Disentangling deceptive communication: situation and person characteristics as determinants of lying in everyday life

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Appendices

Appendix B

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 s/he looked like. You think that s/he looked awful.

1b. Appearance Scenario: SUF/A
You encounter your best friend (an acquaintance) when s/he has just been shopping. Your best friend (The acquaintance) asks you what s/he looks like. You think that s/he looks awful.

2a. Snack Scenario: SIF/A
Your best friend (An acquaintance) made some snacks for a wedding party. You were present at that party and your best friend (the acquaintance) asks you what you thought of these snacks. You didn't like them.

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.

3a. Watched Sports Scenario: SIF/A
Your best friend (An acquaintance) played in a sports contest that was very important to her/him. You have been watching the contest and your best friend (the acquaintance) asks you how s/he played. You think that s/he played bad.

3b. Watched Sports Scenario: SUF/A
You have been watching a weekly sport' training of your best friend (an acquaintance). After the training your best friend (the acquaintance) asks you how s/he played. You think that s/he played very bad.

4a. First Met Scenario: SIF/A
Your best friend (An acquaintance) just got married and asks you what you think of her new husband/his new wife. He/she has made an unsympathetic impression.

4b. First Met Scenario: SUF/A
Your best friend (An acquaintance) just got a new boyfriend/girlfriend and asks you what you think of him/her. He/she has made an unsympathetic impression.

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.
5b. Too Late Scenario: IUF/A
You 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.

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.

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.

7a. Phone Call Scenario: IIF/A
Your best friend (An acquaintance) calls you up and asks you whether s/he can come over to talk to you. You absolutely don't feel like talking.

7b. Phone Call Scenario: IUF/A
Your best friend (An acquaintance) calls you up and asks you whether you want to go somewhere and have a drink with her/him. You absolutely don't feel like going somewhere.

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.

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.

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.

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.

10a. Request Help Scenario: EIF/A
Your best friend (An acquaintance) asks you to help her/him moving. You absolutely don't feel like doing this.

10b. Request Help Scenario: EUF/A
Your best friend (An acquaintance) asks you to help her/him to assemble a cupboard. You absolutely don't feel like doing this.

11a. Birthday Present Scenario: EIF/A
You and your best friend (an acquaintance) want to buy someone a birthday present. S/he gives you half of the money and you buy the present. Since the present is on special offer you have left fifty guilders. Your best friend (The acquaintance) asks you later whether some money was left.
11b. Birthday Present Scenario: EUF/A
You and your best friend (an acquaintance) want to buy someone a birthday present. S/he gives you half of the money and you buy the present. Since the present is on special offer you have left five guilders. Your best friend (The acquaintance) asks you later whether some money was left.

12a. Stay Over Scenario: EIF/A
Your best friend (An acquaintance) asks you whether s/he can stay over for the weekend since s/he can not stay at her/his own place because of a renovation. You absolutely don't feel like having her/him stay.

12b. Stay Over Scenario: EUF/A
Your best friend (An acquaintance) asks you whether s/he can stay over for the weekend just for the sociability. You absolutely don't feel like having her/him stay.