

Accepted Manuscript

Gender Differences in Honesty: The Role of Social Value Orientation

Kerstin Grosch, Holger A. Rau

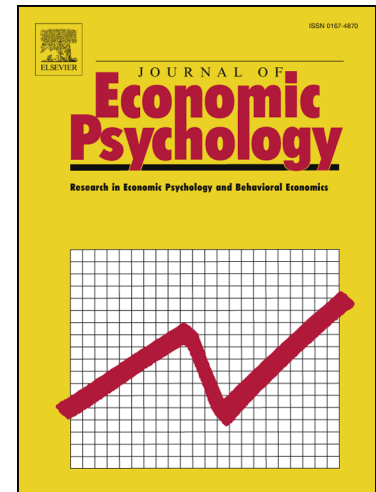
PII: S0167-4870(17)30165-4
DOI: <http://dx.doi.org/10.1016/j.joep.2017.07.008>
Reference: JOEP 2034

To appear in: *Journal of Economic Psychology*

Received Date: 17 March 2017
Accepted Date: 26 July 2017

Please cite this article as: Grosch, K., Rau, H.A., Gender Differences in Honesty: The Role of Social Value Orientation, *Journal of Economic Psychology* (2017), doi: <http://dx.doi.org/10.1016/j.joep.2017.07.008>

This is a PDF file of an unedited manuscript that has been accepted for publication. As a service to our customers we are providing this early version of the manuscript. The manuscript will undergo copyediting, typesetting, and review of the resulting proof before it is published in its final form. Please note that during the production process errors may be discovered which could affect the content, and all legal disclaimers that apply to the journal pertain.



Gender Differences in Honesty: The Role of Social Value Orientation

Kerstin Grosch ^{*1} and Holger A. Rau^{†2}

¹University of Göttingen

²University of Mannheim, University of Göttingen

July 2017

Abstract

This paper experimentally analyzes the role of individual social value orientation (SVO) on honest behavior. We focus on a situation where dishonest behavior pays off at somebody else's cost. In which case, distributional preferences might matter for the willingness to act honestly. To examine this link we conduct a laboratory experiment where we first elicit SVO to measure distributional preferences. Afterwards, we implement a die rolling game to elicit dishonest behavior at an individual level. We detect a positive correlation between subjects' SVO angle and honest behavior. Furthermore, the data confirm common gender differences, i.e., women are significantly more honest than men. Additionally, we find that, on average, women have higher SVO angles than men. A mediation analysis reveals that SVO explains the gender effect.

JEL Classification numbers: C91, D61, D62, J16.

PsycINFO Classification numbers: 2260, 2360

Keywords: Experiment, Gender Differences, Honesty, Social Value Orientation.

^{*}Corresponding author, Heinrich-Düker-Weg 12, 37073 Göttingen (Germany), *E-mail: kgrosch@uni-goettingen.de*

[†]Platz der Göttinger Sieben 3, 37073 Göttingen (Germany), *E-mail: holger.rau@uni-goettingen.de*

Download English Version:

<https://daneshyari.com/en/article/5034740>

Download Persian Version:

<https://daneshyari.com/article/5034740>

[Daneshyari.com](https://daneshyari.com)