

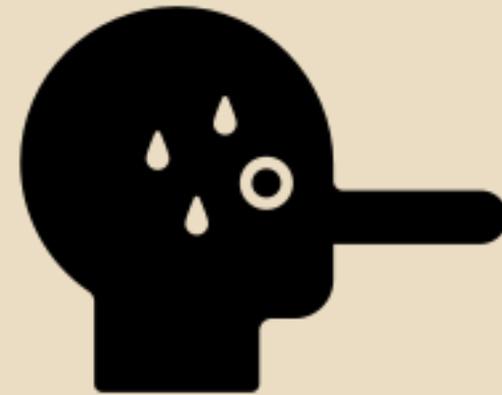
Detecting bullshit:

The roles of response latency and topic complexity

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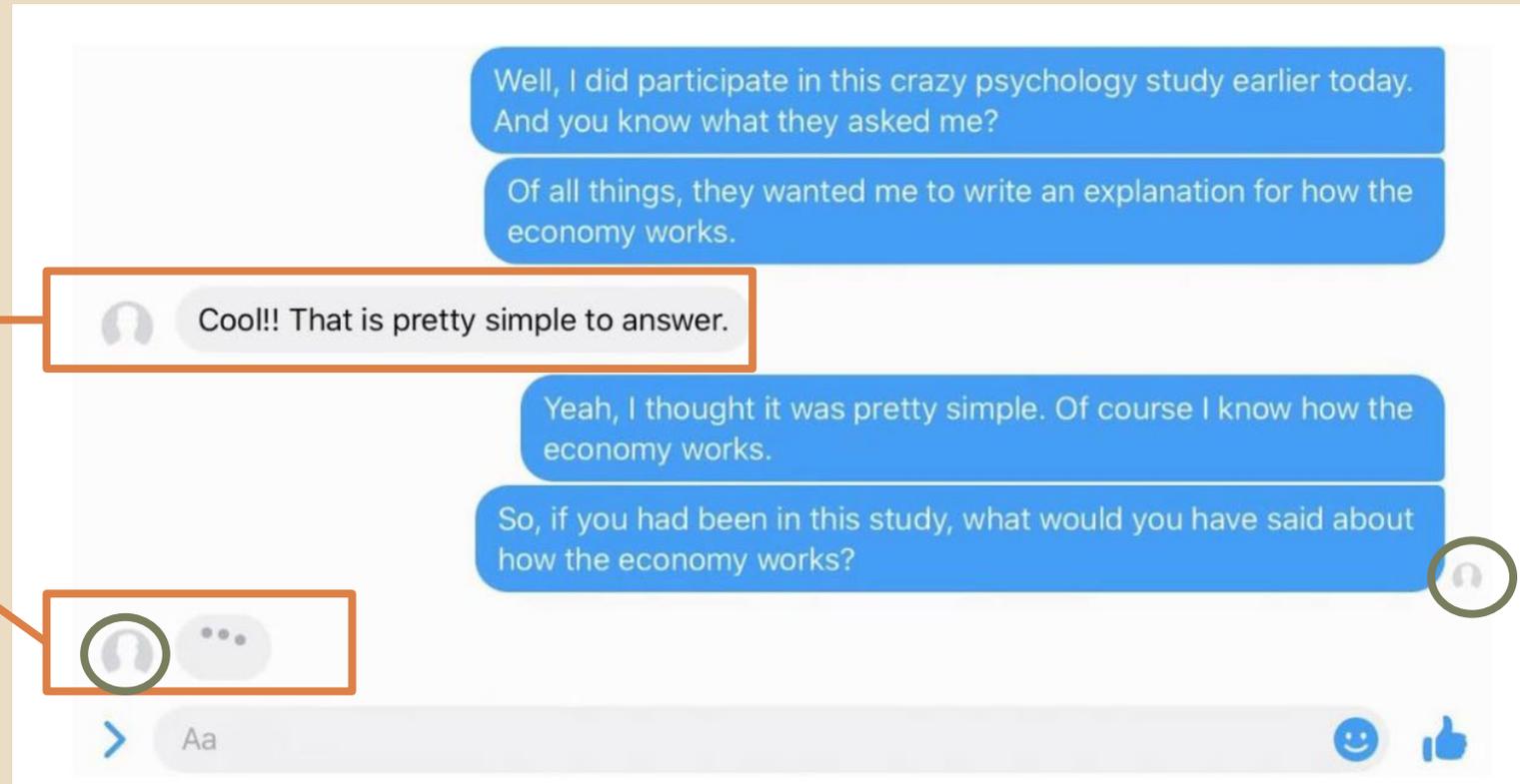
What is BS & why do we care?

