Testing Leniency Programs Experimentally: The Impact of “Natural” Framing*

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Abstract

We study the effects of loaded instructions in a bribery experiment. We find a strong gender effect: men and women react differently to real-world framing. The treatment effect becomes significant once we allow for gender-specific coefficients. Our paper contributes to the (small) literature on experimental tests of (anti-)corruption measures and adds evidence to the (mixed) results on gender effects and the on-going discussion on the need for socio-demographic controls.

Keywords: corruption, anti-corruption mechanisms, optimal contract, monitoring

JEL classification: C91, D02, D73, K42

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