Extended Data Table 1D | Effect of professional identity on honesty in Asia Pacific and Original study (main study) bank employees

Explanatory Variable	Model (a)	Model (b)	Model (c)
Professional Identity	0.020 (0.013) p=0.119	0.019 (0.013) p=0.126	0.019 (0.013) p=0.124
Age	0.000 (0.001) p=0.573	0.000 (0.001) p=0.901	0.000 (0.001) p=0.931
Male	-0.017 (0.013) p=0.199	-0.013 (0.013) p=0.339	-0.012 (0.013) p=0.369
University Education	-0.001 (0.013) p=0.932	0.003 (0.014) p=0.856	0.003 (0.014) p=0.849
Relative Income	-0.003 (0.005) p=0.510	-0.002 (0.005) p=0.731	-0.002 (0.005) p=0.726
Core Business Unit		0.034** (0.013) p=0.007	0.034** (0.013) p=0.008
Years in Industry		-0.001 (0.001) p=0.405	-0.001 (0.001) p=0.404
Competitiveness			0.003 (0.006) p=0.647
Number of observations	7,480	7,480	7,480
Sample	AP & Original (main study) bankers	AP & Original (main study) bankers	AP & 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) and the Asia Pacific banker study (n=620). **a.** Reported winning tosses are regressed upon a dummy for the professional identity condition and individual characteristics (n=748). **b.** This model extends model a to include work-related variables (n=748). **c.** This model extends model b to include an additional control of self-reported materialism (n=748). Significance levels: *p<0.10, **p<0.05, ***p<0.01 (two-sided Wald tests).