

- 1. Cultural differences in how individuals explain their lying and truth-telling tendencies.**
- 2. The impact of deceitful tendencies, relativism and opportunism on negotiation tactics: A comparative study of US and Belgian managers.**
- 3. Chinese and Canadian children's evaluations of lying and truth telling: Similarities and differences in the context of pro- and antisocial behaviors.**
- 4. What is the relation between cultural orientation and socially desirable responding?**
- 5. The acceptability of deception as a function of perceivers' culture, deceiver's intention, and deceiver-deceived relationship.**
- 6. Chinese and Canadian adults' categorization and evaluation of lie- and truth-telling about prosocial and antisocial behaviors.**
- 7. Cultural differences in deception: Motivations to deceive in Samoans and North Americans.**
- 8. Regional Cultural Differences and Ethical Perspectives within the United States: Avoiding Pseudo-emic Ethics Research.**
- 9. Personality dimensions explaining relationships between integrity tests and counterproductive behavior: big five, or one in addition?**
- 10. Dishonesty in Academics and Business: A Cross-Cultural Evaluation of Student Attitudes.**
- 11. Industry Mindsets: Exploring the Cultures of Two Macro-organizational Settings.**
- 12. Cultural differences in judgment of truthful and deceptive messages.**

Record: 1

Cultural differences in how individuals explain their lying and truth-telling tendencies. Choi, Hye Jeong; Park, Hee Sun; Oh, Ju Yeon; International Journal of Intercultural Relations, Vol 35(6), Nov, 2011. pp. 749-766. [Journal Article] Abstract: This study investigated how cultural differences between Korea and the United States in attitudinal and normative components affect individuals' explanation of their intentions to lie or tell the truth. Study 1 examined individuals' intentions to base their lying or truth-telling tendencies on attitude-related reasons (i.e., attitudinal reasons) and subjective norm-related reasons (i.e., normative reasons). Study 2 examined individuals' evaluation of a person who used attitudinal reasons or normative reasons to explain his/her behaviors of lying or truth-telling. The results showed that neither culture used one type of reason consistently across different behaviors. Instead, the types of behaviors influenced the way attitudinal and normative components were related to behavioral intentions. The attitudinal component was important for individuals' explanations of their attitudinal reasons to lie and to tell the truth and that the normative component was important for individuals' explanations of their normative reasons to lie. However, both the attitudinal and normative components were important for individuals' explanations of their normative reasons to tell the truth. Cross-culturally, Koreans were more likely to use normative reasons when they had to explain why they intended to lie for a friend, whereas Americans were more likely to use normative reasons when they had to explain why they intended to tell the truth. In addition, Koreans and Americans had different preferences for each reason type depending on the type of behavior probably because Koreans, as compared to Americans, tend to view lying for a friend less negatively. (PsycINFO Database Record (c) 2012 APA, all rights reserved)

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Cultural differences in how individuals explain their lying and truth-telling tendencies.

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The impact of deceitful tendencies, relativism and opportunism on negotiation tactics: A comparative study of US and Belgian managers. Al-Khatib, Jamal A.; Malshe, Avinash; Sailors, John J.; Clark, Irvin, III; European Journal of Marketing, Vol 45(1-2), 2011. pp. 133-152. [Journal Article] Abstract: Purpose: The purpose of this paper is to compare the antecedents of opportunism and its effect on unethical negotiation tactics among US and Belgian managers. Design/methodology/approach : Samples of managers in both countries are surveyed and cross-country analysis using multi-group structural equation modeling is conducted. Findings: Across both countries, deceitful tendencies and relativism are found to be significant predictors of opportunism, which in turn predicts receptiveness to unethical negotiating tactics; however, Belgian managers were found to have higher levels of these constructs, possibly indicating a greater propensity to engage in unethical behaviors than US managers. Research limitations/implications: The current research is limited by the relatively small size of the Belgian sample, differences in data collection method, and the lack of additional contextual measures, which may influence the managers' responses. Practical implications: The finding that the same structural relationships hold across the US and Belgium samples provides insights for both groups of managers engaged in negotiations. Originality/value:

