

Honest: especially at home 诚实：尤其是在家里

Vocabulary: *truth and lies* 词汇: 实话和谎言

How can you **tell** if someone's **lying**? The answer is, they're probably not.

Traditional economics says that people are **rational** beings who will lie if it's **to their advantage**. A recent university study has shown that, actually, we're pretty **honest** – especially when we're at home.

Researchers in Germany phoned people at home and asked them to **toss a coin**. There was a strong **financial incentive to fake** the result: if the coin **landed tails-up**, the participant would receive money or a gift voucher, while if the coin landed **heads-up**, they would get nothing. Because they were on the phone, they knew there was **no risk of getting caught** if they lied.

And yet people **told the truth**. Over hundreds of tosses a coin will land tails-up roughly 50% of the time. In this study over half the people asked (55.6%) said that the coin landed heads-up, which meant they would receive nothing.

Previous studies had found that people were more **deceitful**. In those **laboratory studies** 75% of people reported a winning coin and claimed a reward. So the research team thinks it's being in our own homes which makes us **play fair**, although it's not yet clear why.

In fact both types of study show people are surprisingly **trustworthy**. Even in the laboratory, 25% of people **turned down** a reward by telling the truth. The researchers say this is because honesty is **highly valued** in human society. We care about our reputation and our sense of ourselves as **decent** people. So lying has a psychological cost and it seems this cost **outweighs** the financial benefits of lying.

词汇表请参看答案与词汇部分



Quiz 测验

阅读短文并回答问题。

1. According to traditional economics, when do people lie?
2. Did researchers visit people in their homes?
3. What happened if they said the coin landed tails-up?
4. Were people more honest in laboratory studies or in their own homes?
5. According to the researchers, what is highly valued in society?

Exercise 练习

请你在不参考课文的情况下完成下列练习。从每个表格中选择一个意思合适的单词填入句子的空格处。

1. I would never steal anything from work, because of the risk of _____.

get caught	getting caught	catching	get catch
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2. She said she had excellent exam results, but she didn't. She _____ the results.

faked	lied	deceived	dishonest
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3. You have more people in your team – that's not _____ fair!

telling	doing	saying	playing
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4. Should I lend him my key? I'm not sure he's completely _____.

trusting	trust	to trust	trustworthy
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5. She had the offer of a place at university, but she didn't want it, so she turned it _____.

over	up	down	off
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Answers and Glossary 答案与词汇

Quiz 小测验

1. According to traditional economics, when do people lie? When it's to their advantage.
2. Did researchers visit people in their homes? No, they phoned them.
3. What happened if they said the coin landed tails-up? They received money or gift vouchers.
4. Were people more honest in laboratory studies or in their own homes? In their homes.
5. According to the researchers, what is highly valued in society? Honesty.

Exercise 练习

1. I would never steal anything from work, because of the risk of getting caught.
2. She said she had excellent exam results, but she didn't. She faked the results.
3. You have more people in your team – that's not playing fair!
4. Should I lend him my key? I'm not sure he's completely trustworthy.
5. She had the offer of a place at university, but she didn't want it, so she turned it down.

Glossary 词汇表

tell	看出, 知道
lying	撒谎
rational	理智的
to their advantage	对他们有利的
honest	诚实的
toss a coin	抛硬币猜正反面
financial incentive	金钱诱惑
fake	伪装
landed tails-up	硬币落地后背面朝上
heads-up	(硬币落地后) 正面朝上
no risk of getting caught	没有被发现的危险
told the truth	说了实话
deceitful	欺骗的, 说谎的
laboratory studies	实验室研究
play fair	公平行事
trustworthy	可靠的
turned down	拒绝了
highly valued	高度重视/珍视
decent	老实的, 正派的
outweighs	比...更重要
financial benefits	金钱收益