Abstracts

Axel Franzen and Sonja Pointner

Giving According to Preferences. Decision-making in the Group Dictator Game

We study the decision process in a group dictator game in which three subjects can distribute an initial endowment between themselves and a group of recipients. The experiment consists of two stages; first, individuals play a standard dictator game. Second, individuals are randomly matched into groups of three and communicate via instant messaging regarding the decision in the group dictator game. In contrast to former studies our results show that group decisions do not differ from individual decisions in the dictator game. Furthermore, the analysis of the chat history shows that players make proposals according to their preferences as revealed in the single dictator game and that these proposals in groups drive the final allocation.

Heiko Rauhut and Silvana Jud

Avoiding Detection or Reciprocating Norm Violations? An Experimental Comparison of Self- and Other-regarding Mechanisms for Norm Adherence

There is a growing body of research showing that people altruistically enforce cooperation norms in social dilemmas. Most of this research analyzes situations where norm violators are known and group members enforce cooperation among each other. However, in many situations norm violators are unknown, detection and punishment are enforced by third parties, such as in plagiarism, tax evasion, doping or even two-timing. Our contribution is threefold. Conceptually, we show the usefulness of inspection game experiments for studying normative behavior in these situations. Methodologically, we present a novel measurement of strategic norm adherence and enforcement, asking for continuous, "frequentistic" choice probabilities. Substantively, we demonstrate that norm adherence in these situations is best understood by coexisting distinct actor types. Self-regarding types learn the inspection rate and calibrate their norm violations to maximize their own payoffs. Other-regarding types reciprocate experienced victimizations by stealing from other, unknown group members; even at additional costs. We specify both mechanisms by agent-based simulation models and compare their relative strength by behavioral and attitudinal data in inspection game experiments ($N = 220$). Our results suggest a modern sociological perspective, which combines *homo oeconomicus* with *homo sociologicus*. Further, our findings contribute to understanding conditional norm compliance in "broken windows" dynamics, since we show that under controlled conditions it may result jointly from self- and other regarding mechanisms.

Andreas Diekmann, Ben Jann and Matthias Näf

How xenophobic is Switzerland? Five field experiments on prosocial behaviour and discrimination against foreigners in the City of Zurich and in German-speaking Switzerland

Surveys on prejudice often yield biased results as the respondents give "socially desirable" answers in many cases. By contrast, in our study on prejudice and discrimination, we conducted four field experiments in the City of Zurich wherein members of different nationalities or religious groups asked a favour. For example, passers-by were asked a favour by a person wearing a headscarf; and, conversely, without a headscarf in the control condition. In another experiment, persons were addressed in High German and, in the control condition, in Swiss German. A fifth experiment dealt with the reactions of employers in German-speaking Switzerland to unsolicited applications. With respect to everyday behaviour, no significant differences between the groups could be substantiated in the extent of their willingness to do someone a favour. All four experiments pertaining to little favours in daily life did not yield evidence of discriminatory behaviour, be it against Germans or Muslim minorities. However, note that the experiments were carried out in the City of Zurich and that the extent of discrimination might be substantially higher in other regions of Switzerland. Moreover, our findings suggest that certain ethnic groups are discriminated against in the labour market, even in cases when applicants have Swiss citizenship and the same professional qualifications as native Swiss.

Martina Kroher

Should I Stay or Should I Go? Deviant Behavior at Traffic Lights

Based on rational choice theory we take the case of jaywalking to study deviant behaviour in everyday life. In order to test whether moral or sanctioning cues reduce the extent of deviant behaviour, we conducted a field experiment. Besides these two stimuli, in form of information signs, we also included indicators of social control into the analysis. Our results show that posters reduce the probability of crossing on red. Thereby, the effect is slightly stronger for moral cues (reduction of 13 percentage points) than for sanctioning cues (reduction of 7 percentage points). However, the presence of other pedestrians has the strongest effect on jaywalking reducing the probability of jaywalking by 23 percentage points. If another person deviates from the norm, this causes a contagion effect and more of the observed subjects cross the street on red.

Peter A. Berger, Robert Brumme, Clemens H. Cap and Danny Otto

Surveillance in Digital Space and Changes in User Behaviour

Modern societies are currently undergoing fundamental transformations concerning their regimes of surveillance and control. Established reactive activities of controlling and punishing deviant behavior are more and more giving way to proactive approaches that focus on the extensive acquisition of available data, regardless of reasonable suspicion. Mostly affected by this broadening governmental and commercial data collecting activities is the Internet.

However, the social consequences of a comprehensive surveillance – like altering the individual behavior in the digital space – have hardly been studied. This research project which has been carried out in winter 2012/13 at the University of Rostock takes first steps to develop this field of research. It examines the impact of Internet surveillance on user behavior. The findings indicate a significant quantitative decrease in Internet activity of users believing to be monitored. However, only marginal changes concerning the content of visited websites are found.

Stefanie Eifler and Knut Petzold

The Impact of Vignette Detailedness on the Assessment of Prosocial Attitudes: Results from Two Split-sample Experiments

Scenario-techniques or vignettes have been frequently used in the analysis of sensitive topics. However, up to now it remained an open question whether vignettes as an indirect technique of attitudes measuring lead to more valid measures of sensitive topics as classical, direct measures, e.g. with items. The study is based on the assumption that the detailedness of the descriptions and the disposition to respond in a socially desirable way will have an impact on the assessment of attitudes towards pro-social behaviors. In particular, the assumption that more detailed vignettes lead to more honest responses is analyzed on the basis of two split-ballot experiments. In one experiment, the vignettes refer to the experience of a pro-social opportunity in everyday life. This experiment focuses on a concrete situation of everyday life experience. In another experiment, the vignettes refer to pro-social opportunities in 'ordinary life'. Here, the special normative expectations towards the concrete situation are of interest. Computer-assisted telephone interviews (CATI) of adult inhabitants of a German city aged 18 to 65 were carried out ($n = 560$). Logistic and OLS-regression analysis revealed the result that the presence and intensity of responsibility for pro-social behavior depended on the detailedness of the vignettes only in vignettes that are related to 'ordinary life' referring to normative expectations. The results are discussed with regard to the underlying methodological assumptions.