The paper offers a comparative perspective on US and Belgian managers and establishes the validity and applicability of frequently used ethics scales in Belgium, a country infrequently studied in this context. (PsycINFO Database Record (c) 2011 APA, all rights reserved)

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Chinese and Canadian children's evaluations of lying and truth telling: Similarities and differences in the context of pro- and antisocial behaviors. Lee, Kang; Cameron, Catherine Ann; Xu, Fen; Fu, Genyao; Board, Julie; Child Development, Vol 68(5), Oct, 1997. pp. 924-934. [Journal Article] Abstract: Compared Chinese (CH) and Canadian (CA) children's moral evaluations of lie and truth telling in situations involving pro- and antisocial behaviors. 120 CH and 108 CA children (aged 7, 9, and 11 yrs) were presented 4 brief stories. Two stories involved a child who intentionally carried out a good deed, and 2 stories involved a child who intentionally carried out a bad deed. When story characters were questioned by a teacher as to who had committed the deed, they either lied or told the truth. Ss evaluated the characters' deeds and verbal statements. CH Ss rated truth telling less positively and lie telling more positively in prosocial settings than did CA Ss, indicating that the emphasis on self-effacement and modesty in CH culture overrides CH Ss' evaluations of lying in some situations. Both CH and CA Ss rated truth telling positively and lie telling negatively in antisocial situations, reflecting the emphasis in both cultures on the distinction between misdeed and truth/lie telling. Findings suggest that, in the realm of lying and truth telling, a close relation between sociocultural practices and moral judgment exists. Specific social and cultural norms have an impact on children's developing moral judgments, which are modified by age and experience in a particular culture. (PsycINFO Database Record (c) 2010 APA, all rights reserved)

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Chinese and Canadian children's evaluations of lying and truth telling: Similarities and differences in the context of pro- and antisocial behaviors.

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What is the relation between cultural orientation and socially desirable responding? Lalwani, Ashok K.; Shavitt, Sharon; Johnson, Timothy; Journal of Personality and Social Psychology, Vol 90(1), Jan, 2006. pp. 165-178. [Journal Article]

Abstract: Research suggests that collectivists are more likely to engage in deception and socially desirable responding to maintain good relationships with others. In contrast, individualists are portrayed as candid and sincere because individualism encourages people to "be yourself." The authors propose that people with both types of cultural orientations or backgrounds engage in desirable responding, albeit in distinct ways. In Study 1, respondents from the United States compared with those from Singapore, and European Americans compared with Asian Americans, scored higher on self-deceptive enhancement (SDE)-the tendency to see oneself in a positive light and to give inflated assessment of one's skills and abilities- but lower on impression management (IM) by misrepresenting their self-reported actions to appear more normatively appropriate. In Studies 2 to 4, horizontal individualism as a cultural orientation correlated with SDE but not with IM, whereas horizontal collectivism correlated with IM but not with SDE. Further analyses examining (a) individual differences in the tendency to answer deceptively and (b) responses to behavioral scenarios shed additional light on the culturally relevant goals served by these distinct types of socially desirable responding. (PsycINFO Database Record (c) 2010 APA, all rights reserved)

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The acceptability of deception as a function of perceivers' culture, deceiver's intention, and deceiver-deceived relationship. Seiter, John S.; Bruschke, Jon; Bai, Chunsheng; Western Journal of Communication, Vol 66(2), Spr, 2002. pp. 158-180. [Journal Article] Abstract: Explored the degree to which deception is perceived to be a socially acceptable form of communication. It was suspected that a liar's motivation for deceiving, a perceiver's cultural background, and the type of relationship between a liar and the target of a lie (e.g., spouse, friend, stranger, etc.) would affect the perceived acceptability of deceptive messages. 103 students from China and 103 students from the US rated the degree to which they perceived deceptive acts depicted in written scenarios as acceptable or unacceptable. Results indicate that (1) lies told for malicious or self-benefiting purposes were perceived as less acceptable than mutually-benefiting lies and lies that benefit others; and (2) culture and the type of relationship between liars and targets of lies interacted with motive for lying to affect the perceived acceptability of deception. These results, their implications, and avenues for future research are discussed. (PsycINFO Database Record (c) 2010 APA, all rights reserved)

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The acceptability of deception as a function of perceivers' culture, deceiver's intention, and deceiver-deceived relationship.

