

Code Book for Study 3 – 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	
InformedConsent	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€"; 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€"
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€"; 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€"
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>	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€"; 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 first 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€"; 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€"; 3 = "Both share the job equally, both companies will therefore get 60.000€"
TQ3Rep	Repetition of the third test question <i>(displayed when participants did not answer</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€";

	<i>the first test question correctly; correct answer marked in bold)</i>	3 = "Both share the job equally, both companies will therefore get 60.000€"
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>)	1 = "70.000€"; 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€"; 2 = "10.000€"; 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"; 3 = "5"
SlipperySlopeCondition	The variable records in which slippery slope condition the participant was in	1 = Slippery Slope Condition; 2 = Reverse Slippery Slope Condition; 3 = Abrupt aka Steep Cliff 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?"	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	1 = invite; 2 = not invite

	Affairs to a private vacation from your company's budget?"	
CorruptionCollapsed	All three corruption decision in one variable	0 = no corruption; 1 = partial aka medium corruption; 2 = severe corruption
MSEBE_intro	Please rate your behavior in the game on the following dimensions:	
MSEBE1_1	The item had the following anchor	0 = unjust; 100 = just
MSEBE2_1	The item had the following anchor	0 = fair; 100 = unfair
MSEBE3_1	The item had the following anchor	0 = culturally acceptable; 100 = culturally unacceptable
MSEBE4_1	The item had the following anchor	0 = violates an unwritten contract; 100 = does not violate an unwritten contract
MSEBE5_1	The item had the following anchor	0 = traditionally acceptable; 100 = traditionally unacceptable
MSEBE6_1	The item had the following anchor	0 = morally right; 100 = not morally right
MSEBE7_1	The item had the following anchor	0 = violates an unspoken promise; 100 = does not violate an unspoken promise
MSEBE8_1	The item had the following anchor	0 = acceptable to my family; 100 unacceptable to my family
Gender	Variable records the participants' gender	1 = female; 2 = male; 9 = prefer not to say/ other
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	0 = not displayed;

	displayed	1 = displayed .= information missing
--	-----------	---