- Communicating with little to no concern for truth, evidence, and/or established knowledge
- Bullshit can potentially cause more damage than lies



How are we detecting BS?

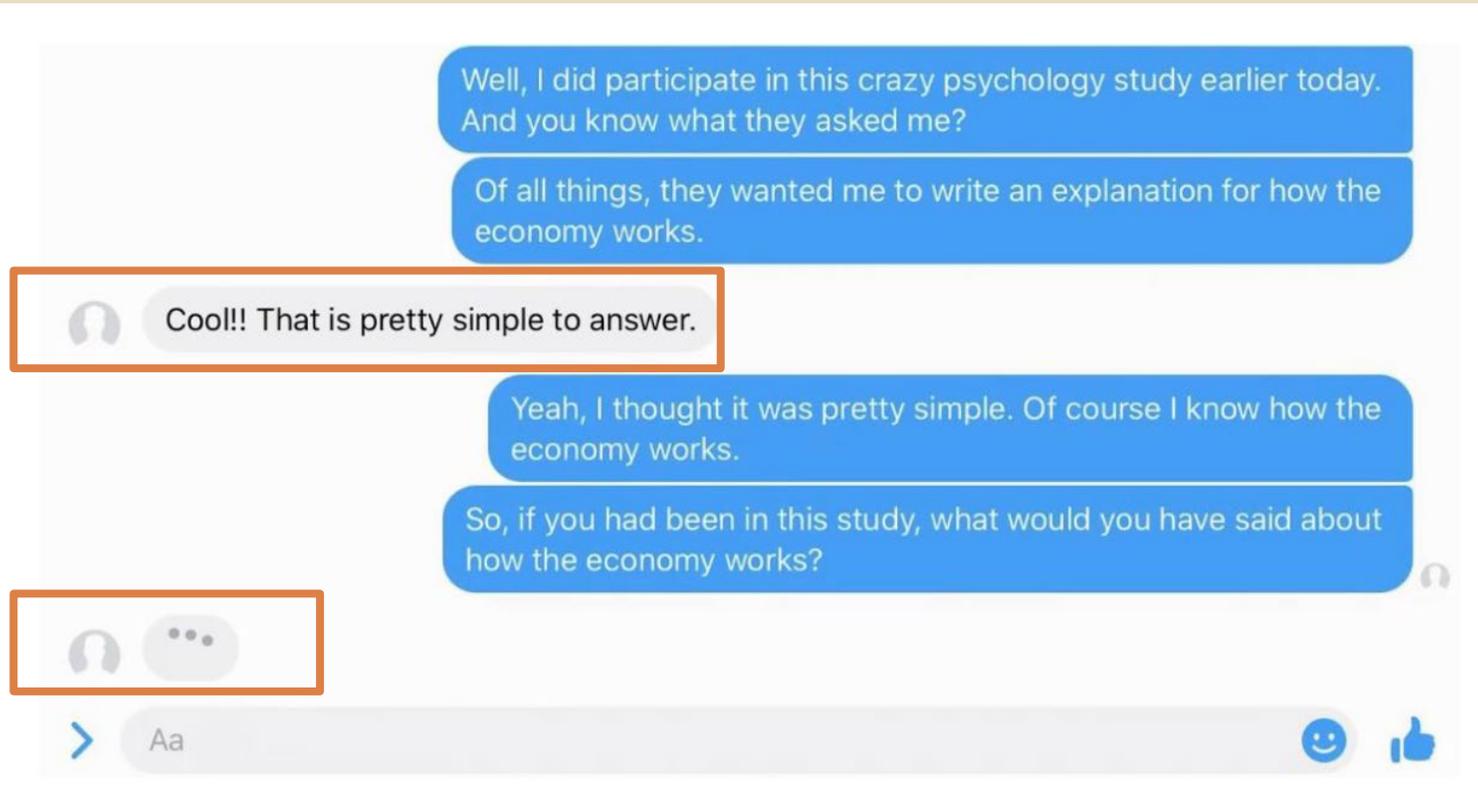
- Potential social cues:
 - Topic complexity
 - Response latency