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Chinese and Canadian adults' categorization and evaluation of lie- and truth-telling about prosocial and antisocial behaviors. Fu, Genyue; Lee, Kang; Cameron, Catherine Ann; Xu, Fen; Journal of Cross-Cultural Psychology, Vol 32(6), Nov, 2001. pp. 720-727. [Journal Article] Abstract: This study examined cross-cultural differences in Chinese and Canadian adults' concepts and moral evaluations of lying and truth-telling about prosocial and antisocial behaviors. Although Canadian adults categorized lies concealing one's prosocial deeds as lies, their Chinese counterparts did not. Also, Chinese adults rated deception in such situations positively while rating truth-telling in the same situations negatively. These cross-cultural differences appear to reflect differential emphases on the virtue of modesty in the two cultures. (PsycINFO Database Record (c) 2010 APA, all rights reserved)

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Chinese and Canadian adults' categorization and evaluation of lie- and truth-telling about prosocial and antisocial behaviors.

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Cultural differences in deception: Motivations to deceive in Samoans and North Americans. Aune, R. Kelly; Waters, Linda L.; International Journal of Intercultural Relations, Vol 18(2), Spr, 1994. pp. 159-172. [Journal Article] Abstract: Investigated variance in motivations for deception arising from cultural differences inherent in collectivistic and individualistic cultures based on data from 41 North American undergraduates and 41 American Samoans (all Ss aged 19–59 yrs). The more collectivistic Samoan Ss indicated they would be more likely to attempt to deceive another when the deception was related to group or family concerns and were much more likely to attempt deception to please an authority figure. US Americans indicated they would be more likely to lie to protect their privacy or if they thought the truth might be damaging to the psychological and emotional health of the target. Other possible culture-based differences are noted. (PsycINFO Database Record (c) 2010 APA, all rights reserved)

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Cultural differences in deception: Motivations to deceive in Samoans and North Americans.

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**Regional Cultural Differences and Ethical Perspectives within the United States:
Avoiding Pseudo-emic Ethics Research.** By: MACNAB, BRENT; WORTHLEY, REGINALD;

JENNER, STEVE. Business & Society Review (00453609), Spring2010, Vol. 115 Issue 1, p27-55, 29p, 5 Charts; Abstract: National cultures are often described as if they were homogeneous in spite of notable regional differences. As one example, there are significant differences between two distinct regions of the United States, Hawaii and Florida. This study provides a platform to exemplify a more regionally aware position for cultural and ethics research. Using select Hofstede cultural dimensions, regional differences were found in relation to both collectivism/individualism and uncertainty avoidance. The Hawaii sample had higher levels of collectivism and uncertainty avoidance, demonstrating unique regional-cultural patterns within the United States. Regional samples were examined for potential differences in their general perception of what constitutes ethical business practice. While honesty appeared as a key trait across samples, significant differences emerged in the magnitude of importance between samples for integrity (which was more significant for the Hawaii sample) and loyalty (which was more significant for the Florida sample). [ABSTRACT FROM AUTHOR]; DOI: 10.1111/j.1467-8594.2009.00356.x; (AN 48392859)

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PERSONALITY DIMENSIONS EXPLAINING RELATIONSHIPS BETWEEN INTEGRITY TESTS AND COUNTERPRODUCTIVE BEHAVIOR: BIG FIVE, OR ONE IN ADDITION?

By: Marcus, Bernd; Lee, Kibeom; Ashton, Michael C.. Personnel Psychology, Spring2007, Vol. 60 Issue 1, p1-34, 34p, 3 Charts; Abstract: Although the criterion-related validity of integrity tests is well established, there has not been enough research examining which personality constructs contribute to their criterion-related validity. Moreover, evidence of how well findings on integrity tests in North America generalize to non-English speaking countries is virtually absent. This research addressed these issues with data obtained from employees and students in Canada and Germany (total N= 853). Specifically, we tested the hypotheses that (a) Honesty–Humility, as specified in the HEXACO model of personality, is relatively more important than the Big 5 dimensions of personality in accounting for the criterion-related validity of overt integrity tests, whereas (b) the Big 5 are relatively more important in explaining the validity of personality-based integrity tests. These predictions were tested using 2 criteria (counterproductive work behavior and counterproductive academic behavior) as well as 2 overt and 2 personality-based integrity tests. We found evidence of the expected differences between types of integrity tests largely regardless of culture of the sample, specific test, criterion, or population under research, pointing to some degree of generalizability of findings in integrity testing research. Implications include theoretical refinements in research on integrity testing and encouragement of practical applications beyond North America. [ABSTRACT FROM AUTHOR]; DOI: 10.1111/j.1744-6570.2007.00063.x; (AN 24025226)

