


3.1 ☆



1 You find a wallet containing nearly \$1,000, plus identification. Do you keep the cash?
No () Maybe () Yes ()

2 You want to add a garage to your house, but a building inspector says the structure will violate a zoning ordinance. He later hints, however, that for \$100 he will okay the construction anyway. Do you give him the money?
No () Maybe () Yes ()

3 You sell your house to a woman who, for reasons of her own, pays you in cash. By reporting only part of this payment to the IRS, and putting the rest in a bank vault, you can save thousands. Do you?
No () Maybe () Yes ()

4 A catalog store ships you a \$500 television, but bills you only for a \$25 TV-table. Do you quietly send a check for the smaller sum?
No () Maybe () Yes ()

5 Checking in at a fine hotel, you find a thick, new bathmat in exactly the color you need. Before you leave, you could hide it in your suitcase. Do you?
No () Maybe () Yes ()

6 You have dinner with a colleague in an expensive restaurant. Paying the bill, she hands you the receipt and says, "Tell your company you took me to dinner—make yourself fifty bucks." Do you?
No () Maybe () Yes ()

7 In the ladies' room of a hotel's restaurant, you take off your wedding band, then forget to put it back on. By the time you return to the ladies' room for the ring, it's gone. Your insurance doesn't cover this kind of loss, but if you claim the ring was stolen from your hotel room, you could be reimbursed. Do you lie to your insurance company?
No () Maybe () Yes ()

8 Late for an evening engagement, you speed through a stop sign and dent an oncoming car. This accident could cost you your license, so to make the judge more lenient, you propose to tell him that, though you were driving carefully, you were blinded by the other vehicle's oncoming lights. Do you tell this story to the judge, and lie under oath?
No () Maybe () Yes ()

9 Your car is for sale, and someone agrees to pay the price you name—he gives you a deposit and the two of you shake hands. Later on, another customer offers you \$200 more. She urges you to tell the first customer you've changed your mind and send him back his deposit. Do you?
No () Maybe () Yes ()

Source: Ladouce, G.P. (1983). Speaking personally: Quizzes and Questionnaires. Cambridge: Cambridge University Press.

This provocative quiz may provide some surprises. Answer each question as candidly as possible. (Assume in every case that you wouldn't be caught in any wrongdoing; being honest for fear of retribution doesn't count.) Following the test are instructions for scoring.

1 You find a wallet containing nearly \$1,000, plus identification. Do you keep the cash?
No () Maybe () Yes ()

2 You want to add a garage to your house, but a building inspector says the structure will violate a zoning ordinance. He later hints, however, that for \$100 he will okay the construction anyway. Do you give him the money?
No () Maybe () Yes ()

3 You sell your house to a woman who, for reasons of her own, pays you in cash. By reporting only part of this payment to the IRS, and putting the rest in a bank vault, you can save thousands. Do you?
No () Maybe () Yes ()

4 A catalog store ships you a \$500 television, but bills you only for a \$25 TV-table. Do you quietly send a check for the smaller sum?
No () Maybe () Yes ()

5 Checking in at a fine hotel, you find a thick, new bathmat in exactly the color you need. Before you leave, you could hide it in your suitcase. Do you?
No () Maybe () Yes ()

6 You have dinner with a colleague in an expensive restaurant. Paying the bill, she hands you the receipt and says, "Tell your company you took me to dinner—make yourself fifty bucks." Do you?
No () Maybe () Yes ()

7 In the ladies' room of a hotel's restaurant, you take off your wedding band, then forget to put it back on. By the time you return to the ladies' room for the ring, it's gone. Your insurance doesn't cover this kind of loss, but if you claim the ring was stolen from your hotel room, you could be reimbursed. Do you lie to your insurance company?
No () Maybe () Yes ()

8 Late for an evening engagement, you speed through a stop sign and dent an oncoming car. This accident could cost you your license, so to make the judge more lenient, you propose to tell him that, though you were driving carefully, you were blinded by the other vehicle's oncoming lights. Do you tell this story to the judge, and lie under oath?
No () Maybe () Yes ()

9 Your car is for sale, and someone agrees to pay the price you name—he gives you a deposit and the two of you shake hands. Later on, another customer offers you \$200 more. She urges you to tell the first customer you've changed your mind and send him back his deposit. Do you?
No () Maybe () Yes ()

Scoring:

Give yourself 2 points for each No,
1 point for each Maybe, and
No points for each Yes.

Then add up and see how your honest rates.

18: You are a straight arrow, perfect.

12-17: Your honesty is laudable.

7-11: Your honesty is rather selective, or-dependending on how you look at it –
shaky

1-6: You are a self-seeker with a few leftover qualms

0: You look out only for Number One; you're a thorough cheat