
How minimal social identity affects misreporting behaviors in competition?

Julien Benistant*¹ and Marie Claire Villeval*¹

¹Groupe d'analyse et de théorie économique (GATE Lyon Saint-Étienne) – École Normale Supérieure (ENS) - Lyon, Université Lumière - Lyon II, Université Claude Bernard - Lyon I (UCBL), CNRS : UMR5824, Université Jean Monnet - Saint-Etienne, PRES Université de Lyon – 93, chemin des Mouilles 69130 Écully — 6, rue Basse des Rives 42023 Saint-Étienne cedex 02, France

Abstract

The aim of this paper is to investigate whether minimal social identity affects the willingness to misreport in a competitive environment depending on whether misreporting concerns one's own or others' output. We show that subjects misreport as frequently for themselves or for the opponents. Furthermore, in the presence of an opponent sharing the same identity we show that people misreport less their own performance but not their opponent's performance.

Keywords: lying, competition, social identity, misreporting

*Speaker