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Dishonesty in Academics and Business: A Cross-Cultural Evaluation of Student Attitudes. By: Grimes, Paul W.. Journal of Business Ethics, Feb2004 Part 1, Vol. 49 Issue 3, p273-290, 18p; Abstract: This study presents the findings from an international survey of college students which examined perceptions and attitudes toward dishonesty in academic and business contexts. Data were collected from undergraduate students studying business and economics in eight transitional economies of Eastern Europe and Central Asia and from students in the United States. The results indicate that academic cheating is a common activity in all of the countries surveyed. Even though most students reported fearing the punishment of being caught, substantial numbers of students indicated that academic cheating is socially acceptable and not ethically wrong. When asked to rate their perceived degree of dishonesty with respect to behavior in an academic setting relative to analogous behavior in a business setting, students in both the United States and the transitional economies viewed dishonesty in a business context more severely than dishonesty in an academic context. The evidence also suggests that when compared to students in the transitional economies, American students apply a relatively higher standard of honesty toward behavior in both the academic and business settings. [ABSTRACT FROM AUTHOR]; (AN 12877115)

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Industry Mindsets: Exploring the Cultures of Two Macro-organizational Settings. By: Phillips, Margaret E.. Organization Science, Aug94, Vol. 5 Issue 3, p384-402, 19p, 8 Charts; Abstract: Cultures are dynamic, shared mindsets that, in organizational settings, are usually believed to be nationally or organizationally based. In this paper, the existence of industry cultures is explored. Previous studies of industry-based cognitive constructs have narrowly focused on top managers' mental models for strategic decision making. Here, broad-based assumption sets comprising the cultural knowledge widely shared among organizational participants within two industries (fine arts museums and California wineries) are surfaced and compared. A cognitive definition of culture and a modified ethnographic methodology frame the

inquiry. The research process balances the requirements of the inductive method with the logistics of doing research in settings as broad in scope as "industry" and into issues as amorphous as "culture in modern organizations." This process involves the selection and in-depth interviewing of 96 informants in 12 organizations, representing a cross-section of members of these two industries. The distinct assumption sets that surface for each industry demonstrate, among other things, substantial differences in conceptualizations of membership, competition, the origins of "truth," the purpose of work, and the nature of work relationships. The findings suggest that the current narrow focus in research on industry-based cognitive constructs can be productively broadened to include a fuller range of cultural elements and a wider set of industry participants. The surfacing of distinct industry mindsets reinforces the emerging belief that a multiplicity of dynamic, shared mindsets exist within an organization's environment. A new cognitive lens-that of industry-is offered, through which scholars and managers alike can view behavior in organizational settings. [ABSTRACT FROM AUTHOR]; (AN 4434741)

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Cultural differences in judgment of truthful and deceptive messages. Park, Hee Sun; Ahn, Ji Young; Western Journal of Communication, Vol 71(4), Oct, 2007. pp. 294-315. [Journal Article] Abstract: This study investigates cultural differences between two nations (n = 249 from the USA; n = 185 from Korea) in relationships among judgment of message veracity, willingness to say a truthful or deceptive message, and estimations of others' judgments and actions. The overall finding is that one's judgment of message veracity is related to how one thinks others would judge the message. Similarly, whether individuals would say a truthful or deceptive message is related to their perception of whether others also would say the message or not. In general, the most noticeable cultural differences were observed for the message with clarity violation. Korean participants' veracity judgment and estimation showed similar patterns across the baseline (i.e., truthful) message and clarity violation message, while American participants' veracity judgment and estimation were different for baseline and clarity violation messages. (PsycINFO Database Record (c) 2010 APA, all rights reserved)

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