Study 1 (n = 100)

Topic complexity

$$\eta_p^2 = .10$$



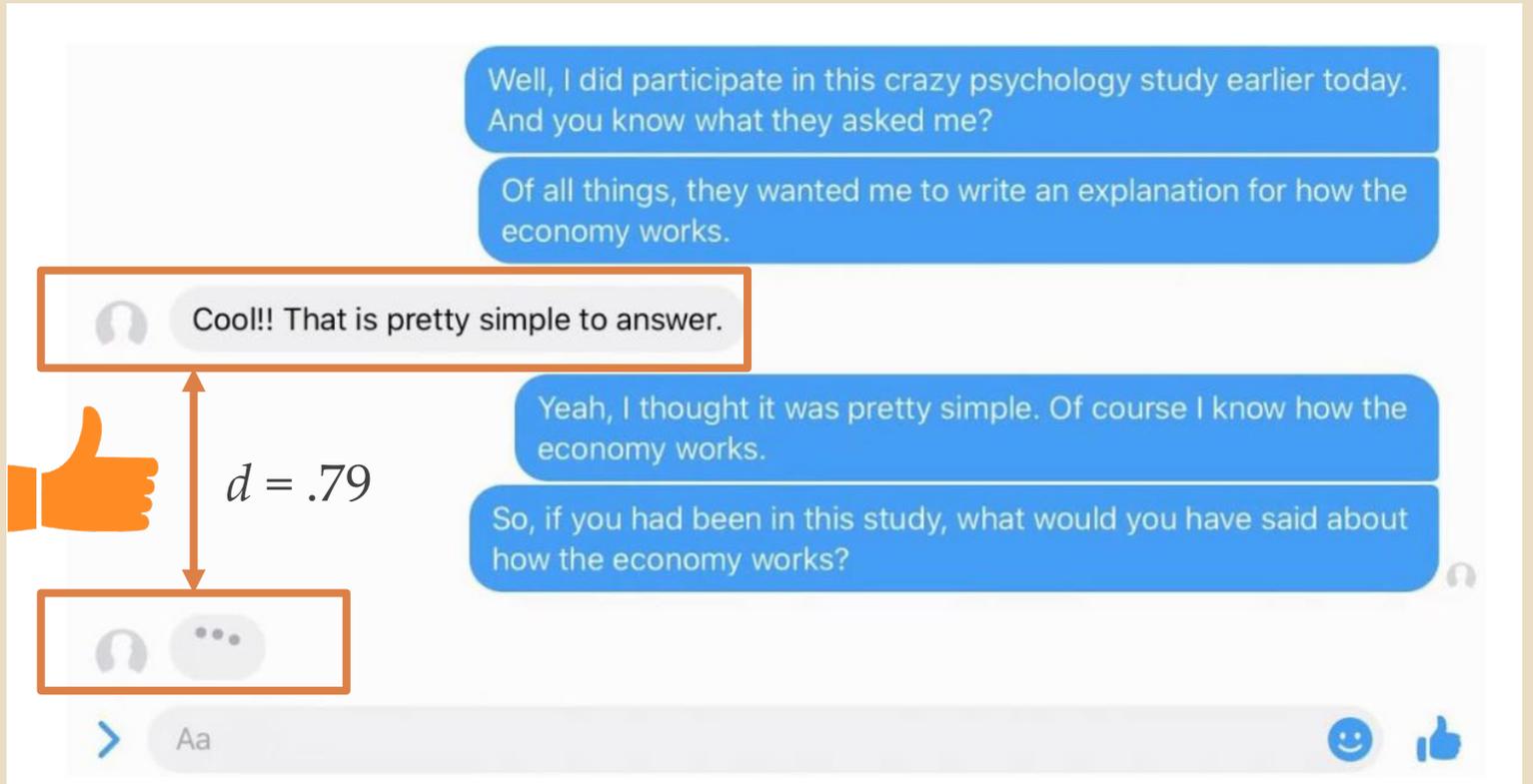
Response latency

$$\eta_p^2 = .18$$



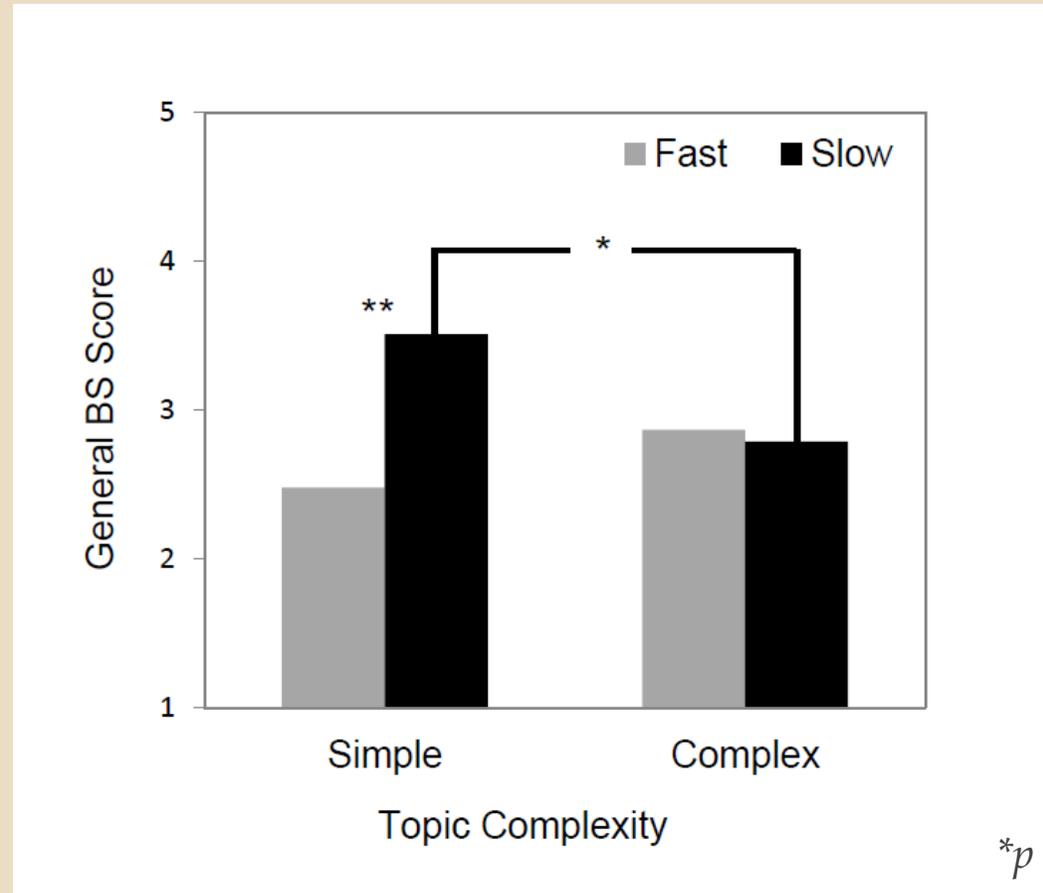
Study 1 (n = 100)

