

why don't we lie all the time?

pros of lying

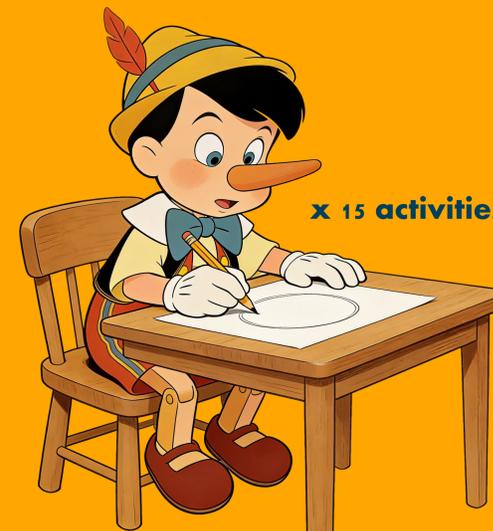
- avoid punishment
- make better impression
- gain benefits/opportunities
- avoids social conflicts
- maintain privacy
- withhold information
- mislead rivals/enemies
- power/humor/fun
- ...

cons of lying

- difficult to generate a lie
- must stay consistent
- experienced as negative?



phase 1: mission



phase 2: affective priming

did you draw a circle?

yes no

[blank]

250 ms

happiness

positive negative

x 360 trials in 3 blocks

introduction

methods

the emotional economics of dishonesty

Robert Wirth & Martin Jall

discussion

results

$$E(u) = \sum_{i=1}^n p(i) \times u(i)$$



rewards
privacy
information
fame
opportunities
advantage
power

benefits

dissonance
stress
resources
negative
cognitive conflict
lie generation
monitoring
costs

costs

