

## **Measuring Discrimination Using the Lost Letter Technique**

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Given research suggesting that people exhibit different patterns of racial discrimination in a laboratory setting because they infer the objective of the experimenter (Greenwald and Banaji, 1995), we believe it is crucial to rely on unobtrusive field methods for measuring discrimination. Our study will explore the validity of one such unobtrusive method for measuring levels of discrimination towards African American men in a natural, field setting. We will measure differences in people's willingness to help African American and Caucasian men who are searching for work. In addition, we will examine how perceived job pay and perceived motive for seeking employment affect the treatment of Caucasian and African American job-seekers.