



WARWICK

GLOBAL RESEARCH PRIORITIES
BEHAVIOUR, BRAIN & SOCIETY

DR@W Forum Presents:

Despoina Alempaki (WBS, Behavioural Science)

Evasive Communication

Joint work with Valeria Burdea (Pittsburgh) and Daniel Read (Warwick)

Abstract: In many interactions, better-informed parties can benefit from less-informed ones holding untrue beliefs and will accordingly want to misreport what they know. They can lie directly, but they can also evade by making statements that might lead to false beliefs, yet which are not by themselves direct assertions of falsehood. I will present results from an experiment investigating i) whether the psychological cost of deception is higher for direct lying than evasion, so that people will be more likely to deceive when evasion is an option and ii) whether the language of evasion matters, i.e., some types of evasion are less costly than others.

Date/Time

Thursday 24th October 2019

2.30 pm – 3.45 pm

Location

WBS 0.011