- “In your opinion, how much time can a person be expected to spend in order to adequately respond to a simple [complex] question in general?”



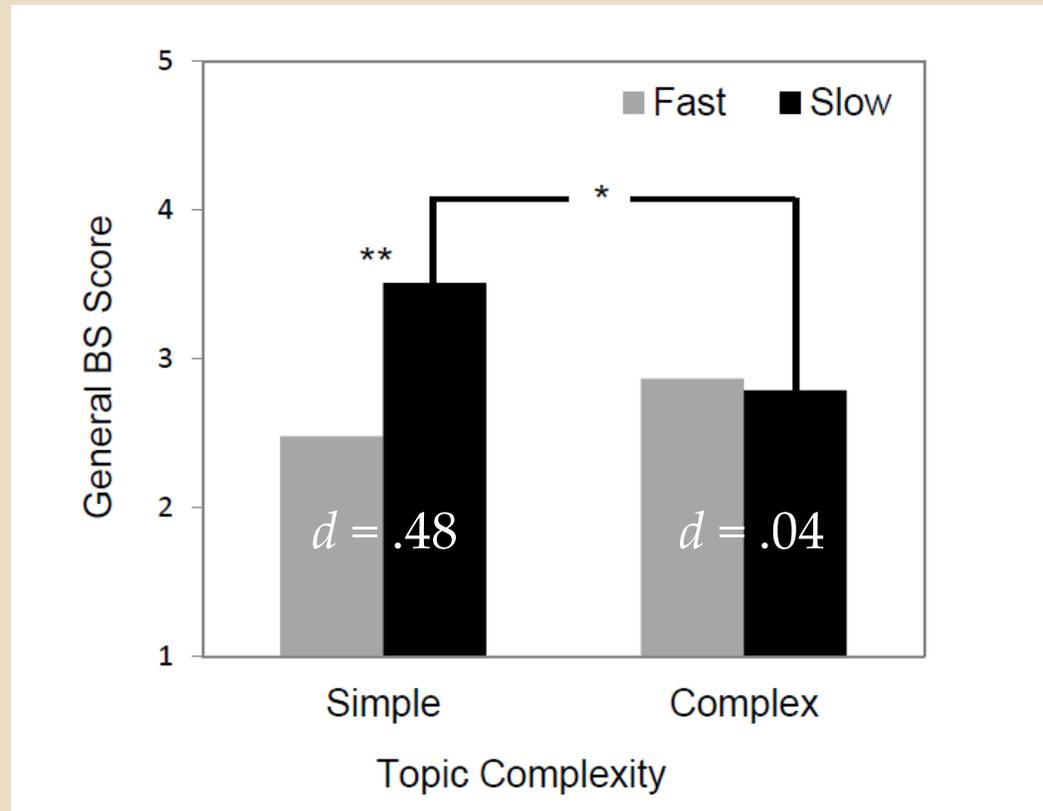
Study 2 (n = 355)

