

Schlenker, B. R. (2008): “Integrity and character: Implications of principled and expedient ethical ideologies,” *Journal of Social and Clinical Psychology*

Respondents are asked to read each of the statements and indicate the extent of their agreement or disagreement where 1 = strongly disagree, 2 = disagree, 3 = neither disagree nor agree, 4 = agree, and 5 = strongly agree. Items marked (R) are reverse scored. Item loadings are standardized regression coefficients from a single-factor solution from a principle factor analysis (N = 1341); items were reverse scored (R) prior to analysis.

1. It is foolish to tell the truth when big profits can be made by lying. (R)
2. No matter how much money one makes, life is unsatisfactory without a strong sense of duty and character.
3. Regardless of concerns about principles, in today’s world you have to be practical, adapt to opportunities, and do what is most advantageous for you. (R)
4. Being inflexible and refusing to compromise are good if it means standing up for what is right.
5. The reason it is important to tell the truth is because of what others will do to you if you don’t, not because of any issue of right and wrong. (R)
6. The true test of character is a willingness to stand by one’s principles, no matter what price one has to pay.
7. There are no principles worth dying for. (R)
8. It is important to me to feel that I have not compromised my principles.
9. If one believes something is right, one must stand by it, even if it means losing friends or missing out on profitable opportunities.
10. Compromising one’s principles is always wrong, regardless of the circumstances or the amount that can be personally gained.
11. Universal ethical principles exist and should be applied under all circumstances, with no exceptions.
12. Lying is sometimes necessary to accomplish important, worthwhile goals. (R)
13. Integrity is more important than financial gain.

14. It is important to fulfill one's obligations at all times, even when nobody will know if one doesn't.
15. If done for the right reasons, even lying or cheating are ok. (R)
16. Some actions are wrong no matter what the consequences or justification.
17. One's principles should not be compromised regardless of the possible gain.
18. Some transgressions are wrong and cannot be legitimately justified or defended regardless of how much one tries.