

## Code Book for Study 2 – The Road to Bribery and Corruption

Variable name	Description of the variable	Coding of the variable
RepondentsID	ResponseID, a unique respondents' ID created by Qualtrics	
Date_Start	Time when the study began	
Date_End	Time when the study ended	
Informed_Conse nt	The variable recorded whether an Informed Consent sheet was presented to the participants	0 = no; 1 = yes . = information missing
FinalBudget	The final budget of the participant after all rounds in Game dollars	
TQ1	First Test question - "If you, as the CEO of Construx, offer 50.000 € and Roley, the other company, offers 40.000 € Who gets the contract?" <i>(correct answer marked in bold)</i>	1 = "Roley (the other company) gets the job alone and therefore gets 120.000€"; <b>2 = "Construx (your company) gets the job alone and therefore gets 120.000€";</b> 3 = "Both share the job equally, both companies will therefore get 60.000€"
TQ1Rep	Repetition of the first test question <i>(displayed when participants did not answer the first test question correctly; correct answer marked in bold)</i>	1 = "Roley (the other company) gets the job alone and therefore gets 120.000€"; <b>2 = "Construx (your company) gets the job alone and therefore gets 120.000€";</b> 3 = "Both share the job equally, both companies will therefore get 60.000€"
TQ2	Second Test question: "If you offer 20.000 € and Roley offers 40.000 €, who gets the job?" <i>(correct answer marked in bold)</i>	<b>1 = "Roley (the other company) gets the job alone and therefore gets 120.000€";</b> 2 = "Construx (your company) gets the job alone and therefore gets 120.000€"; 3 = "Both share the job equally, both companies will therefore get 60.000€"
TQ2Rep	Repetition of the second test question <i>(displayed when participants did not answer the second test question correctly; correct answer marked in bold)</i>	<b>1 = "Roley (the other company) gets the job alone and therefore gets 120.000€";</b> 2 = "Construx (your company) gets the job alone and therefore gets 120.000€"; 3 = "Both share the job equally, both companies will therefore get 60.000€"
TQ3	Third Test Question: "If you and Roley both offer 50.000€, who gets the job?" <i>(correct answer marked in bold)</i>	1 = "Roley (the other company) gets the job alone and therefore gets 120.000€"; 2 = "Construx (your company) gets the job alone and therefore gets 120.000€"; <b>3 = "Both share the job equally, both companies will therefore get 60.000€"</b>
TQ3Rep	Repetition of the third test question <i>(displayed when participants did not answer the third test question correctly; correct answer marked in bold)</i>	1 = "Roley (the other company) gets the job alone and therefore gets 120.000€"; 2 = "Construx (your company) gets the job alone and therefore gets 120.000€"; <b>3 = "Both share the job equally, both companies will therefore get 60.000€"</b>

TQ4	Fourth Test Question: "If you offer 50.000 € and solely win the job, how much money do you effectively gain?" ( <i>correct answer marked in bold</i> )	<b>1 = "70.000€";</b> 2 = "120.000€"; 3 = "50.000€"
TQ5	Fifth Test Question: "If you and the other company offer 50.000€ and both companies will do the job in collaboration, how much do you effectively gain?" ( <i>correct answer marked in bold</i> )	1 = "120.000€"; <b>2 = "10.000€";</b> 3 = "50.000€"
TQ6	Sixth Test Question: "How many rounds of bidding are there?" ( <i>correct answer marked in bold</i> )	1 = "2"; 2 = "6"; <b>3 = "5"</b>
SlipperySlopeCondition	The variable records in which slippery slope condition the participant was in	0 = abrupt aka steep cliff condition; 1 = slippery slope condition; 2 = reverse slippery slope condition
AbruptCorruption	DV in Abrupt Condition "Do you want to invite the Minister of Public Affairs to a private vacation from your company's budget?"	1 = not invite; 2 = invite
SlipperySlopeCorruption1	DV1 in Slippery Slope Condition: "Do you want to invite the Minister of Public Affairs to the banquet from your company's budget?"	1 = not invite; 2 = invite
SlipperySlopeCorruption2	DV2 in Slippery Slope Condition: "Do you want to invite the Minister of Public Affairs to a private vacation from your company's budget?" ( <i>this variable was only displayed if participants opted for "2" in the previous DV: SlipperySlopeCorruption1</i> )	1 = invite; 2 = not invite
ReverseSlipperySlopeCorruption1	DV1 in Reverse Slippery Slope Condition: "Do you want to invite the Minister of Public Affairs to a private vacation from your company's budget?"	1 = not invite; 2 = invite
ReverseSlipperySlopeCorruption2	DV2 in Reverse Slippery Slope Condition: "Do you want to invite the Minister of Public Affairs to a private vacation from your company's budget?" ( <i>this variable was only displayed if participants opted for "2" in the previous DV: ReverseSlipperySlopeCorruption1</i> )	1 = invite; 2 = not invite

CorruptionCollapsd	All three corruption decision in one variable	0 = no corruption; 1 = partial aka medium corruption; 2 = severe corruption
FairOwn	Perceived Own Fairness: "How fair do you think your actions were?"	1 = "not fair at all"; 6 = "very fair"
CorrOwn	Perceived Own Corruptness: " How corrupt do you think your own actions were?"	1 = "not corrupt at all"; 6 = "very corrupt"
Gender	The variable records the participants' gender	1 = female; 2 = male
Age	Age of the participant in years	
Education	The participants' highest obtained educational degree	1 = not finished High School; 2 = High School Diploma; 3 = Bachelor's degree; 4 = Master's degree; 5 = Vocational training
Debriefing	Variable codes whether the debriefing was displayed	0 = not displayed; 1 = displayed . = information missing