Disentangling deceptive communication: situation and person characteristics as determinants of lying in everyday life
Backbier, E.H.F.

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Appendix A

Three factors were systematically varied in the scenarios or situation descriptions.

Motive: S = Social; I = Individualistic; E = Egoistic

Situation: I = Important; U = Unimportant

Relation: F= Friend; A = Acquaintance

1a. Appearance Scenario: SIF/A
Your best friend (An acquaintance) did appear on television and does ask you what she looked like. You thought that she looked awful, but in order not to hurt the feelings of your best friend (the acquaintance), you say: "I think you looked good."

1b. Appearance Scenario: SUF/A
You encounter your best friend (an acquaintance) when she has just been shopping. Your best friend (The acquaintance) asks you what she looks like. You think that she looks awful, but in order not to hurt the feelings of your best friend (the acquaintance), you say: "I think you look good."

2a. Snack Scenario: SIF/A
Your best friend (An acquaintance) made some snacks for a wedding party. You were at that party and your best friend (acquaintance) asks you what you thought of these snacks. You didn't like them, but in order not to hurt the feelings of your best friend (the acquaintance), you say: "I enjoyed the snacks."

2b. Snack Scenario: SUF/A
Your best friend (An acquaintance) made some snacks in order to try a new recipe. You're offered some snacks to taste and your best friend (the acquaintance) asks you what you think of the snacks. You don't like them, but in order not to hurt the feelings of your best friend (the acquaintance), you say: "I enjoyed the snacks."

3a. Watched Sports Scenario: SIF/A
Your best friend (An acquaintance) played in a sports contest that was very important to her. You have been watching the contest and your best friend (the acquaintance) asks you how she played. You think that she played bad, but in order not to hurt the feelings of your best friend (the acquaintance), you say: "I think you played well."

3b. Watched Sports Scenario: SUF/A
You have been watching a weekly sports' training of your best friend (an acquaintance). After the training your best friend (the acquaintance) asks you how she played. You think that she played very bad, but in order not to hurt the feelings of your best friend (the acquaintance), you say: "I think you played well."

4a. First Met Scenario: SIF/A
Your best friend (An acquaintance) just got married. You never met her husband before. Your first impression is very negative, but when she asks you what you think of her new husband, you say in order not to hurt the feelings of your best friend (the acquaintance): "He seems nice to me."
Appendices

4b. First Met Scenario: SUF/A
Your best friend (An acquaintance) just got a new boyfriend. You never met her boyfriend before. Your first impression is very negative, but when she asks you what you think of her new boyfriend, you say in order not to hurt the feelings of your best friend (the acquaintance): "He seems nice to me."

5a. Too Late Scenario: IIF/A
Your best friend (An acquaintance) gets married. You arrive too late at the wedding because you enjoyed having a drink on a terrace and did not watch the time. Your best friend (The acquaintance) asks you why you arrived too late. In order to save face, you say: "I've missed the train."

5b. Too Late Scenario: IUF/A
Your best friend (An acquaintance) organized a BBQ. You arrive too late at the BBQ because you enjoyed having a drink on a terrace and did not watch the time. Your best friend (The acquaintance) asks you why you arrived too late. In order to save face, you say: "I've missed the train."

6a. Spilling Wine Scenario: IIF/A
At a party of your best friend (an acquaintance) you spill some red wine on the white carpet due to your own clumsiness. Your best friend (The acquaintance) asks you how it happened and in order to save face, you say: "I've dropped my glass because someone bumped into me."

6b. Spilling Wine Scenario: IUF/A
At a party of your best friend (an acquaintance) you spill some red wine on your own pair of jeans due to your own clumsiness. Your best friend (The acquaintance) asks you how it happened and in order to save face, you say: "I've dropped my glass because someone bumped into me."

7a. Phone Call Scenario: IIF/A
Your best friend (An acquaintance) calls you up to talk about a serious problem. You absolutely don't feel like having a serious talk and in order to wriggle out of it you say to your best friend (the acquaintance): "I am just on the way out."

7b. Phone Call Scenario: IUF/A
Your best friend (An acquaintance) calls you up to talk just for the sociability. You absolutely don't feel like talking and in order to wriggle out of it you say to your best friend (the acquaintance): "I am just on the way out."

8a. Recovering Scenario: IIF/A
You've just undergone an operation and it is necessary that you take complete rest. You have been very busy doing things, however. Your best friend (An acquaintance) asks you whether you have kept complete rest. In order not to give yourself away you say to your best friend (the acquaintance): "Yes, I've been in bed all the time."

8b. Recovering Scenario: IUF/A
You've just had the flu and you better should take it easy. You have been very busy doing things, however. Your best friend (An acquaintance) asks you whether you did take it easy. In order not to give yourself away you say to your best friend (the acquaintance): "Yes, I've been in bed all the time."
9a. Sold Old Machine Scenario: EIF/A
You sold your best friend (an acquaintance) your old washing machine for a reasonable price. After a week it stops working. You had expected that to happen, but at the time you sold it you acted like the machine was still in good shape. Your best friend (The acquaintance) asks whether you knew that the machine was totally worn out. In order not to let yourself in for the costs you say: "I thought it was still good working."

9b. Sold Old Machine Scenario: EUF/A
You sold your best friend (an acquaintance) your old orange press for a reasonable price. After a week it stops working. You had expected that to happen, but at the time you sold it you acted like the machine was still in good shape. Your best friend (The acquaintance) asks whether you knew that the machine was totally worn out. In order not to let yourself in for the costs you say: "I thought it was still good working."

10a. Request Help Scenario: EIF/A
Your best friend calls that she has to leave her house within 24 hours and she asks you whether you can help her moving right away. You absolutely don't feel like doing this and in order to wriggle out of it you say to your best friend (the acquaintance): "I don't have time to help you."

10b. Request Help Scenario: EUF/A
Your best friend (An acquaintance) asks you to help her to assemble a cupboard. You absolutely don't feel like doing this and in order to wriggle out of it you say to your best friend (the acquaintance): "I don't have time to help you."

11a. Birthday Present Scenario: EIF/A
You and your best friend (an acquaintance) want to buy someone a birthday present. She gives you half of the money and you buy the present. Since the present is on special offer you have left fifty guilders. When your best friend (the acquaintance) asks you later whether some money was left, you say in order to benefit yourself: "No, it sufficed precisely."

11b. Birthday Present Scenario: EUF/A
You and your best friend (an acquaintance) want to buy someone a birthday present. She gives you half of the money and you buy the present. Since the present is on special offer you have left five guilders. When your best friend (the acquaintance) asks you later whether some money was left, you say in order to benefit yourself: "No, it sufficed precisely."

12a. Stay Over Scenario: EIF/A
Your best friend (An acquaintance) asks you whether she can stay over for the weekend since she can not stay at her own place because of a renovation. You absolutely don't feel like having her/him to stay and in order to wriggle out of it you say to your best friend (the acquaintance): "I'm not home this weekend."

12b. Stay Over Scenario: EUF/A
Your best friend (An acquaintance) asks you whether she can stay over for the weekend just for the sociability. You absolutely don't feel like having her/him to stay and in order to wriggle out of it you say to your best friend (the acquaintance): "I'm not home this weekend."