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The sample of th	The average is in any worm and the street of	prises. Answer each que	stion as candidly as pos-
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3 You sell your house to a woman who, for reasons of her own, pays you in cash. By reporting only part of this navment to the IHN many of the than the thing	and your houses to a secondary who for reasons who for reasons with the secondary part of the secondary part o	building inspector says the structure will violate a zon- ing ordinance. He later hints, however, that for \$100 he will okay the construction anyway. Do you give him the money?	off your wedding band, then forget to put it back By the time you return to the ladies' room for the it's gone. Your insurance doesn't cover this kind of but if you cleim the ring was stolen from your!
	ment to the HSI, and putting the rest in a bank of the HSI, and putting the rest in a bank of the HSI, and putting the rest in a bank of the HSI, and putting the HSI of the HSI	3 You sell your house to a woman who, for reasons	
	studies stems ships you a 8000 television, but bills the control of the control o	this payment to the IRS, and putting the rest in a bank vault, you can save thousands. Do you?	a stop sign and dent an oncoming car. This acci- could cost you your license, so to make the judge r
44 A catalog store ships you a \$500 television, but bills driving carefully, you only for a \$25 TV-table. Do you quietly send a totle's oncoming I check for the smaller sum?	esting in st a fine hiefal, you find a thick, new. In search the color you need. Before you or could hide it in your suitease. Do you? or could hide it in your suitease. Do you? which hands. Later on, another outcome offers you've changed your mind and send him hack his	you only for a \$25 TV-table. Do you quietly send a check for the smaller sum?	driving carefully, you were blinded by the other hicle's oneoming lights. Do you tell this story to judge, and lie under oath?
5 Checking in at a fine hotel, you find a thick, new bathmat in exactly the color you need. Before you between you could have been color you need. Before you leave you could have you will be your year.	you've changed your mind and send him back his	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 suitrose. Do you?	9 Your car is for sale, and someone agrees to pay price you name—he gives you a deposit and the tw you shake hands. Later on, another customer offers \$200 more. She urges you to tell the first custo
6 You have dinner with a colleague in an expensive posit. Do you?		6 You have dinner with a colleague in an expensive restaurant. Paying the bill, she bands you the receipt	you've changed your mind and send him back his posit. Do you?
Source: Ladouse, G.P. (1983). Speaking personally: Qu		Cambridge: Cambri	dge 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 identification. Do you keep the cash?	, plu
No () Maybe () Yes ()	
2 You want to add a garage to your house, building inspector says the structure will violate ing ordinance. He later hints, however, that for \$\\$ will okay the construction anyway. Do you give the money? No () Maybe () Yes ()	a zon 100 he
3 You sell your house to a woman who, for re of her own, pays you in cash. By reporting only put this payment to the IRS, and putting the rest in a vault, you can save thousands. Do you? No () Maybe () Yes ()	art o

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 inroom, you could see surance company?

No. () Maybe ()

8 Late for an evening engagement, you speed through a stop sign and dent an oncoming car. This accident a stop sign and dent an oncoming car. Inis 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-depending 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