

## **Lying for Efficiency or Fairness?**

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### ***Abstract:***

A relationship between lying behavior and social preferences has often been proposed in explaining patterns of lying aversion (ex. Erat and Gneezy, 2011; Houser, Vetter and Winter, 2012; Maggian and Villeval, 2015). In a series of experiments, we elicit preferences over fairness and efficiency in allocation scenarios between self and other, as well as between others. We then assess subjects' lying tendencies in the analogous scenarios using a novel multinomial version of a 'mind cheating game' (Garbarino, Slonim and Villeval, 2017), which allows different degrees of lying and is independent of social image and reputation concerns. Our study allows us to observe how individual preferences over fairness and efficiency are associated with the willingness to lie for one's self and others, enriching our understanding of the relationship between social preferences and non-truth telling behavior.