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Lappeenranta

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LIARS AND OUTLIERS

Chapter 1: Introduction

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Trust



- Trust is an essential part of a civilized society
- We need to be reasonably sure that a random person will cooperate
- All societies have parasites that do not cooperate
- Too many parasites will make society no longer function properly

Trust is multidimensional



- You may give a friend money to buy a drink, but not your house key
- You may give a friend a 10€ loan, but not a 10 000€ loan
- You keep trusting systems like your car or computer even though you don't know who made them



The book has 4 parts

- Part 1: Background sciences, societal dilemmas
- Part 2: Four societal pressures
 - Moral pressure: you just know stealing is wrong
 - Reputational pressure: you fear others' response to your actions
 - Institutional pressure: laws and rules
 - Security systems: Systems that prevent wrongdoing
- Part 3: Groups with different interests and different societal pressures
- Part 4: How societal pressure can fail



Terms of the book

- Society = a group of people with a common interest
 - Societies can be a nation, a group of friends, a crime gang, a religion...
- Societies can be made by people or groups of people (= actors)
- Group interests = Goals or directions of the society
- Competing interests = An individual actor's interests that conflict with group interests
- Societal dilemma = A choice between group interests and competing interests
- Defectors = Actors who do not go along with group norms



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