

MASC – Multi Aspect Scale of Cheating

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Part I – Everyday lies to get by

Please think of people you know and state how likely they are to do any of the following:

Be in the express line with too many groceries (1)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Board a plane before their group number is called (1)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Take credit for someone else's work (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Inflate their business expense report (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Sneak into better seats than they paid for at a ball game (1)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Use their membership card to let several friends into the museum (1)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Tell supervisor that progress has been made on a project, when none has been made at all (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Park in a handicapped zone when running short errands (3)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Take home office supplies from work (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie to an insurance company about the number of miles they drive annually (3)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Say they did not receive an email about a deadline when they really ignored it (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie to an insurance company about the value of goods that were damaged (3)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely

Buy a garment, wear it and return it (3)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Claim false charity donations on their taxes (4)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Claim personal expenses as business expenses on their taxes (4)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Pay gardener/handyman/house keeper in cash (because no one pays taxes) (4)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Notice that a cashier gave them too much change, accept it and leave (3)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Call in sick and really have a day off (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Skip sessions at a conference that is paid by the office, and go to the Spa (2)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie in negotiation about upgrades of product (5)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Change dates on stock options (5)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Change booking dates on contract to account for the current tax year (5)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Tell a supplier that they have a very attractive offer from their competitors (when they don't) to get the supplier to sign with them. (5)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie to their partner about the number of sex partners they had in the past (6)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie to their partner after sex by saying it was really great (6)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Deny they were staring at an attractive friend of their partner (6)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely

Cheat on their partner (6)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Say they cannot meet partner because work is crazy, and go to a pub with friends (6)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie about their address to get their kid into a better school (7)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Lie about their kid's achievement to impress family or friends (7)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Exaggerate their kid's problem to get health care coverage for a special treatment (7)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely
Do a class science/craft project for their kid (7)	1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Not likely Very likely

Categories:

- 1 – Sneak
- 2 – Work
- 3 – Violation
- 4 – Tax
- 5 – Business
- 6 – Romance
- 7 – Promote Child

Part II - Business Dilemmas

1. Imagine you were dating someone and that you wanted to do something to surprise him/her. You know he/she is a big fan of U2 but has never seen them live. You checked Ticketmaster and found out that they are playing in a week; however, the performance is sold out. You recall that a colleague of yours got tickets for a sold-out event from a major vendor and paid only the face value.

How likely are you to call the vendor to get the tickets and pay the face value?

0 ---- 1 ---- 2 ---- 3 ---- 4 ---- 5 ---- 6 ---- 7 ---- 8 ---- 9 ---- 10
Not likely at all Very likely

For each of the following reasons, rate how relevant it is in determining your choice from 1-10:

0 ---- 1 ---- 2 ---- 3 ---- 4 ---- 5 ---- 6 ---- 7 ---- 8 ---- 9 ---- 10
Not relevant at all Very relevant

1. I am paying for the tickets, there is no problem. _____
2. This is how the process works. _____
3. Making my significant other happy is more important. _____

2. You are working on a campaign for a product that is the underdog in the market. Your best friend from college is working on a campaign for a competing product. Both of you have your boundaries set and it's okay. Your friend calls you after having a major disagreement with the campaign manager. The two of you meet for drinks; he gets drunk and starts spilling a lot of details and dirt. You try to stop him, but he goes on. In fact this information can help your campaign and influence people's choices in favor of your product.

How likely are you to use that information?

0 ----- 1 ----- 2 ----- 3 ----- 4 ----- 5 ----- 6 ----- 7 ----- 8 ----- 9 ----- 10
Not likely at all Very likely

For each of the following reasons, rate how relevant it is in determining your choice from 1-10:

0 ----- 1 ----- 2 ----- 3 ----- 4 ----- 5 ----- 6 ----- 7 ----- 8 ----- 9 ----- 10
Not relevant at all Very relevant

1. My friend is not even going to remember what he said. _____
2. This is how the process works. _____
3. I believe in the product and will take advantage of any opportunity to promote it. _____

3. You need to kill a joint venture that is damaging for your firm. The word is that a major investor will back of if you arrange a CEO position for a relative of hers. The position she has in mind is occupied at the moment, but you happen to know (and have evidence) that the person occupying it has some alcohol problems and can be pushed out of the way with a leak to the press.

How likely are you to make the leak to the press?

0 ----- 1 ----- 2 ----- 3 ----- 4 ----- 5 ----- 6 ----- 7 ----- 8 ----- 9 ----- 10
Not likely at all Very likely

For each of the following reasons, rate how relevant it is in determining your choice from 1-10:

0 ----- 1 ----- 2 ----- 3 ----- 4 ----- 5 ----- 6 ----- 7 ----- 8 ----- 9 ----- 10
Not relevant at all Very relevant

1. By drinking he opens himself up for attacks. _____
2. This is all part of the process. _____
3. I believe in my firm and will do whatever
needs to be done to support it. _____

4. You are an influential person in the business arena. Your closest friend calls you because he was arrested by the police for speeding, and unfortunately they found 25 gr. of cocaine in his possession. If you talk to the right people, you can get your friend discharged with a fine and no record. In return you will have to shelve your upcoming report on the influence of lowering health care deductibles on the American economy

How likely are you to save your friend and shelve the report?

0 ----- 1 ----- 2 ----- 3 ----- 4 ----- 5 ----- 6 ----- 7 ----- 8 ----- 9 ----- 10
Not likely at all Very likely

For each of the following reasons, rate how relevant is it in explaining your choice from 1-10:

0 ----- 1 ----- 2 ----- 3 ----- 4 ----- 5 ----- 6 ----- 7 ----- 8 ----- 9 ----- 10
Not relevant at all Very relevant

1. No one will know I pulled strings. _____
2. This is all part of the process. _____
3. He is my closest friend, nothing is more important than that. _____

Part III – Excuses

Please read the following sentences and evaluate the likelihood that it is a lie.

1. I'll do my best.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
2. I am swamped with work.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
3. Sorry I'm late, traffic was terrible.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
4. I got into Yale but decided to go elsewhere.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
5. I got a 1600 on my SAT.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
6. My Yahoo! Online game checker rating is 1870.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
7. I am majoring in Pre-med.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
8. My GPA is 4.0.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
9. Oh, yeah. That makes sense.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
10. Yeah, you look great in that dress.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
11. Sure, I'll start working on that tonight.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
12. Yes, John was with me last night.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true
13. I thought I already sent that email out. I am sure I did.
Probably a lie 1 --- 2 --- 3 --- 4 --- 5 --- 6 --- 7 --- 8 --- 9 Probably true