (C) You get 500, the other gets 500
- 

SVO 9 Which one of these three options would you choose

- (A) You get 480, the other gets 100
- (B) You get 490, the other gets 490
- (C) You get 540, the other gets 300

**End of Block: SVO**

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**Start of Block: effort**

Q56 How much effort did you put into imagining yourself in the scenarios?

None at all

A little

A moderate amount

A lot

A great deal

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topic How well could you imagine yourself being in the scenarios?

Not at all

Slightly

Moderately

Somewhat

Very much

End of Block: effort

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Start of Block: demographics

What is your gender?

Male

Female

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What is your age?

\_\_\_\_\_

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What is your nationality

German

Dutch

Other: namely \_\_\_\_\_

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What is your highest rounded education?

Primary school

Secondary school practical pathway

Secondary school theoretical pathway

Graduate school

University bachelor

University master

Other: namely \_\_\_\_\_

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Daily activitiy

Home mother/father

Full-time working

Part-time working

Jobseeker

Student

Other: namely \_\_\_\_\_

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Page Break \_\_\_\_\_

Q64 What do you think is the aim of the study?

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Q65 Do you have any suggestions or comments?

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End of Block: demographics

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Start of Block: end

## Debriefing

### Study: Where do we lie? The impact of location on behavior

Before you began filling out the questionnaire, the researcher was unable to completely inform you about the purpose of this study. You will now be provided with the full nature of this contribution. After your debriefing please confirm that your responses can be used for evaluation. The purpose of this questionnaire was to study in which locations people are more likely to show deceptive behavior (i.e. lying) and to see if their lies are rather self-centered or other-centered. Thus, in order to investigate the impact of location on lying behaviors, we have primed you with a location that possibly integrates a certain level of self-control and competition. The researcher will now analyze the true role of competition and self-control in the location you were in and see how your deception was influenced by it.

Please feel free to contact the researcher via E-mail ([c.brychlec@student.utwente.nl](mailto:c.brychlec@student.utwente.nl)) to inform her about your **withdrawal**, any questions or interest in the results of the study. Thank you very much for your participation!

Yes, I consent that my data will be analysed

End of Block: end

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## Appendix C

*Table C1**Descriptive statistics of Gender, Age, and Occupation (N = 161)*

Term	Category	Frequency	Percentage (%)
Gender	Male	61	37.9
	Female	100	62.1
Age	18	10	6.2
	19	21	13
	20	21	13
	21	19	11.8
	22	26	16.1
	23	18	11.2
	24	7	4.3
	25	7	4.3
	26	4	2.5
	27	2	1.2
	28	2	1.2
	29	1	.6
	30	3	1.9
	31-59	18	12.7
Occupation	Home mother/father	3	1.9
	Full-time working	39	24.2
	Pat-time working	6	3.7
	Student	113	70.2

*Table C2**Factor Analysis of Self- and Other-oriented Items (N = 161)*

	Factor	
	1	2
<b>Self-centred</b>		
1: Imagine, you need to finish a big assignment next week. You have not started yet. The person who gave you the assignment asks you how you are proceeding. What would you do?	-.23	
2: Imagine, there's a party tonight and your friend tells you he/she hopes you will be there. You don't feel like going. What would you do?	.9	
3: Imagine, you have a meeting in the morning but you overslept. What would you do?	-.32	.48
4: Imagine, you are at a job interview. You are being asked if you have experience in a relevant aspect of the job, which you haven't (for instance you are asked if you are experienced at working at a restaurant while you've only done the dishes).		.6
<b>Other-oriented</b>		
1: Imagine, your friend is very happy about her new dress. You don't like it (for example, it's way too tight and looks ugly).		.35
2: Imagine, there's a party tonight and your friend tells you he/she hopes you will be there. You don't feel like going. What would you do?	.9	
3: Imagine, your friend asks you if you think he/she is demanding as a person. In fact she is. What would you do?	.24	.62
4: Imagine, your friend is in a new relationship, but you don't like the person. He/she asks you what you think of his/her new boy/girlfriends.	.29	

*Table C3**Factor Analysis for Self-control Items (N = 161)*

	Factor
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	1
Self-control	
1: I am good at resisting temptation	-.46
2: I have a hard time breaking habits	.75
3: Pleasure and fun sometimes keep me from getting work done	.71

*Table C4**Factor Analysis for Competition Items (N = 161)*

Competition	
1: Winning in competition makes me feel more powerful as a person	.78
2: It's a dog-eat-dog world. If you don't get the better of others, they will surely get the better of you	.50
3: When my competitors receive reward for their accomplishment, I feel jealousy.	.78