

ACADEMIC LIE TELLING: IMPACT OF AGE, PEER AND INCENTIVES

DEEPALI RASTOGI

ABSTRACT

This paper aims to evaluate exaggeration tendencies in children in the presence and absence of their peers and incentives across two age groups. This paper is an extension of a field experiment that involved an experimental setup of a 2x2 factorial design, testing for the significance of peer and incentive effects across children of ages 13 and 18 years. This paper tries to model the lying patterns using Bayesian Probability and Logistic Regression. Individual significance of each treatment is further studied using Information Theory. The second part of the paper solves for the optimal Bayesian prior probability such that the posterior probabilities arrived at using Bayes' Rule and the logit model estimates are as close as possible. We find that our large sample size renders the posteriors almost independent of the prior probabilities optimally assumed.