



**University of
Zurich** ^{UZH}

Department of Economics – Neuroeconomics Seminar

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Variants of Gaze Dishonesty

In social as well as economic interactions, the assessment of whether another person is lying or not is a key factor when making a decision. Across different studies, we explore whether gaze reveals lies and whether gaze is used to lie. Using standard eye-tracking and novel interactive eye-tracking, we find that gaze is malleable. In private settings, attention distinguishes truthful from deceitful actions (and behavioral types). If gaze is transmitted, people adjust their gaze to their advantage, for example, to signal a high level of prosociality. In addition to gaze reflecting top-down motives, we also find that the salience of incentives affects lying.