

People often behave more correctly when thinking that someone is following you? Is this correct?

The extent to which they comply with the standard rules will vary slightly depending on the specific situation.

If it is forced to state a code of ethics that can be consented and shared by most cultures, religions, nations, or political parties, then it must be a concept of not being, Or rather, it is never allowed to make others do what they don't want, or make others choose what they don't like. This has been known as the golden rule in the behavior between people and people, in every social form.



Golden rule: Treat others in a way that you want to be treated yourself.

But do we, people living in modern, civilized society really follow this golden rule? Especially when penalties for improper conduct are always permanent? A recently conducted in-depth study has 'brought these questions to the laboratory' and found the answer through a simple 'game' of negotiation.

1. 20 golden rules on the dining table that everyone must know

How do we comply with the golden rules of conduct?

1. How to divide money and issues related to rules of conduct in negotiation
2. The difference when being followed and not monitored
3. Think about how to behave and make decisions

How to divide money and issues related to rules of conduct in negotiation

Yuan Ju, professor of Economics, York University and Jiawen Li, Economics Lecturer, Lancaster University - two leading experts - plans to invite 300 volunteers to the lab. they were at the New York University's Center for Experimental Economics to ask these people to give their personal views regarding dividing a certain amount to other volunteers.



Money sharing is closely related to compliance or non-compliance with the golden rule

The idea is that participants will be asked to divide a certain amount between them and another participant, with one person in the pair having the right to decide how much they will receive. This will then be forwarded to a third party, who makes suggestions for volunteers to join. Each volunteer can give his or her partner any proposal that is worth 0 to the entire amount that the two must share. If the partner says 'yes' to the offer, both will receive the agreed amount. But in case the other person rejects the offer (because they feel the way to divide the money is not reasonable, or they should get more), the negotiation will be counted as a failure, meaning that both will be no money received from the program.

1. 12 bad habits in dealing with many people

Each participant will in turn experience the above negotiated pair in both roles: Proponents (give suggestions on how to divide money), and responders (give their opinions or not) agree with the offer), with many different partners. This would increase the probability that a person in the feedback role would have to agree with the same proposal they had previously made as a proponent. That is, they will be 'at risk' to face suggestions that their partners did not accept before.

What makes researchers particularly interested is how people express their views when they play the role of the responders and face the same suggestions that they have previously given to others. when acting as a proponent. For those who abide by the golden rule in the first-mentioned conduct, they will certainly not encounter any problems (conflicts) in the process of negotiating with others, and will certainly agree. with the equivalent offers I received, because they simply did not force others to accept proposals that I didn't want myself.

The results of the study were quite unexpected, the majority of the couples' proposals were consistent with the golden rule. In it, about 93% of participants said they agreed with the offer to share money they received, equal

to what they proposed to others at previous negotiations. If the 93% figure is true, can it say that these 300 volunteers are mostly people who know how to behave in principle, or in other words, are not greedy, receive more parts and arrest others bear the damage? If not, what is the underlying cause?

1. Art of behavior when praised by someone

The difference when being followed and not monitored

In behavior, those who respect the golden rule will, in the long run, benefit more than those who only think for themselves, and this seems to be further evident through Yuan Ju's research. and Jiawen Li. The statistical results show that those who follow the golden rule will basically earn more money because most of their negotiations are successful. While negotiations of those who choose go against the golden rule, there is almost a chance of a 100% breakdown.

However, the problem lies in the fact that while the 93% figure shows that most people follow the golden rule, this sounds pretty great, maybe for us to dream about a dream society, where everyone knows how to respect each other's decisions, researchers also find that if people know their behavior is not observed, or specifically, they can freely share their money. but nobody knows, the gold compliance rate will decrease by nearly 20% and only 73% will actually respect the rules.

1. Smart people will know how to criticize and give suggestions to others without losing their hearts



People tend to behave more correctly when they think they're being followed and vice versa

This finding has somehow strengthened the results of other studies based on social psychology, showing that people often behave in a better way when they know they are being followed, or simply assume that someone is looking at you. Indeed, even an eye-shaped poster can sometimes change the way people behave, namely in a more positive direction. On the contrary, in the case of not being noticed, people tend to go against or ignore common rules, even though they admit that it is completely wrong.

1. Steve Jobs, the art of humanity, and the secret to achieving the goal

Think about how to behave and make decisions

Through the above research and many other researches that have been done earlier also yield similar results, do not need to be too deep, we all realize that there are very significant issues to consider about how people make His decision, as in the way they make others accept that decision, knowing it is unfair.

Come back a bit with the study of Yuan Ju and Jiawen Li. People who take longer to decide how to divide money are often those with high ability to deviate from the golden rule and vice versa. Of course this may also be because the golden rule is easy to apply (the simplest is to divide it evenly), so a longer decision time may reflect the complex nature of the negotiation in which the person we make too many proposals (possibly conflicting) in the decision-making process.

At the same time, research results also show that experience plays a certain role in how people make decisions. Those who act as proponents will be more likely to be a gold rule than those who first play a feedback role.

In addition, the research team believes that gender, socio-economic status or cultural factors do not make any difference in compliance or non-compliance with the golden rule. This has once again demonstrated the universality of the general golden principles in our society. In addition, all acts related to the golden rule are not motivated or influenced by their views on money - which may be surprising - but instead, the 'power' of the rules New ethical standards are factors that control behavior.

This is partly based on the concept of bias prediction. In it, people tend to project their thoughts, interests and behaviors to others, or in short, impose their thoughts on others.

1. 3 ways to behave wisely in criticism



Choosing or not choosing to comply with the golden rule depends on many factors

In summary, the study has shown that the so-called 'standard behavior' depends on a number of different factors - including whether a person believes they are being observed or not. This indicates that although most people follow some form of common code of ethics, their level of compliance with these rules will also vary slightly depending on the specific situation.

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