- “When the Responder was explaining how Economy works, to what degree do you think he was truly concerned with genuine evidence and/or established knowledge?”

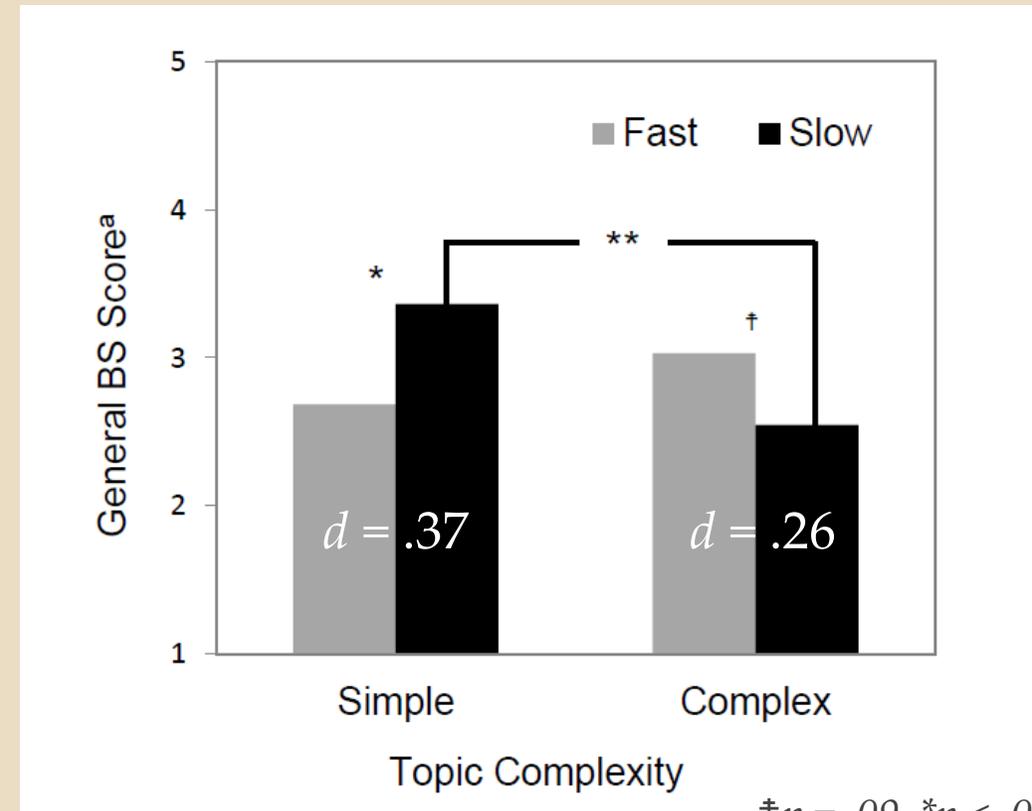


Study 2 (n = 355)

