

**Extended Data Table 1C | Effect of professional identity on honesty in Asia Pacific, Middle Eastern and Original study (main study) bank employees**

<b>Explanatory Variable</b>	<b>Model (a)</b>	<b>Model (b)</b>	<b>Model (c)</b>
Professional Identity	0.019* (0.012) <i>p</i> =0.096	0.019* (0.012) <i>p</i> =0.094	0.020* (0.012) <i>p</i> =0.086
Age	-0.001 (0.001) <i>p</i> =0.184	0.000 (0.001) <i>p</i> =0.589	0.000 (0.001) <i>p</i> =0.561
Male	-0.009 (0.012) <i>p</i> =0.463	-0.006 (0.012) <i>p</i> =0.614	-0.005 (0.012) <i>p</i> =0.693
University Education	0.004 (0.012) <i>p</i> =0.687	0.007 (0.012) <i>p</i> =0.599	0.005 (0.012) <i>p</i> =0.668
Relative Income	-0.007 (0.005) <i>p</i> =0.136	-0.006 (0.005) <i>p</i> =0.201	-0.006 (0.005) <i>p</i> =0.211
Core Business Unit		0.023** (0.012) <i>p</i> =0.044	0.023** (0.012) <i>p</i> =0.047
Years in Industry		-0.001 (0.001) <i>p</i> =0.438	-0.001 (0.001) <i>p</i> =0.423
Competitiveness			0.008 (0.006) <i>p</i> =0.175
<b>Number of observations</b>	8,960	8,960	8,960
<b>Sample</b>	AP, ME & Original (main study) bankers	AP, ME & Original (main study) bankers	AP, ME & Original (main study) 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 run on participants from their main study (*n*=128), the Asia Pacific banker study (*n*=620) and the Middle East banker study (*n*=148). **a.** Reported winning tosses are regressed upon a dummy for the professional identity condition and individual characteristics (*n*=896). **b.** This model extends model a to include work-related variables (*n*=896). **c.** This model extends model b to include an additional control of self-reported materialism (*n*=896). Significance levels: \**p*<0.10, \*\**p*<0.05, \*\*\**p*<0.01 (two-sided Wald tests).