We have all tried to convince someone of something that may not be entirely true. Perhaps it is for selfish gain, desperate need, or for the greater good. As such, we have all committed a deception in life; it is part of being human. For the following questions, please indicate how you behave when deceiving someone. There are no right or wrong answers.

**Example of greater good:**Taking resources from someone who is using those resources to hurt others.

**Example of desperate need:** Taking resources from a corrupt organization so you can survive. **Example of selfish good:** Taking resources to improve your own situation.

**Please put yourself in the situation and indicate how much you agree with the following questions using the scale below:**

*1 2 3 4 5*

*Strongly Disagree Disagree Neutral Agree Strongly Agree*

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| --- |
| 1. **\_\_\_\_\_ I took my time convincing the person** |
| 1. **\_\_\_\_\_ I covered all my bases in my attempt to persuade** |
| 1. **\_\_\_\_\_ I ensured that I looked like I walked the walk** |
| 1. **\_\_\_\_\_ I made sure I came across as friendly/helpful/trustworthy.** |
| 1. **\_\_\_\_\_ I got to know the person well.** |
| 1. **\_\_\_\_\_ I got to know the person’s family and friends.** |
| 1. **\_\_\_\_\_ I spent a lot of time with the person.** |
| 1. **\_\_\_\_\_ I took the things I wanted/needed slowly.** |
| 1. **\_\_\_\_\_ I took so little at a time that no one noticed right away.** |
| 1. **\_\_\_\_\_ I took things sustainably so that they never run out.** |
| 1. **\_\_\_\_\_ I maintained an excellent reputation.** |
| 1. **\_\_\_\_\_ I ensured no one would ever suspect me of anything bad.** |
| 1. **\_\_\_\_\_ I left no immediate doubt about my good intentions.** |

Finally, tell us whether this deception was for the greater good, desperate need, or selfish good (Circle one): *Greater good, desperate need, selfish good*