Original score



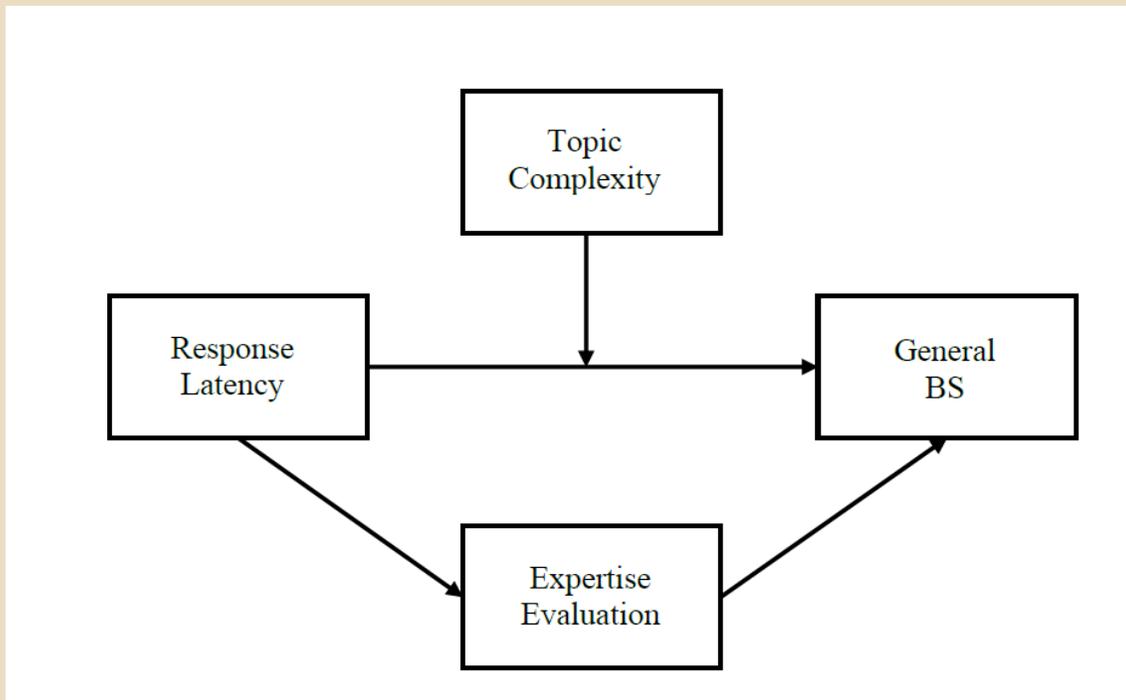
Controlled for Expertise Evaluation



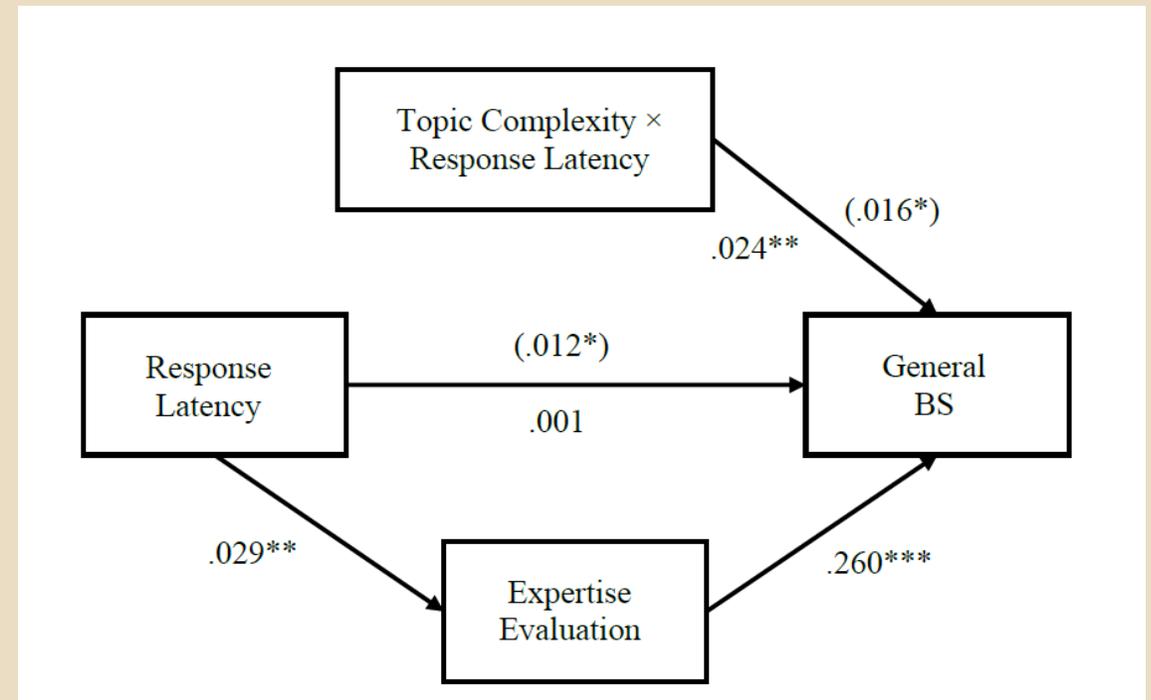
† $p = .09$, * $p < .05$, ** $p < .01$.

