

Extended Data Table 1A | Effect of professional identity on honesty in Asia Pacific bank employees

Explanatory Variable	Model (a)	Model (b)	Model (c)
Professional Identity	0.010 (0.014) <i>p</i> =0.448	0.011 (0.014) <i>p</i> =0.439	0.011 (0.014) <i>p</i> =0.435
Age	0.000 (0.001) <i>p</i> =0.698	0.000 (0.001) <i>p</i> =0.866	0.000 (0.001) <i>p</i> =0.894
Male	-0.022 (0.014) <i>p</i> =0.121	-0.019 (0.014) <i>p</i> =0.196	-0.018 (0.015) <i>p</i> =0.213
University Education	-0.004 (0.014) <i>p</i> =0.758	-0.003 (0.015) <i>p</i> =0.851	-0.003 (0.015) <i>p</i> =0.849
Relative Income	-0.002 (0.006) <i>p</i> =0.672	-0.001 (0.006) <i>p</i> =0.853	-0.001 (0.006) <i>p</i> =0.858
Core Business Unit		0.021 (0.014) <i>p</i> =0.130	0.021 (0.014) <i>p</i> =0.132
Years in Industry		-0.001 (0.001) <i>p</i> =0.458	-0.001 (0.001) <i>p</i> =0.456
Competitiveness			0.003 (0.007) <i>p</i> =0.651
Number of observations	6,200	6,200	6,200
Sample	AP bankers	AP bankers	AP bankers

Probit estimates. The dependent variable is a reported winning toss. The reported results are marginal effects calculated at the median levels of the covariates, and the standard errors (in parentheses) have been corrected for clustering at the individual level. The median covariates are a measure of the change in probability of reporting a winning outcome. The models reported are as per those in Cohn et al. **a.** Reported winning tosses are regressed upon a dummy for the professional identity condition and individual characteristics (n=620). **b.** This model extends model a to include work-related variables (n=620). **c.** This model extends model b to include an additional control of self-reported materialism (n=620). Significance levels: **p*<0.10, ***p*<0.05, ****p*<0.01 (two-sided Wald tests).