Study 2 (n = 355)

The Mediation and Moderation Effect on BS Perception

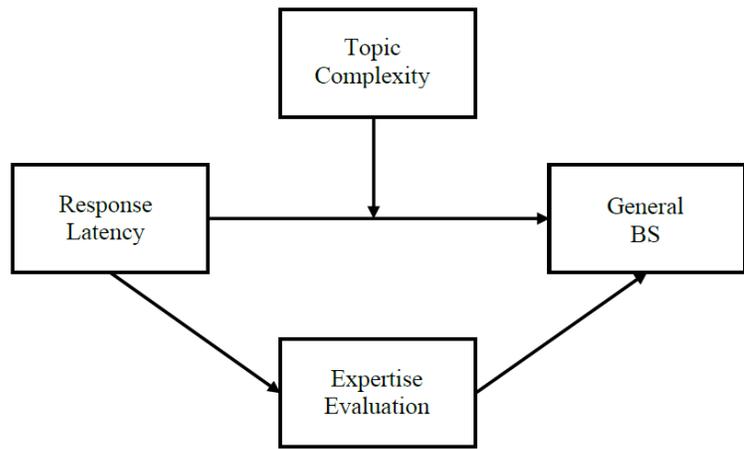


Conceptual model

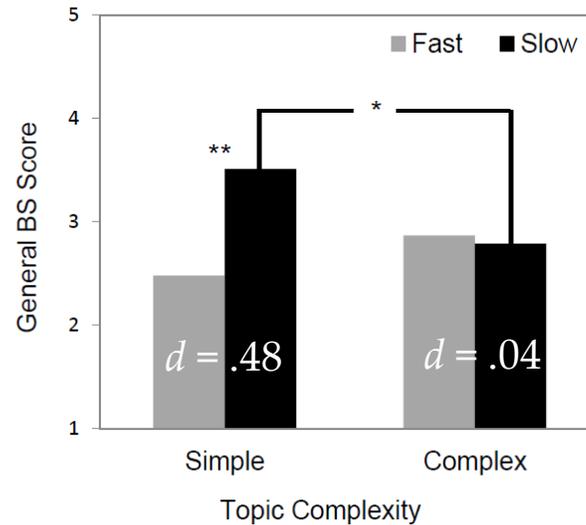


Statistical model

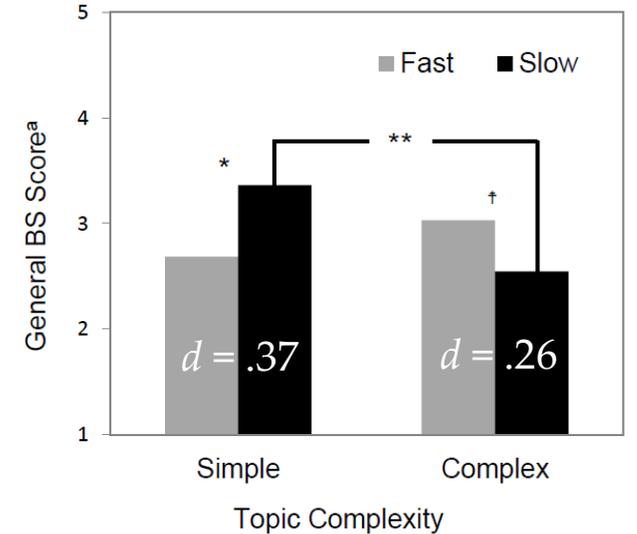
Questions?



Conceptual model



Original BS score



Controlled for Expertise Evaluation

- Applications?
- Suggestions on the next steps?

† $p = .09$, * $p < .05$, ** $p < .01$.



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